

## **Independent Auditor's Report**

To the Shareholders of Capital Nomura Securities Public Company Limited

### **Report on Audit of Financial Statements**

#### **Opinion**

I have audited the accompanying financial statements of Capital Nomura Securities Public Company Limited, which comprise the statement of financial position as at 31 December 2018, and the related statements of comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Capital Nomura Securities Public Company Limited as at 31 December 2018, its financial performance and cash flows for the year then ended in accordance with Thai Financial Reporting Standards.

#### **Basis for Opinion**

I conducted my audit in accordance with Thai Standards on Auditing. My responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of my report. I am independent of the Company in accordance with the *Code of Ethics for Professional Accountants* as issued by the Federation of Accounting Professions as relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with the Code. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

## **Key Audit Matters**

Key audit matters are those matters that, in my professional judgement, were of most significance in my audit of the financial statements of the current period. These matters were addressed in the context of my audit of the financial statements as a whole, and in forming my opinion thereon, and I do not provide a separate opinion on these matters.

I have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of my report, including in relation to these matters. Accordingly, my audit included the performance of procedures designed to respond to my assessment of the risks of material misstatement of the financial statements. The results of my audit procedures, including the procedures performed to address the matters below, provide the basis for my audit opinion on the accompanying financial statements as a whole.

Key audit matters and how audit procedures responded to each matter are described below.

### **1. Recognition of brokerage fees and interest on margin loans**

The Company's income mainly consisted of brokerage fees and interest on margin loans, amounting to Baht 731 million and Baht 367 million, respectively, representing 46 percent and 23 percent of the Company's total revenue. The Company charges brokerage fees at variable percentages of trading volume, based on the type of customer and their trading volume, whereas interest on margin loans is charged at rates that are adjusted periodically based on market conditions. Because the size and volume of transactions, the number of customers and the fees charged to customers depend on various factors, and the recognition of revenue from brokerage fees and interest on margin loans relies primarily on data processing by information systems, I addressed the correct measurement and occurrence of brokerage fees and interest on margin loans as a key audit matter.

Key audit procedures I performed were as follows. Assessed, and tested on a sample basis, the Company's internal controls relevant to the recognition of brokerage fees and interest on margin loans, including information and technology system controls relevant to the calculation of brokerage fees and interest on margin loans. I also tested, on a sample basis, the brokerage fee rates, interest rates, calculation and account recording. In addition, I performed substantive analytical procedures relating to the brokerage fees and interest on margin loans.

## **2. Allowance for doubtful accounts for securities and derivatives business receivables**

As discussed in Note 4.8 to the financial statements, the allowance for doubtful accounts for securities and derivatives business receivables is determined through consideration of the status of accounts receivables and the value of the collateral. The estimation of the allowance for doubtful accounts for securities and derivatives business receivables is significant because the significance of the amount of the receivables to the Company's financial statements, with securities and derivatives business receivables amounting to Baht 8,348 million as at 31 December 2018, representing 84 percent of the Company's total assets. Therefore, I addressed the adequacy of the allowance for doubtful accounts for such receivables as a key audit matter.

Key audit procedures I performed were as follows:

- Assessed, and tested on a sample basis, the Company's internal controls relevant to the status of account receivables, calculation of collateral value, calculation of allowance for doubtful debts and the recording of allowance for doubtful accounts. I also assessed the Company's method applied to the determination and calculation of the allowance, and compared the Company's policy with regulatory requirements and tested certain controls over the IT systems relevant to the calculation of the collateral value and revaluation adjustments of the fair value of collateral.
- Examined the allowance for doubtful accounts as at the period-end date by testing the status of outstanding debts, valuation of collateral, debt collection made after the period-end date and the calculation of the allowance.

### **Other Information**

Management is responsible for the other information. The other information comprise the information included in annual report of the Company, but does not include the financial statements and my auditor's report thereon.

My opinion on the financial statements does not cover the other information and I do not express any form of assurance conclusion thereon.

In connection with my audit of the financial statements, my responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or my knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work I have performed, I conclude that there is a material misstatement of this other information, I am required to report that fact. I have nothing to report in this regard.

## **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Thai Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Thai Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Thai Standards on Auditing, I exercise professional judgement and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, I determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. I describe these matters in my auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in my report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

I am responsible for the audit resulting in this independent auditor's report

Ratana Jala  
Certified Public Accountant (Thailand) No. 3734

EY Office Limited  
Bangkok: 22 February 2019

**Capital Nomura Securities Public Company Limited**

**Statements of financial position**

**As at 31 December 2018**

|  |      | (Unit: Baht)         |                       |
|--|------|----------------------|-----------------------|
|  | Note | 2018                 | 2017                  |
| <b>Assets</b>                                      |      |                      |                       |
| Cash and cash equivalents                          | 6    | 388,056,406          | 280,286,527           |
| Receivables from Clearing House and broker-dealers | 7    | 29,377,403           | 778,929,544           |
| Securities and derivatives business receivables    | 8    | 8,347,760,863        | 10,701,902,950        |
| Investments  | 10   | 702,610,769          | 624,254,089           |
| Premises and equipment                             | 11   | 88,899,381           | 115,390,413           |
| Intangible assets                                  | 12   | 26,520,898           | 12,927,428            |
| Deferred tax assets                                | 13   | 83,881,699           | 72,761,438            |
| Other assets                                       | 14   | 285,106,411          | 279,708,424           |
| <b>Total assets</b>                                |      | <u>9,952,213,830</u> | <u>12,866,160,813</u> |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited****Statements of financial position (Continued)****As at 31 December 2018**

|  |      | (Unit: Baht)                |                              |
|--|------|-----------------------------|------------------------------|
|  | Note | 2018                        | 2017                         |
| <b>Liabilities and equity</b>                    |      |                             |                              |
| <b>Liabilities</b>                               |      |                             |                              |
| Borrowings from financial institutions           | 15   | 1,250,000,000               | 3,800,000,000                |
| Payables to Clearing House and broker-dealers    | 16   | 478,196,476                 | 642,983,634                  |
| Securities and derivatives business payables     | 17   | 2,157,293,769               | 2,376,692,900                |
| Corporate income tax payables                    |      | 37,867,940                  | 53,217,273                   |
| Debt issued and other borrowings                 | 18   | 299,532,046                 | -                            |
| Provisions for long-term employee benefits       | 19   | 97,412,287                  | 100,043,281                  |
| Other liabilities                                | 20   | 321,648,018                 | 318,085,120                  |
| <b>Total liabilities</b>                         |      | <u>4,641,950,536</u>        | <u>7,291,022,208</u>         |
| <b>Equity</b>                                    |      |                             |                              |
| Share capital - Registered, issued and paid-up   |      |                             |                              |
| 2,150,469,000 ordinary shares of Baht 1 each     |      | 2,150,469,000               | 2,150,469,000                |
| Premium on share capital and treasury stock      |      | 2,133,320,850               | 2,133,320,850                |
| Retained earnings                                |      |                             |                              |
| Appropriated - statutory reserve                 | 21   | 187,700,000                 | 178,800,000                  |
| - general reserve                                |      | 215,000,000                 | 215,000,000                  |
| Unappropriated                                   |      | 623,773,444                 | 897,521,441                  |
| Other components of equity - revaluation surplus |      |                             |                              |
| on investments                                   | 10.3 | -                           | 27,314                       |
| <b>Total equity</b>                              |      | <u>5,310,263,294</u>        | <u>5,575,138,605</u>         |
| <b>Total liabilities and equity</b>              |      | <u><u>9,952,213,830</u></u> | <u><u>12,866,160,813</u></u> |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited****Statement of comprehensive income****For the year ended 31 December 2018**

|  |        | (Unit: Baht)         |                      |
|--|--------|----------------------|----------------------|
|  | Note   | 2018                 | 2017                 |
| <b>Profit or loss:</b>                   |        |                      |                      |
| <b>Revenue</b>                           |        |                      |                      |
| Brokerage fees                           | 23     | 730,825,750          | 812,777,363          |
| Fees and service income                  | 24, 29 | 385,962,691          | 428,600,278          |
| Interest on margin loans                 |        | 367,035,287          | 363,877,762          |
| Gain and return on financial instruments | 25     | 88,116,411           | 240,270,046          |
| Other income                             |        | 12,682,996           | 6,831,994            |
| <b>Total revenue</b>                     |        | <b>1,584,623,135</b> | <b>1,852,357,443</b> |
| <b>Expenses</b>                          |        |                      |                      |
| Personnel expenses                       |        | 651,483,597          | 641,971,421          |
| Fees and services expenses               |        | 203,289,539          | 263,592,804          |
| Financial costs                          |        | 88,763,445           | 82,088,345           |
| Bad debt and doubtful accounts           |        | 106,221,776          | 635,344              |
| Other expenses                           |        | 317,115,233          | 273,720,676          |
| <b>Total expenses</b>                    |        | <b>1,366,873,590</b> | <b>1,262,008,590</b> |
| <b>Profit before income tax</b>          |        | <b>217,749,545</b>   | <b>590,348,853</b>   |
| Income tax                               | 13     | (40,232,276)         | (114,909,515)        |
| <b>Profit for the year</b>               |        | <b>177,517,269</b>   | <b>475,439,338</b>   |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited****Statement of comprehensive income (continued)****For the year ended 31 December 2018**

|  |      | (Unit: Baht)       |                    |
|--|------|--------------------|--------------------|
|  | Note | 2018               | 2017               |
| <b>Other comprehensive income:</b>   |      |                    |                    |
| Other comprehensive income to be reclassified<br>to profit or loss in subsequent periods:        |      |                    |                    |
| Gain (loss) on change in value of<br>available-for-sale investments                              |      | (34,143)           | 1,898,914          |
| Income tax relating to gain (loss) on change<br>in value of available-for-sale investments       | 13   | 6,829              | (379,783)          |
| Net other comprehensive income to be reclassified<br>to profit or loss in subsequent periods     |      | (27,314)           | 1,519,131          |
| Other comprehensive income not to be reclassified<br>to profit or loss in subsequent periods:    |      |                    |                    |
| Actuarial Gain   | 19   | 11,541,530         | -                  |
| Income tax relating to actuarial gain  | 13   | (2,308,306)        | -                  |
| Net other comprehensive income not to be<br>reclassified to profit or loss in subsequent periods |      | 9,233,224          | -                  |
| Total comprehensive income for the year  |      | 9,205,910          | 1,519,131          |
| <b>Total comprehensive income for the year</b>   |      | <b>186,723,179</b> | <b>476,958,469</b> |
| <b>Basic earnings per share</b>  | 27   |                    |                    |
| Profit for the year  |      | 0.08               | 0.22               |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited**  
**Statement of changes in equity**  
**For the year ended 31 December 2018**

(Unit: Baht)

|  | Issued and paid-up share capital | Premium on share capital and treasury stock | Retained earnings |                 |                 | Unappropriated | Other components of equity - revaluation surplus (deficit) on investments | Total |
|--|----------------------------------|---|-------------------|-----------------|-----------------|----------------|---|-------|
|  |                                  |   | Appropriated      |                 | General reserve |                |   |       |
|  |                                  |   | Statutory reserve | General reserve |                 |                |   |       |
| <b>Balance - as at 1 January 2017</b>          | 2,150,469,000                    | 2,133,320,850                               | 155,000,000       | 215,000,000     | 832,966,523     | (1,491,817)    | 5,485,264,556   |       |
| Profit for the year                            | -                                | -   | -                 | -               | 475,439,338     | -              | 475,439,338   |       |
| Other comprehensive income (loss) for the year | -                                | -   | -                 | -               | -               | 1,519,131      | 1,519,131   |       |
| Total comprehensive income for the year        | -                                | -   | -                 | -               | 475,439,338     | 1,519,131      | 476,958,469   |       |
| Dividend paid (Note 28)                        | -                                | -   | -                 | -               | (387,084,420)   | -              | (387,084,420)   |       |
| Statutory reserve (Note 21)                    | -                                | -   | 23,800,000        | -               | (23,800,000)    | -              | -   |       |
| <b>Balance - as at 31 December 2017</b>        | 2,150,469,000                    | 2,133,320,850                               | 178,800,000       | 215,000,000     | 897,521,441     | 27,314         | 5,575,138,605   |       |
| <b>Balance - as at 1 January 2018</b>          | 2,150,469,000                    | 2,133,320,850                               | 178,800,000       | 215,000,000     | 897,521,441     | 27,314         | 5,575,138,605   |       |
| Profit for the year                            | -                                | -   | -                 | -               | 177,517,269     | -              | 177,517,269   |       |
| Other comprehensive income (loss) for the year | -                                | -   | -                 | -               | 9,233,224       | (27,314)       | 9,205,910   |       |
| Total comprehensive income for the year        | -                                | -   | -                 | -               | 186,750,493     | (27,314)       | 186,723,179   |       |
| Dividend paid (Note 28)                        | -                                | -   | -                 | -               | (451,598,490)   | -              | (451,598,490)   |       |
| Statutory reserve (Note 21)                    | -                                | -   | 8,900,000         | -               | (8,900,000)     | -              | -   |       |
| <b>Balance - as at 31 December 2018</b>        | 2,150,469,000                    | 2,133,320,850                               | 187,700,000       | 215,000,000     | 623,773,444     | -              | 5,310,263,294   |       |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited****Statement of cash flows****For the year ended 31 December 2018**

|   | (Unit: Baht)    |                 |
|---|-----------------|-----------------|
|   | 2018            | 2017            |
| <b>Cash flows from operating activities</b>   |                 |                 |
| Profit before income tax  | 217,749,545     | 590,348,853     |
| Adjustments to reconcile profit before income tax<br>to net cash provided by (paid from) operating activities |                 |                 |
| Depreciation and amortisation   | 50,653,398      | 47,302,021      |
| Doubtful accounts   | 106,221,776     | 635,344         |
| (Gain) loss on revaluation of investments   | 20,163,804      | (15,339,630)    |
| Gain on disposal securities   | (50,735)        | (135,287,644)   |
| Loss on disposal and written-off equipment  | 189,635         | 385,835         |
| (Gain) loss on revaluation of derivatives/exchange rate   | (14,019,958)    | 7,996,507       |
| Financial costs   | 88,763,445      | 82,088,345      |
| Interest and dividend income  | (65,352,871)    | (57,556,281)    |
| Interest income from margin loans   | (367,035,287)   | (363,877,762)   |
| Others interest income  | (1,238,294)     | (1,345,223)     |
| Long-term employee benefits   | 8,910,536       | 8,569,875       |
| Income from operating activities before changes<br>in operating assets and liabilities                        | 44,954,994      | 163,920,240     |
| Operating assets (increase) decrease  |                 |                 |
| Receivables from Clearing House and broker-dealers  | 763,572,098     | (318,429,067)   |
| Securities and derivatives business receivables   | 2,237,826,389   | (1,882,276,947) |
| Trading securities  | (13,741,485)    | (525,682,210)   |
| Other assets  | 651,185         | (73,401,308)    |
| Operating liabilities increase (decrease)   |                 |                 |
| Borrowings from financial institutions  | (2,550,000,000) | 1,750,000,000   |
| Payables to Clearing House and broker-dealers   | (164,787,158)   | 572,146,390     |
| Securities and derivatives business payables  | (217,977,078)   | 83,026,464      |
| Borrowings  | 299,532,046     | -               |
| Provision for long-term employee benefits   | -               | (594,735)       |
| Other liabilities   | 10,738,468      | 51,541,034      |
| Cash received from (paid for) operating activities  | 410,769,459     | (179,750,139)   |

The accompanying notes are an integral part of the financial statements.

**Capital Nomura Securities Public Company Limited****Statement of cash flows (Continued)****For the year ended 31 December 2018**

|  | (Unit: Baht)         |                      |
|--|----------------------|----------------------|
|  | 2018                 | 2017                 |
| Cash received from dividend                                      | 14,000,020           | 2,306,040            |
| Cash paid for interest expenses (included other financial costs) | (96,028,066)         | (83,086,444)         |
| Cash received from interest                                      | 5,678,323            | 15,449,138           |
| Cash received from interest on margin loans                      | 377,127,713          | 359,101,819          |
| Cash received from other interest                                | 1,063,275            | 1,149,054            |
| Cash paid for income tax   | (69,003,348)         | (135,745,007)        |
| <b>Net cash from (used in) operating activities</b>              | <b>643,607,376</b>   | <b>(20,575,539)</b>  |
| <b>Cash flows from investing activities</b>                      |                      |                      |
| Cash paid for purchase of available-for-sale securities          | -                    | (6,432,575)          |
| Cash received from disposal of available-for-sale securities     | 1,582,615            | 105,994,233          |
| Net cash received (paid) from held-to maturity debt securities   | (84,730,707)         | 2,750,050            |
| Cash paid for purchase of other investment                       | (256,800)            | -                    |
| Cash received from disposal of other investment                  | -                    | 136,766,631          |
| Cash paid for acquisition of equipment                           | (19,796,025)         | (27,988,162)         |
| Cash received from sales of equipment                            | 196,168              | 35,327               |
| Cash paid for acquisition of intangible assets                   | (16,720,487)         | (3,893,735)          |
| Cash received from interest                                      | 35,135,078           | 42,066,725           |
| Cash received from dividend                                      | 351,151              | 691,551              |
| <b>Net cash from (used in) investing activities</b>              | <b>(84,239,007)</b>  | <b>249,990,045</b>   |
| <b>Cash flows from financing activities</b>                      |                      |                      |
| Dividends paid   | (451,598,490)        | (387,084,420)        |
| <b>Net cash used in financing activities</b>                     | <b>(451,598,490)</b> | <b>(387,084,420)</b> |
| <b>Net increase (decrease) in cash and cash equivalents</b>      | <b>107,769,879</b>   | <b>(157,669,914)</b> |
| Cash and cash equivalents at the beginning of the year           | 280,286,527          | 437,956,441          |
| <b>Cash and cash equivalents at the end of the year</b>          | <b>388,056,406</b>   | <b>280,286,527</b>   |

The accompanying notes are an integral part of the financial statements.

## **Capital Nomura Securities Public Company Limited**

### **Notes to financial statements**

**For the year ended 31 December 2018**

#### **1. General information**

Capital Nomura Securities Public Company Limited (“the Company”) is a public company incorporated and domiciled in Thailand. Its parent company is Nomura Asia Investment (Singapore) Pte. Ltd., which was incorporated in Singapore. The ultimate parent company of the Group is Nomura Holdings, Inc. The Company is principally engaged in the securities and derivatives with business of securities brokerage, derivatives brokerage, selling agent, securities dealing, securities borrowing and lending services, investment and financial advisory and securities underwriting.

The registered office of the Company is at 25 Bangkok Insurance Building, 15th - 17th Floor, South Sathorn Road, Tungmahamak, Sathorn, Bangkok. As at 31 December 2018, the Company has 16 branches including a headquarter, 15 branches in Bangkok and up country.

#### **2. Basis of the preparation of the financial statements**

The financial statements have been prepared in accordance with Thai Financial Reporting Standards enunciated under the Accounting Professions Act B.E. 2547 and the presentation of the financial statement has been made in compliance with requirement of the Notification of the Office of the Securities and Exchange Commission relating to the format of the financial statements of securities companies (version 2), No. Sor. Thor. 22/2559 dated 2 June 2016.

The financial statements in Thai language are the official statutory financial statements of the Company. The financial statements in English language have been translated from the Thai language financial statements.

The financial statements have been prepared on a historical cost basis except where otherwise disclosed in the accounting policies.

### **3. New financial reporting standards**

#### **a) Financial reporting standards that became effective in the current year**

During the year, the Company have adopted the revised financial reporting standards and interpretations (revised 2017) which are effective for fiscal years beginning on or after 1 January 2018. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes and clarifications directed towards disclosures in the notes to financial statements. The adoption of these financial reporting standards does not have any significant impact on the Company financial statements.

#### **b) Financial reporting standards that will become effective for fiscal years beginning on or after 1 January 2019**

The Federation of Accounting Professions issued a number of revised and new financial reporting standards and interpretations (revised 2018) which are effective for fiscal years beginning on or after 1 January 2019. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes directed towards clarifying accounting treatment and providing accounting guidance for users of the standards.

The management of the Company believe that most of the revised financial reporting standards will not have any significant impact on the financial statements when they are initially applied. However, the new standard involves changes to key principles, as summarised below.

#### **IFRS 15 Revenue from Contracts with Customers**

IFRS 15 supersedes the following accounting standards together with related Interpretations.

|                         |   |
|-------------------------|---|
| TAS 11 (revised 2017)   | Construction contracts                              |
| TAS 18 (revised 2017)   | Revenue   |
|                         | Revenue - Barter Transactions Involving Advertising |
| TSIC 31 (revised 2017)  | Services  |
| TFRIC 13 (revised 2017) | Customer Loyalty Programmes                         |
| TFRIC 15 (revised 2017) | Agreements for the Construction of Real Estate      |
| TFRIC 18 (revised 2017) | Transfers of Assets from Customers                  |

Entities are to apply this standard to all contracts with customers unless those contracts fall within the scope of other standards. The standard establishes a five-step model to account for revenue arising from contracts with customers, with revenue being recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model.

The management of the Company believe that this standard will not have any significant impact on the financial statements when it is initially applied.

**c) Financial reporting standards related to financial instruments that will become effective for fiscal years beginning on or after 1 January 2020**

During the current year, the Federation of Accounting Professions issued the set of TFRSs related to financial instruments consists of five accounting standards and interpretations, as follows:

Financial reporting standards:

|        |                                    |
|--------|------------------------------------|
| TFRS 7 | Financial Instruments: Disclosures |
| TFRS 9 | Financial Instruments              |

Accounting standard:

|        |                                     |
|--------|-------------------------------------|
| TAS 32 | Financial Instruments: Presentation |
|--------|-------------------------------------|

Financial Reporting Standard Interpretations:

|          |   |
|----------|---|
| TFRIC 16 | Hedges of a Net Investment in a Foreign Operation           |
| TFRIC 19 | Extinguishing Financial Liabilities with Equity Instruments |

These TFRSs related to financial instruments make stipulations relating to the classification of financial instruments and their measurement at fair value or amortised cost (taking into account the type of instrument, the characteristics of the contractual cash flows and the Company's business model), calculation of impairment using the expected credit loss method, and hedge accounting. These include stipulations regarding the presentation and disclosure of financial instruments. When the TFRSs related to financial instruments are effective, some accounting standards, interpretations and guidance which are currently effective will be cancelled.

The management of the Company is currently evaluating the impact of these standards to the financial statements in the year when they are adopted.

## **4. Significant accounting policies**

### **4.1 Revenue recognition**

a) Brokerage fees

Brokerage fees on securities and derivatives business are recognised as income on the transaction dates.

b) Fees and service income

Fees and service income are recognised as income when services have been rendered taking into account the stage of completion.

c) Gain and return on financial instruments

Gain (loss) on trading in securities and derivatives

Gain (loss) on trading in securities and derivatives are recognised as income/expenses on the transaction dates.

Interest and dividend

Interest is recognised as income on an accrual basis. Dividend from investments is recognised when the right to receive the dividends is established.

d) Interest on credit balance loans

Interest is recognised as interest accrues based on a time proportion basis, but where there is uncertainty as to the collectability of loans and interest the Company ceases accrual.

In the following cases collectability of loans and interest is held to be uncertain.

- 1) Loans which are not fully collateralised.
- 2) Installment loans with repayments scheduled less frequently than every 3 months and for which principal or interest is overdue for more than 3 months.
- 3) Other receivables of which interest payment is overdue 3 months or more.

These conditions are based on the guidelines stipulated by the Office of Securities and Exchange Commission in Notification No. Kor. Thor. 5/2544 dated 15 February 2001.

### **4.2 Expense recognition**

a) Interest on borrowings

Interest on borrowings is charged to expenses on an accrual basis.

b) Fees and service expenses

Fees and service expenses are charged to expenses on an accrual basis.

#### **4.3 Cash and cash equivalents**

Cash and cash equivalents include cash on hand, all bank deposit accounts maturing within 3 months or less from the date of acquisition, and including call notes receivable and term notes receivable issued by financial institutions with an ordinary maturing within 3 months or less and not subject to withdrawal restrictions.

#### **4.4 Recognition and amortisation of customers' deposits assets**

Assets which customers have placed with the Company for securities trading, both through cash accounts and credit balance accounts, including amounts which customers have placed as security for derivatives trading, are recorded as assets and liabilities of the Company for internal control purposes. As at the end of the reporting date, the Company excludes the amounts which are unsecured from both assets and liabilities and presents only those assets which belong to the Company.

#### **4.5 Borrowing and lending of securities**

The Company is engaged in securities borrowing and lending, whereby the Company acts as a principal or an agent of the borrowers and lenders of securities who are the Company's customers. The Company records its obligations to return borrowed securities which it has lent as "Securities borrowing payables" and securities lent to customers are recorded as "Securities borrowing receivables" in the statement of financial position based on the close price quoted on the Stock Exchange of Thailand of the last working day of the year.

The Company adjusts the balance of securities borrowing payables for which the borrowed securities have been sold short based on the latest offer price quoted on the Stock Exchange of Thailand on the last working day of the year. The change in value are recorded in profit or loss.

In addition, the Company records cash paid as collateral for securities borrowing as "Guaranteed deposit receivables" and cash received as collateral for securities lending as "Guarantee deposit payables".

Fees for borrowing and lending are recognised on an accrual basis over the term of the period.

#### 4.6 Investments

- a) Investments in securities held for trading are stated at fair value. Changes in the fair value of those securities are recorded in profit or loss.
- b) Investments in available-for-sale securities are stated at fair value. Changes in the fair value of these securities are recorded as gain (loss) on remeasuring investments in other comprehensive income in the statements of comprehensive income, and will be recorded in profit or loss when the securities are sold.
- c) Investment in held-to-maturities debt securities are recorded at amortised cost. The premium/discount on debt securities is amortised/accreted by the effective rate method with the amortised/ accreted amount presented as an adjustment to the interest income.
- d) Investments in non- marketable equity securities which are classified as other investments are valued at cost net of allowance of impairment (if any).
- e) The fair value of marketable securities is based on the latest bid price of the last working day of the year as quoted on the Stock Exchange of Thailand. The fair value of debt instruments is determined based on the required rate of return or the yield rates quoted by the Thai Bond Market Association. The fair value of unit trusts is determined from their net asset value.
- f) Losses on impairment of the investments (if any) are included in profit or loss when there is a factor indicating that such investments might be impaired.
- g) The weighted average method or the first in - first out (FIFO) method is used for computation of the cost of investments. On disposal of an investment, the difference between net disposal proceeds and the carrying amount of the investment is recognised in profit or loss.
- h) In the event the Company reclassifies investments from one type to another, such investments will be readjusted to their fair value as at the reclassification date. The difference between the carrying amount of the investments and the fair value on the date of reclassification are recorded in profit or loss or recorded as other comprehensive income in the statements of comprehensive income, depending on the type of investment that is reclassified.

#### **4.7 Receivables from/payables to Clearing House and broker-dealers**

Receivables from/payables to Clearing House and broker-dealers comprise the net balance receivables from/payables to Thailand Clearing House in respect of securities trades settled and derivative trading, and also include amounts pledged with Thailand Clearing House as security for derivatives trading and the net balance of receivables from/payables to overseas securities companies in respect of overseas securities trades settle through those companies.

#### **4.8 Securities and derivatives business receivables and allowance for doubtful accounts**

Securities and derivatives business receivables comprise the net securities and derivatives business receivables, after deducting allowance for doubtful accounts, and also including related accrued interest receivables.

In addition, securities business receivables comprise the net receivables balances of cash accounts, credit balance accounts for which the securities purchased are used as collateral, securities borrowing and lending receivables and guarantee deposit receivables ( which comprise cash placed as guarantee for securities borrowing payables or Thailand Clearing House) as well as other receivables such as overdue cash customers accounts and securities receivables which are subject to legal proceedings, are undergoing restructuring or are settling in installments.

The Company has provided an allowance for doubtful accounts based on a review of debtor's ability to make repayment, taking into consideration recovery risk, and the value of the collateral. An allowance is set aside for doubtful debts not fully covered by collateral and/or those which may not be fully recovered. Such debt classifications and provisions are made in accordance with the following guidelines.

- a) Assets classified as doubtful loss are to satisfy the following criteria.
  - (1) Loans balance which the Company has already made every effort to collect, but which remain unpaid and which the Company has already written-off in accordance with tax legislation.
  - (2) Loans balance which the Company has forgiven.

- b) Doubtful debt is defined as the uncollateralised portion of the value of a debt which meets the following criteria.
- (1) General loans and other loans for which the collateral value is less than the loan balance.
  - (2) Installment loans with repayments scheduled less frequently than every 3 months and for which principal or interest is overdue by more than 3 months.
  - (3) Installment loans with repayment scheduled no less frequently than every 3 months, unless there is clear evidence and high degree of certainty that full repayment will be received.
- c) Substandard debt is defined as the collateralised portion of loans which meet the criteria in b).

Loans classified as doubtful loss will be written-off when identified. Allowance for doubtful account will be set aside for loans classified as doubtful at not less than 100 percent of the loan balance plus any additional specific loans which may not be fully recovered. The above guideline is in accordance with Notification No. Kor. Thor. 33/2543 dated 25 August 2000 which is updated by Notification No. Kor. Thor. 5/2544 dated 15 February 2001 of the Office of the Securities and Exchange Commission.

#### **4.9 Premises and equipment/Depreciation**

Premises and equipment are stated at cost less accumulated depreciation and allowance for impairment of assets (if any).

Depreciation of premises and equipment is calculated by reference to their cost on the straight-line basis over the following estimated useful lives:

|                        |               |
|------------------------|---------------|
| Condominium units      | 20 years      |
| Leasehold improvements | 12 years      |
| Office equipment       | 3, 5, 6 years |
| Furniture and fixtures | 5, 6 years    |
| Motor vehicles         | 5 years       |

No depreciation is provided on construction in progress.

Depreciation is included in determining income.

An item of premises and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on disposal of an asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognised in profit or loss when the asset is derecognised.

#### **4.10 Intangible assets and amortisation**

Intangible assets acquired are initially recognised at cost. Following the initial recognition, the intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses (if any).

Intangible assets with finite lives are amortised on a systematic basis over the economic useful life and tested for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method of such intangible assets are reviewed at least at each financial year end. The amortisation expense is charged to profit or loss.

Intangible assets with finite useful lives is amortised for a period of 5 years.

#### **4.11 Income tax**

Income tax expense represents the sum of corporate income tax currently payable and deferred tax.

##### **Current tax**

Current tax is provided in the accounts at the amount expected to be paid to the taxation authorities, based on taxable profits determined in accordance with tax legalisation.

##### **Deferred tax**

Deferred income tax is provided on temporary differences between the tax bases of assets and liabilities and their carrying amounts at the end of each reporting period, using the tax rates enacted at the end of the reporting period.

The Company recognises deferred tax liabilities for all taxable temporary differences while it recognises deferred tax assets for all deductible temporary differences, to the extent it is probable that future taxable profit will be available against which such deductible temporary differences can be utilised.

At each reporting date, the Company reviews and reduces the carrying amount of deferred tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The Company records deferred tax directly to equity if the tax relates to items that are recorded directly to equity.

#### **4.12 Property foreclosed**

Property foreclosed is stated at the lower of cost or net realisable value with reference to the latest appraisal value less estimated selling expenses.

#### **4.13 Impairment of assets**

At the end of each reporting period, the Company performs impairment reviews in respect of the assets whenever events or changes in circumstances indicate that an asset may be impaired. An impairment loss is recognised when the recoverable amount of an asset, which is the higher of the asset's fair value less costs to sell and its value in use, is less than the carrying amount. In determining value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by a valuation model that, based on information available, reflects the amount that the Company could obtain from the disposal of the asset in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal.

An impairment loss is recognised in profit or loss.

In the assessment of asset impairment, if there is any indication that previously recognised impairment losses may no longer exist or may have decreased, the Company estimates the asset's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The increased carrying amount of the asset attributable to a reversal of an impairment loss shall not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior periods. Such reversal is recognised in profit or loss.

#### **4.14 Borrowings from financial institution**

Borrowings from financial institution is recognised initially at the fair value of the proceeds received. borrowings from financial institution is subsequently stated at amortised cost, using the effective interest method. Any difference between proceeds and the redemption value is recognised in the statements of comprehensive income over the period of the borrowings.

#### **4.15 Securities and derivatives business payables**

Securities and derivatives business payables are the obligations of the Company in respect of its securities and derivatives business with outside parties, such as the net payable balances of cash accounts, securities delivery obligations as a result of short sales or securities borrowing, and obligations to return assets held by the Company as collateral for securities lending.

#### **4.16 Debt issued**

Debt issued is recognised initially at the fair value of the proceeds received. Debt issued is subsequently stated at amortised cost, using the effective interest method. Any difference between proceeds and the redemption value is recognised in the statements of comprehensive income over the period of the borrowings.

#### **4.17 Related parties transaction**

Related parties comprise enterprises and individuals that control, or are controlled by, the Company, whether directly or indirectly, or which are under common control with the Company.

They also include individuals which directly or indirectly own a voting interest in the Company that gives them significant influence over the Company, key management personnel, directors and officers with direct or indirect authority in the planning and direction of the Company's operations.

#### **4.18 Long-term leases**

Leases of assets that all the significant risk and rewards of ownership are retained with the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to profit or loss on a straight-line basis over the period of the lease.

#### **4.19 Foreign currencies**

The financial statements are presented in Baht, which is also the Company's functional currency.

Transactions in foreign currencies are translated into Baht at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Baht at the exchange rates ruling at the end of reporting date.

Gains and losses on exchange are included in determining income.

#### **4.20 Employee benefits**

a) Short-term employee benefits

Salaries, wages, bonuses, contribution to the social security fund and annual leave are recognised as expenses when incurred.

b) Post-employment benefits (Defined contribution plans)

The Company and its employees have jointly established a provident fund. The fund is monthly contributed by employees and by the Company. The fund's assets are held in a separate trust fund and the Company contributions are recognised as expenses when incurred.

c) Post-employment benefits (Defined benefit plans)

The Company has obligations in respect of the severance payments it must make to employees upon retirement under labor law. The Company treats these severance payment obligations as a defined benefit plan.

The obligation under the defined benefit plan is determined by a professionally qualified independent actuary, based on actuarial techniques, using the Projected Unit Credit Method.

Actuarial gains and losses arising from post-employment benefits are recognised immediately in other comprehensive income.

#### **4.21 Derivatives - Forward exchange contracts**

Receivables and payables arising from forward exchange contracts are translated into Baht at the rates of exchange ruling at the end of reporting period. Gains and losses from the translation are included in profit or loss. Premiums or discounts on forward exchange contracts are amortised on a straight-line basis over the contract periods.

#### **4.22 Provisions**

Provisions are recognised when the Company has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

#### **4.23 Fair value measurement**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between buyer and seller (market participants) at the measurement date. The Company applies a quoted market price in an active market to measure their assets and liabilities that are required to be measured at fair value by relevant financial reporting standards. Except in case of no active market of an identical asset or liability or when a quoted market price is not available, the Company measures fair value using valuation technique that are appropriate in the circumstances and maximises the use of relevant observable inputs related to assets and liabilities that are required to be measured at fair value.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy into three levels based on categories of input to be used in fair value measurement as follows:

- Level 1 - Use of quoted market prices in an observable active market for such assets or liabilities
- Level 2 - Use of other observable inputs for such assets or liabilities, whether directly or indirectly
- Level 3 - Use of unobservable inputs such as estimates of future cash flows

At the end of each reporting period, the Company determines whether transfers have occurred between levels within the fair value hierarchy for assets and liabilities held at the end of the reporting period that are measured at fair value on a recurring basis.

### **5. Significant accounting judgements and estimates**

The preparation of financial statements in conformity with financial reporting standards at times requires management to make subjective judgements and estimates regarding matters that are inherently uncertain. These judgements and estimates affect reported amounts and disclosures, and actual results could differ from these estimation. The significant judgements and accounting estimates are as follows:

#### **5.1 Allowances for loan losses for securities and derivative business receivables**

Allowances for doubtful accounts for securities and derivatives business receivables are intended to adjust the values of receivables for probable credit losses. The management uses the SEC's regulations regarding the provision of allowance for doubtful accounts and judgement to establish reserves for estimated losses for each outstanding receivable when there is any doubt about the receivable's capability to repay the debt. The allowances for doubtful accounts are determined through a combination of specific reviews, probability of default and the value of the securities used as collateral.

## **5.2 Impairment of investments**

The Company reviews and set up allowance for impairment of investment when indication of impairment exists. The determination of what is indication of impairment requires judgement of management to estimate the expected loss by considering the status of each investment item.

## **5.3 Deferred tax assets**

Deferred tax assets are recognised in respect of temporary differences only to the extent that it is highly probable that taxable profit will be available against which these differences can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of estimate future taxable profits.

## **5.4 Recognition and derecognition of assets and liabilities**

In considering whether to recognise or to derecognise assets or liabilities, the management is required to make judgement on whether significant risk and rewards of those assets or liabilities have been transferred, based on their best knowledge of the current events and arrangements.

## **5.5 Fair value of financial instruments**

In determining the fair value of financial instruments that are not actively traded and for which quoted market prices are not readily available, the management exercise judgement, using a variety of valuation techniques and models. The input to these models is taken from observable markets, and includes consideration of credit risk, liquidity, correlation and longer-term volatility of financial instruments. Change in assumptions about these factors could affect the fair value and discloses of fair value hierarchy.

## **5.6 Premises and equipment/Depreciation**

In determining depreciation of premises and equipment, the management is required to make estimates of the useful lives and residual values of the premises and equipment, and to review estimate useful lives and residual values when there are any changes.

In addition, the management is required to review premises and equipment for impairment on a periodical basis and record impairment losses when it is determined that their recoverable amount is lower than the carrying amount. This requires judgements regarding forecast of future revenues and expenses relating to the assets subject to the review.

## 5.7 Post-employment benefits under defined benefit plans

The obligation under the defined benefit plan is determined based on actuarial techniques. Such determination is made based on various assumptions, including discount rate, future salary increase rate, staff turnover rate, and mortality rate.

## 6. Cash and cash equivalents

|                                       | (Unit: Baht)       |                    |
|---------------------------------------|--------------------|--------------------|
|                                       | 2018               | 2017               |
| Cash                                  | 68,000             | 71,050             |
| Current deposits and saving deposits  | 1,108,210,434      | 948,631,231        |
| Promissory notes at call              | 322,000,000        | 170,000,000        |
| Total cash and cash equivalents       | 1,430,278,434      | 1,118,702,281      |
| Less: Deposits for customers' account | (1,042,222,028)    | (838,415,754)      |
| Cash and cash equivalents             | <u>388,056,406</u> | <u>280,286,527</u> |

|  | (Unit: Baht)                    |      |
|--|---------------------------------|------|
|  | For the years ended 31 December |      |
|  | 2018                            | 2017 |

### Supplemental cash flows information

#### Non-cash transactions

Accounts payable for purchase of fixed assets  
and intangible assets

|         |   |
|---------|---|
| 550,640 | - |
|---------|---|

## 7. Receivables from Clearing House and broker-dealers

|   | (Unit: Baht)      |                    |
|---|-------------------|--------------------|
|   | 2018              | 2017               |
| Receivables from Clearing House                               |                   |                    |
| Equity and debt securities                                    | -                 | 743,722,273        |
| Derivatives   | 60,739,930        | 99,899,467         |
| Total receivables from Clearing House and broker-dealers      | 60,739,930        | 843,621,740        |
| Less: Receivables from Clearing House for customers' accounts | (31,362,527)      | (64,692,196)       |
| Receivables from Clearing House and broker-dealers            | <u>29,377,403</u> | <u>778,929,544</u> |

## 8. Securities and derivatives business receivables

|   | (Unit: Baht)  |                |
|---|---------------|----------------|
|   | 2018          | 2017           |
| <u>Securities business receivables</u>                      |               |                |
| Cash accounts   | 1,587,809,217 | 1,750,002,229  |
| Credit balances receivables                                 | 5,602,956,803 | 8,190,550,970  |
| Guaranteed deposit receivables                              | 643,489,847   | 388,315,119    |
| Receivables under securities borrowing and lending business | 487,100,192   | 335,069,442    |
| Other receivables   | 113,967,095   | 9,282,668      |
| Total securities business receivables                       | 8,435,323,154 | 10,673,220,428 |
| Add: Accrued interest receivables                           | 25,232,010    | 35,325,931     |
| Less: Allowance for doubtful accounts                       | (113,192,517) | (6,970,741)    |
| Net securities business receivables                         | 8,347,362,647 | 10,701,575,618 |
| <u>Derivatives business receivables</u>                     |               |                |
| Derivatives business receivables                            | 398,216       | 327,332        |
| Total derivatives business receivables                      | 398,216       | 327,332        |
| Net securities and derivatives business receivables         | 8,347,760,863 | 10,701,902,950 |

**8.1** As at 31 December 2018, the Company has securities business receivables of approximately Baht 113 million on which the recognition of income on an accrual basis has been suspended (31 December 2017: Baht 7 million).

**8.2** As at 31 December 2018 and 2017, the Company has classified its securities business receivables including related interest receivable as follows, in accordance with the relevant guidelines issued by the Office of the Securities and Exchange Commission governing accounting for the doubtful debts of securities companies. The classification is as follows:

|             | (Unit: Thousand Baht) |                                 |   |
|-------------|-----------------------|---------------------------------|---|
|             | 2018                  |                                 |   |
|             | Debt balance          | Allowance for doubtful accounts | Debt balance net of allowance for doubtful accounts |
| Normal      | 8,346,962             | -                               | 8,346,962   |
| Substandard | 107,021               | (106,222)                       | 799   |
| Doubtful    | 6,971                 | (6,971)                         | -   |
| Total       | 8,460,954             | (113,193)                       | 8,347,761   |

(Unit: Thousand Baht)

|             | 2017         |                                 |   |
|-------------|--------------|---------------------------------|---|
|             | Debt balance | Allowance for doubtful accounts | Debt balance net of allowance for doubtful accounts |
| Normal      | 10,699,565   | -                               | 10,699,565  |
| Substandard | 2,338        | -                               | 2,338   |
| Doubtful    | 6,971        | (6,971)                         | -   |
| Total       | 10,708,874   | (6,971)                         | 10,701,903  |

**8.3** On 23 January 2018, the Company received an order from a government agency ordering the Company to hold all collateral belonged to a certain credit balance client. On 3 May 2018, the Company received an order from the same government agency which released part of the share collateral. As of 31 December 2018, the credit balance receivable was Baht 106 million with the total collateral value of Baht 206 million approximately, which has still been frozen under the order. The Company has already filed a civil lawsuit to claim for the whole receivable amount from the client, while the client answered and counter-claimed that the Company was not entitled to file the case and asked for compensation. Nonetheless, the management, by the Company's external counsel's legal opinion, considered that the counter-claim is defensible and the possibility to get additional loss is remote. Also, the Company has petitioned the court to release such collateral in accordance with the relevant laws. For prudence reason, the Company classified such account balance as substandard and set up the allowance for doubtful account for this case at Baht 106 million. The Company believed that the provision is sufficient and appropriate.

**8.4** As at 31 December 2018, guaranteed deposit receivables of approximately Baht 643 million represent cash paid to secure the borrowing of securities for securities borrowing and lending transactions, and the fair value of the securities borrowed is approximately Baht 588 million (31 December 2017: Baht 388 million and Baht 348 million, respectively).

### **8.5 Allowance for doubtful accounts**

(Unit: Thousand Baht)

|                                 | For the years ended 31 December |       |
|---------------------------------|---------------------------------|-------|
|                                 | 2018                            | 2017  |
| Balance - beginning of the year | 6,971                           | 6,335 |
| Change during the year          | 106,222                         | 636   |
| Balance - end of the year       | 113,193                         | 6,971 |

## 9. Derivative assets/liabilities

(Unit: Baht)

|                                   | 31 December 2018 |             |                 |
|-----------------------------------|------------------|-------------|-----------------|
|                                   | Fair value       |             | Notional amount |
|                                   | Assets           | Liabilities |                 |
| <b><u>Trading derivatives</u></b> |                  |             |                 |
| Futures <sup>(1)</sup>            | -                | -           | 213,710,450     |
| Total                             | -                | -           | 213,710,450     |

<sup>(1)</sup> Futures contracts are cash settlement. Real exposure is difference between cost of futures contracts and underlying assets level on settlement date, fair value of outstanding futures contracts as at the end of period/year included in "Receivables from Clearing House and broker-dealers". As at 31 December 2018, the fair value of derivative assets and liabilities for futures contracts are Baht 11 million and Baht 4 million respectively.

(Unit: Baht)

|                                   | 31 December 2017 |             |                 |
|-----------------------------------|------------------|-------------|-----------------|
|                                   | Fair value       |             | Notional amount |
|                                   | Assets           | Liabilities |                 |
| <b><u>Trading derivatives</u></b> |                  |             |                 |
| Futures <sup>(1)</sup>            | -                | -           | 606,297,780     |
| Total                             | -                | -           | 606,297,780     |

<sup>(1)</sup> Futures contracts are cash settlement. Real exposure is difference between cost of futures contracts and underlying assets level on settlement date, fair value of outstanding futures contracts as at the end of period/year included in "Receivables from Clearing House and broker-dealers". As at 31 December 2017, the fair value of derivative assets and liabilities for futures contracts are Baht 7 million and Baht 14 million respectively.

## 10. Investments

### 10.1 Classify by type of investments

(Unit: Baht)

|  | 2018               |             | 2017               |             |
|--|--------------------|-------------|--------------------|-------------|
|  | Cost/              |             | Cost/              |             |
|  | Amortised cost     | Fair value  | Amortised cost     | Fair value  |
| <b><u>Trading securities</u></b>               |                    |             |                    |             |
| Listed equity securities                       | 107,847,890        | 101,319,000 | 594,081,460        | 609,604,340 |
| Add (less): Allowance for revaluation          | (6,528,890)        | -           | 15,522,880         | -           |
| Total listed equity securities-net             | 101,319,000        | 101,319,000 | 609,604,340        | 609,604,340 |
| Debt   | 499,975,055        | 499,979,550 | -                  | -           |
| Add: Allowance for revaluation                 | 4,495              | -           | -                  | -           |
| Total listed debt securities-net               | 499,979,550        | 499,979,550 | -                  | -           |
| Net trading securities                         | 601,298,550        |             | 609,604,340        |             |
| <b><u>Available-for-sale securities</u></b>    |                    |             |                    |             |
| Unit trusts                                    | -                  | -           | 1,531,880          | 1,566,023   |
| Total  | -                  | -           | 1,531,880          | 1,566,023   |
| Add: Allowance for revaluation                 | -                  |             | 34,143             |             |
| Net available-for-sale securities              | -                  |             | 1,566,023          |             |
| <b><u>Held-to-maturity debt securities</u></b> |                    |             |                    |             |
| Deposits subject to restriction                | 84,286,881         |             | 1,622,060          |             |
| Treasury bill                                  | 2,935,444,486      |             | 2,572,906,919      |             |
| Total  | 3,019,731,367      |             | 2,574,528,979      |             |
| Less: Investments for customer's accounts      | (2,923,647,816)    |             | (2,566,417,121)    |             |
| Net held-to-maturity debt securities           | 96,083,551         |             | 8,111,858          |             |
| <b><u>Other investments</u></b>                |                    |             |                    |             |
| Non-marketable equity securities               | 14,452,260         |             | 14,195,460         |             |
| Less: Allowance for impairment                 | (9,223,592)        |             | (9,223,592)        |             |
| Net other investments                          | 5,228,668          |             | 4,971,868          |             |
| <b>Net investments</b>                         | <b>702,610,769</b> |             | <b>624,254,089</b> |             |

## 10.2 Debt securities classified by remaining periods to maturity

As at 31 December 2018 and 2017, the Company classified investments in held-to-maturity debt securities by remaining periods to maturity as follows:

(Unit: Baht)

|  | 2018              |             |              | Total             |
|--|-------------------|-------------|--------------|-------------------|
|  | Due within        |             |              |                   |
|  | Within 1 year     | 1 - 5 years | Over 5 years |                   |
| <b>Held-to-maturity debt securities</b>                      |                   |             |              |                   |
| Deposits subject to restriction                              | 84,286,881        | -           | -            | 84,286,881        |
| Treasury bill  | 2,935,444,486     | -           | -            | 2,935,444,486     |
| Less: Investments for customer's accounts                    | (2,923,647,816)   | -           | -            | (2,923,647,816)   |
| <b>Total investments in held-to-maturity debt securities</b> | <b>96,083,551</b> | <b>-</b>    | <b>-</b>     | <b>96,083,551</b> |

(Unit: Baht)

|  | 2017             |          |              | Total            |
|--|------------------|----------|--------------|------------------|
|  | Due within       |          |              |                  |
|  | Within 1 year    | Total    | Over 5 years |                  |
| <b>Held-to-maturity debt securities</b>                      |                  |          |              |                  |
| Deposits subject to restriction                              | 1,622,060        | -        | -            | 1,622,060        |
| Treasury bill  | 2,572,906,919    | -        | -            | 2,572,906,919    |
| Less: Investments for customer's accounts                    | (2,566,417,121)  | -        | -            | (2,566,417,121)  |
| <b>Total investments in held-to-maturity debt securities</b> | <b>8,111,858</b> | <b>-</b> | <b>-</b>     | <b>8,111,858</b> |

## 10.3 Other components of equity - revaluation surplus (deficit) on investments

(Unit: Baht)

|                                 | For the years ended 31 December |             |
|---------------------------------|---------------------------------|-------------|
|                                 | 2018                            | 2017        |
| Balance - beginning of the year | 27,314                          | (1,491,817) |
| Changes during the year from    |                                 |             |
| Revaluation                     | 16,592                          | 1,919,927   |
| Disposal                        | (50,735)                        | (21,013)    |
| Deferred income tax             | 6,829                           | (379,783)   |
| Balance - end of the year       | -                               | 27,314      |

## 11. Premises and equipment

(Unit: Baht)

|  | For the year ended 31 December 2018 |                     |                           |                   |                     | Total       |
|--|-------------------------------------|---------------------|---------------------------|-------------------|---------------------|-------------|
|  | Condominium<br>units                | Office<br>equipment | Furniture<br>and fixtures | Motor<br>Vehicles | Work<br>in progress |             |
| <b>Cost</b>                                      |                                     |                     |                           |                   |                     |             |
| 1 January 2018                                   | 22,704,701                          | 304,160,567         | 164,323,178               | 23,911,946        | -                   | 515,100,392 |
| Additions  | -                                   | 2,460,712           | 907,092                   | 3,917,000         | 12,511,221          | 19,796,025  |
| Transfer in / transfer out                       | -                                   | 9,075,269           | 3,435,952                 | -                 | (12,511,221)        | -           |
| Disposals/write-off                              | -                                   | (6,950,978)         | (1,870,238)               | -                 | -                   | (8,821,216) |
| 31 December 2018                                 | 22,704,701                          | 308,745,570         | 166,795,984               | 27,828,946        | -                   | 526,075,201 |
| <b>Accumulated depreciation</b>                  |                                     |                     |                           |                   |                     |             |
| 1 January 2018                                   | 18,441,571                          | 240,047,222         | 135,333,135               | 5,888,051         | -                   | 399,709,979 |
| Depreciation for the year                        | -                                   | 33,385,282          | 9,324,868                 | 3,191,104         | -                   | 45,901,254  |
| Depreciation on disposal<br>/write-off           | -                                   | (6,943,884)         | (1,491,529)               | -                 | -                   | (8,435,413) |
| 31 December 2018                                 | 18,441,571                          | 266,488,620         | 143,166,474               | 9,079,155         | -                   | 437,175,820 |
| <b>Net book value</b>                            |                                     |                     |                           |                   |                     |             |
| 31 December 2018                                 | 4,263,130                           | 42,256,950          | 23,629,510                | 18,749,791        | -                   | 88,899,381  |
| Depreciation for the year ended 31 December 2018 |                                     |                     |                           |                   |                     | 45,901,254  |

(Unit: Baht)

|  | For the year ended 31 December 2017 |                     |                           |                   |                     | Total       |
|--|-------------------------------------|---------------------|---------------------------|-------------------|---------------------|-------------|
|  | Condominium<br>units                | Office<br>equipment | Furniture<br>and fixtures | Motor<br>Vehicles | Work<br>in progress |             |
| <b>Cost</b>                                      |                                     |                     |                           |                   |                     |             |
| 1 January 2017                                   | 22,704,701                          | 276,718,908         | 165,247,487               | 23,911,946        | -                   | 488,583,042 |
| Additions  | -                                   | 27,694,091          | 68,555                    | -                 | -                   | 27,762,646  |
| Disposals/write-off                              | -                                   | (252,432)           | (992,864)                 | -                 | -                   | (1,245,296) |
| 31 December 2017                                 | 22,704,701                          | 304,160,567         | 164,323,178               | 23,911,946        | -                   | 515,100,392 |
| <b>Accumulated depreciation</b>                  |                                     |                     |                           |                   |                     |             |
| 1 January 2017                                   | 18,441,571                          | 211,621,585         | 125,058,410               | 2,985,663         | -                   | 358,107,229 |
| Depreciation for the year                        | -                                   | 28,658,306          | 10,866,191                | 2,902,388         | -                   | 42,426,885  |
| Depreciation on disposal<br>/write-off           | -                                   | (232,669)           | (591,466)                 | -                 | -                   | (824,135)   |
| 31 December 2017                                 | 18,441,571                          | 240,047,222         | 135,333,135               | 5,888,051         | -                   | 399,709,979 |
| <b>Net book value</b>                            |                                     |                     |                           |                   |                     |             |
| 31 December 2017                                 | 4,263,130                           | 64,113,345          | 28,990,043                | 18,023,895        | -                   | 115,390,413 |
| Depreciation for the year ended 31 December 2017 |                                     |                     |                           |                   |                     | 42,426,885  |

As at 31 December 2018, the Company premises and office equipment have been fully depreciated but are still in use. The original cost, before deducting accumulated depreciation, of those assets amounted to Baht 336 million (31 December 2017: Baht 314 million).

## 12. Intangible assets

(Unit: Baht)

|   | Remaining<br>amortisation<br>period | For the year ended 31 December 2018 |                   |                    |                    | Balance<br>end of<br>the year |
|---|-------------------------------------|-------------------------------------|-------------------|--------------------|--------------------|-------------------------------|
|   |                                     | Balance                             | Increase/         | Amortised          | Disposals/         |                               |
|   |                                     | beginning of<br>the year            | transfer in       |                    | transfer out       |                               |
| Computer software   | 0 – 4.92 years                      | 23,441,165                          | 7,286,689         | -                  | -                  | 30,727,854                    |
| Software in progress                                      |                                     | 5,592,658                           | 16,257,882        | -                  | (6,273,443)        | 15,577,097                    |
| Total intangible assets                                   |                                     | 29,033,823                          | 23,544,571        | -                  | (6,273,443)        | 46,304,951                    |
| Less: Accumulated amortisation                            |                                     | (16,106,395)                        | -                 | (3,677,658)        | -                  | (19,784,053)                  |
| Net intangible assets                                     |                                     | <u>12,927,428</u>                   | <u>23,544,571</u> | <u>(3,677,658)</u> | <u>(6,273,443)</u> | <u>26,520,898</u>             |
| Amortisation expenses for the year ended 31 December 2018 |                                     |                                     |                   |                    |                    | <u>3,677,658</u>              |

(Unit: Baht)

|   | Remaining<br>amortisation<br>period | For the year ended 31 December 2017 |                  |                    |                 | Balance<br>end of<br>the year |
|---|-------------------------------------|-------------------------------------|------------------|--------------------|-----------------|-------------------------------|
|   |                                     | Balance                             | Increase/        | Amortised          | Disposals/      |                               |
|   |                                     | beginning of<br>the year            | transfer in      |                    | transfer out    |                               |
| Computer software   | 0 - 4.84 years                      | 22,582,992                          | 858,173          | -                  | -               | 23,441,165                    |
| Software in progress                                      |                                     | 2,557,097                           | 3,111,496        | -                  | (75,935)        | 5,592,658                     |
| Total intangible assets                                   |                                     | 25,140,089                          | 3,969,669        | -                  | (75,935)        | 29,033,823                    |
| Less: Accumulated amortisation                            |                                     | (12,441,979)                        | -                | (3,664,416)        | -               | (16,106,395)                  |
| Net intangible assets                                     |                                     | <u>12,698,110</u>                   | <u>3,969,669</u> | <u>(3,664,416)</u> | <u>(75,935)</u> | <u>12,927,428</u>             |
| Amortisation expenses for the year ended 31 December 2017 |                                     |                                     |                  |                    |                 | <u>3,664,416</u>              |

## 13. Deferred tax assets/liabilities and income tax

Income tax expenses for the years ended 31 December 2018 and 2017 are made up as follows:

(Unit: Baht)

|   | For the years ended 31 December |                    |
|---|---------------------------------|--------------------|
|   | 2018                            | 2017               |
| <b>Current income tax:</b>  |                                 |                    |
| Current income tax charge for the year                                      | 53,615,494                      | 119,380,665        |
| Adjustment in respect of income tax of prior year                           | 38,520                          | 21,878             |
| <b>Deferred tax:</b>  |                                 |                    |
| Relating to origination and reversal of temporary differences               | (13,421,738)                    | (4,493,028)        |
| <b>Income tax expense reported in the statement of comprehensive income</b> | <u>40,232,276</u>               | <u>114,909,515</u> |

The amounts of income tax relating to each component of other comprehensive income for the years ended 31 December 2018 and 2017 are as follows:

|   | (Unit: Baht)                    |                  |
|---|---------------------------------|------------------|
|   | For the years ended 31 December |                  |
|   | 2018                            | 2017             |
| Deferred tax relating to gain (loss) on re-measuring available-for-sale investments | 6,829                           | (379,783)        |
| Deferred tax relating to actuarial gain   | (2,308,306)                     | -                |
|   | <u>(2,301,477)</u>              | <u>(379,783)</u> |

Reconciliation between income tax expenses and the product of accounting profit and the applicable tax rates for the years ended 31 December 2018 and 2017 are as follows:

|   | (Unit: Baht)                    |                    |
|---|---------------------------------|--------------------|
|   | For the years ended 31 December |                    |
|   | 2018                            | 2017               |
| Accounting profit before tax  | <u>217,749,545</u>              | <u>590,348,853</u> |
| Applicable tax rates  | 20 percent                      | 20 percent         |
| Accounting profit before tax multiplied by applicable tax rates       | 43,549,909                      | 118,069,770        |
| Adjustment in respect of income tax of prior year                     | 38,520                          | 21,878             |
| Effects of:   |                                 |                    |
| Non-deductible expense  | 448,645                         | 859,271            |
| Non-taxable income  | (210,724)                       | (431,668)          |
| Additional expense deductions allowed                                 | (3,594,074)                     | (3,609,736)        |
| Total   | <u>(3,356,153)</u>              | <u>(3,182,133)</u> |
| Income tax expenses reported in the statement of comprehensive income | <u>40,232,276</u>               | <u>114,909,515</u> |

The components of deferred tax assets and deferred tax liabilities as at 31 December 2018 and 2017 are as follows:

|   | (Unit: Baht)             |                          |
|---|--------------------------|--------------------------|
|   | 2018                     | 2017                     |
| <b>Deferred tax assets</b>                                      |                          |                          |
| Allowance for impairment of investments                         | 1,844,719                | 1,844,719                |
| Allowance for impairment of property foreclosed                 | 5,570,240                | 5,570,240                |
| Allowance for doubtful accounts/allowance for other receivables | 22,653,383               | 1,409,028                |
| Provisions for long-term employee benefits                      | 19,482,457               | 20,008,656               |
| Accrued employee expenses                                       | 23,650,751               | 34,381,365               |
| Others  | 12,555,956               | 11,095,267               |
| Total deferred tax assets                                       | <u>85,757,506</u>        | <u>74,309,275</u>        |
| <b>Deferred tax liabilities</b>                                 |                          |                          |
| Others  | (1,875,807)              | (1,547,837)              |
| Total deferred tax liabilities                                  | <u>(1,875,807)</u>       | <u>(1,547,837)</u>       |
| Net deferred tax assets   | <u><u>83,881,699</u></u> | <u><u>72,761,438</u></u> |

#### 14. Other assets

|   | (Unit: Baht)              |                           |
|---|---------------------------|---------------------------|
|   | 2018                      | 2017                      |
| Loans to employees  | 56,443,744                | 66,492,734                |
| Contribution for Securities Clearing Fund                                   | 81,528,478                | 70,707,767                |
| Prepaid expenses  | 48,393,536                | 41,097,827                |
| Deposits  | 18,547,936                | 17,802,281                |
| Property foreclosed<br>(net of allowance for impairment of Baht 28 million) | 15,000,000                | 15,000,000                |
| Accrued interest receivables  | 8,463,720                 | 1,339,892                 |
| Deposit for derivative business   | 5,000,000                 | 5,000,000                 |
| Fees and service income receivables   | 46,055,929                | 50,460,936                |
| Others  | 5,673,068                 | 11,806,987                |
| Total other assets  | <u><u>285,106,411</u></u> | <u><u>279,708,424</u></u> |

## 15. Borrowings from financial institutions

As at 31 December 2018 and 2017, borrowings from financial institutions comprising only domestic borrowings and are classified as follows:

(Unit: Thousand Baht)

|   | 2018                                    |                              |                     |                |                  |
|---|---|------------------------------|---------------------|----------------|------------------|
|   | Interest rate<br>per annum<br>(percent) | Remaining period to maturity |                     |                | Total            |
|   |   | At call                      | Less than<br>1 year | 1 - 5 years    |                  |
| Promissory notes                                    | 1.950 - 2.300                           | 200,000                      | 750,000             | -              | 950,000          |
| Borrowings  |   |                              |                     |                |                  |
| Borrowings (THB)                                    | 1.844                                   | -                            | 200,000             | 100,000        | 300,000          |
| <b>Total borrowings from financial institutions</b> |   | <u>200,000</u>               | <u>950,000</u>      | <u>100,000</u> | <u>1,250,000</u> |

(Unit: Thousand Baht)

|   | 2017                                    |                              |                     |                |                  |
|---|---|------------------------------|---------------------|----------------|------------------|
|   | Interest rate<br>per annum<br>(percent) | Remaining period to maturity |                     |                | Total            |
|   |   | At call                      | Less than<br>1 year | 1 - 5 years    |                  |
| Promissory notes                                    | 1.675 - 1.990                           | 550,000                      | 2,150,000           | -              | 2,700,000        |
| Borrowings  |   |                              |                     |                |                  |
| Borrowings (THB)                                    | 1.644 - 3.080                           | -                            | 800,000             | 300,000        | 1,100,000        |
| <b>Total borrowings from financial institutions</b> |   | <u>550,000</u>               | <u>2,950,000</u>    | <u>300,000</u> | <u>3,800,000</u> |

Movement of the borrowings from financial institutions are borrowings from bank during the year ended 31 December 2018 and 2017 are summarised below:

(Unit: Thousand Baht)

|                                 | 2018           | 2017             |
|---------------------------------|----------------|------------------|
| Balance - beginning of the year | 1,100,000      | 1,300,000        |
| Add: Additional borrowings      | -              | 500,000          |
| Less: Repayment                 | (800,000)      | (700,000)        |
| Balance - end of the year       | <u>300,000</u> | <u>1,100,000</u> |

As at 31 December 2018, the above borrowings of Baht 300 million (31 December 2017: Baht 1,100 million) are borrowings from domestic bank and the Bangkok branch of the overseas banks, with maturities of 2-3 years counting from contract date. The interest is carried at fixed rates per annum, payable as specified in the loan agreements. The loan agreements contain conditions whereby the Company is obliged to pay unwinding fees arising as a result of the Company terminating the agreements or prepaying the borrowings before the maturity date, which is calculated based on the conditions as specified in the loan agreements.

## 16. Payables to Clearing House and broker-dealers

|  | (Unit: Baht)       |                    |
|--|--------------------|--------------------|
|  | 2018               | 2017               |
| Payables to Clearing House                                 |                    |                    |
| Equity and debt securities                                 | 477,419,298        | 641,073,800        |
| Derivatives  | 777,178            | 1,830,928          |
| Payables from foreign companies                            | -                  | 78,906             |
| <b>Total payables to Clearing House and broker-dealers</b> | <b>478,196,476</b> | <b>642,983,634</b> |

## 17. Securities and derivatives business payables

|   | (Unit: Baht)         |                      |
|---|----------------------|----------------------|
|   | 2018                 | 2017                 |
| <u>Securities business payables</u>                     |                      |                      |
| Cash accounts   | 1,058,364,344        | 1,673,626,103        |
| Guarantee deposit payables                              | 506,421,459          | 350,302,854          |
| Payable under securities borrowing and lending business | 588,335,692          | 347,719,442          |
| <b>Total securities business payables</b>               | <b>2,153,121,495</b> | <b>2,371,648,399</b> |
| Accrued interest payables                               | 3,149,500            | 2,688,082            |
| <b>Total securities business payables</b>               | <b>2,156,270,995</b> | <b>2,374,336,481</b> |
| <u>Derivatives business payables</u>                    |                      |                      |
| Derivatives business payables                           | 1,022,774            | 2,356,419            |
| <b>Total derivatives business payables</b>              | <b>1,022,774</b>     | <b>2,356,419</b>     |
| <b>Net securities and derivatives business payables</b> | <b>2,157,293,769</b> | <b>2,376,692,900</b> |

## 18. Debt issued and other borrowings

| (Unit: Baht)  |                        |                              |             |                   |                    |
|---|------------------------|------------------------------|-------------|-------------------|--------------------|
| 31 December 2018                                      |                        |                              |             |                   |                    |
|   | Interest rate/discount | Remaining period to maturity |             |                   | Total              |
|   |                        | Less than 1 year             | 1 - 5 years | More than 5 years |                    |
|   | Per annum (percent)    |                              |             |                   |                    |
| <b>Debt issued</b>                                    |                        |                              |             |                   |                    |
| Bills of exchange                                     |                        |                              |             |                   |                    |
| (Zero - coupon note with Baht 300 million face value) | 1.64                   | 299,532,046                  | -           | -                 | 299,532,046        |
| <b>Total</b>  |                        | <b>299,532,046</b>           | <b>-</b>    | <b>-</b>          | <b>299,532,046</b> |

## 19. Provisions for long-term employee benefits

Provision for long-term employee benefits, which are compensations on employees' retirement, are as follows:

|  | (Unit: Baht)                    |                    |
|--|---------------------------------|--------------------|
|  | For the years ended 31 December |                    |
|  | 2018                            | 2017               |
| <b>Provisions for long-term employee benefits at beginning of year</b> | 100,043,281                     | 92,068,141         |
| Included in profit or loss:  |                                 |                    |
| Current service cost   | 6,693,140                       | 6,548,127          |
| Interest cost  | 2,217,396                       | 2,021,748          |
| Included in other comprehensive income:                                |                                 |                    |
| Actuarial (gain) loss arising from                                     |                                 |                    |
| Demographic assumptions changes  | 1,844,839                       | -                  |
| Financial assumptions changes  | (6,354,479)                     | -                  |
| Experience adjustments   | (7,031,890)                     | -                  |
| Benefits paid during the year  | -                               | (594,735)          |
| <b>Provisions for long-term employee benefits at end of year</b>       | <b>97,412,287</b>               | <b>100,043,281</b> |

Long-term employee benefit expenses included in the profit or loss are as follows:

|   | (Unit: Baht)         |                  |
|---|----------------------|------------------|
|   | 2018                 | 2017             |
|   | Current service cost | 6,693,140        |
| Interest cost                                     | 2,217,396            | 2,021,748        |
| <b>Total expense recognised in profit or loss</b> | <b>8,910,536</b>     | <b>8,569,875</b> |

The Company has obligation relating to long-term employee benefits expected to be paid to its employees in the next one year amount of Baht 5.8 million.

As at 31 December 2018, the weighted average duration of the liabilities for long-term employee benefit was 12.63 years.

Significant actuarial assumptions are summarised below:

|                       | 2018  | 2017  |
|-----------------------|---|---|
| Average discount rate | 2.4 percent per annum   | 2.12 percent per annum  |
| Salary increase rate  | 5 - 6 percent per annum                                       | 5 - 7 percent per annum                                       |
| Average turnover rate | 3 - 32 percent per annum based on employee's year of services | 3 - 25 percent per annum based on employee's year of services |

The result of sensitivity analysis for significant assumptions that affect the present value of the long-term employee benefit obligation as at 31 December 2018 and 2017 are summarised below:

(Unit: Million Baht)

|                      | 2018          |               | 2017          |               |
|----------------------|---------------|---------------|---------------|---------------|
|                      | Increase 0.5% | Decrease 0.5% | Increase 0.5% | Decrease 0.5% |
| Discount rate        | (4.1)         | 4.4           | (4.7)         | 5.0           |
| Salary increase rate | 4.0           | (3.7)         | 5.1           | (4.8)         |

(Unit: Million Baht)

|                       | 2018         |              | 2017         |              |
|-----------------------|--------------|--------------|--------------|--------------|
|                       | Increase 10% | Decrease 10% | Increase 10% | Decrease 10% |
| Average turnover rate | (2.9)        | 3.1          | (3.8)        | 4.1          |

On 13 December 2018, The National Legislative Assembly passed a resolution approving the draft of a new Labour Protection Act, which is in the process being published in the Royal Gazette. The new Labour Protection Act stipulates additional legal severance pay rates for employees who have worked for an uninterrupted period of twenty years or more. Such employees are entitled to receive compensation at a rate of not less than that of the last 400 days. This change is considered a post-employment benefits plan amendment and the Company has additional liabilities for long-term employee benefits of Baht 33.1million. The Company will reflect the effect of the change by recognising past services costs as expenses in the income statement of the period in which the law is effective.

## 20. Other liabilities

(Unit: Baht)

|                           | 2018        | 2017        |
|---------------------------|-------------|-------------|
| Accrued employee expenses | 132,339,173 | 186,202,993 |
| Accrued interest expenses | 4,641,153   | 12,367,363  |
| Accrued expenses          | 35,923,458  | 72,918,175  |
| Others                    | 148,744,234 | 46,596,589  |
| Total other liabilities   | 321,648,018 | 318,085,120 |

## 21. Statutory reserve

Pursuant to Section 116 of the Public Limited Companies Act B. E. 2535, the Company is required to set aside to a statutory reserve at least 5 percent of its net profit after deducting accumulated deficit brought forward (if any), until the reserve reaches 10 percent of the registered capital. The statutory reserve is not available for dividend distribution.

As at 31 December 2018, the Company allotted profit of Baht 8.9 million to the statutory reserve (31 December 2017: Baht 23.8 million).

## 22. Capital Management

The primary objectives of the Company's capital management are to maintain the Company's ability to continue as a going concern and to maintain net liquid capital in accordance with the rules laid down by the Office of the Securities and Exchange Commission.

## 23. Brokerage fee income

|   | (Unit: Baht)                    |                    |
|---|---------------------------------|--------------------|
|   | For the years ended 31 December |                    |
|   | 2018                            | 2017               |
| Brokerage fee from securities business  | 657,953,730                     | 776,672,562        |
| Brokerage fee from derivatives business | 72,872,020                      | 46,104,801         |
| Total brokerage fees income             | <u>730,825,750</u>              | <u>812,777,363</u> |

## 24. Fees and service income

|                                  | (Unit: Baht)                    |                    |
|----------------------------------|---------------------------------|--------------------|
|                                  | For the years ended 31 December |                    |
|                                  | 2018                            | 2017               |
| Underwriting fee                 | 36,377,355                      | 29,776,916         |
| Financial advisory               | 3,800,000                       | 16,030,203         |
| Selling agent                    | 214,601,377                     | 301,090,190        |
| Securities borrowing and lending | 31,583,511                      | 24,072,367         |
| Business support                 | 98,385,876                      | 54,390,803         |
| Others                           | 1,214,572                       | 3,239,799          |
| Total fees and service income    | <u>385,962,691</u>              | <u>428,600,278</u> |

## 25. Gain and return on financial instruments

(Unit: Baht)

|  | For the years ended 31 December |              |
|--|---------------------------------|--------------|
|  | 2018                            | 2017         |
| Gain (loss) on securities                      | (10,852,018)                    | 192,748,953  |
| Gain (loss) on derivatives                     | 33,615,558                      | (10,035,188) |
| Interest and dividend                          | 65,352,871                      | 57,556,281   |
| Total gain and return on financial instruments | 88,116,411                      | 240,270,046  |

## 26. Provident fund

The Company and its employees have jointly established a provident fund in accordance with the Provident Fund Act B. E 2530. The employees contribute to the fund monthly at the rate of 5 - 15 percent of basic salary and the Company contribute to the fund monthly at the rate of 5 - 10 percent of basic salary. The Fund is managed by TISCO Asset Management Limited and will be paid to the employees upon termination in accordance with the fund rules.

During the year 2018, the Company contributed Baht 27.1 million to the fund (2017: Baht 26.8 million).

In addition to the contributory registered provident fund, the Company has established a provision for an additional plan for employees who work with the Company for over 5 years and over 10 years. The plan is unfunded and is provided only for employees who joined the Company prior to 15 July 1986. Liabilities under this plan have been presented as part of "Other liabilities".

## 27. Earnings per share

Basic earnings per share is calculated by dividing profit for the year (excluding other comprehensive income) by the weighted average number of ordinary shares outstanding during the year.

## 28. Dividends

During the years, the Company declared the following dividends for payment to shareholders:

|  | Approved by   | Total dividend<br>declaration<br>(Million Baht) | Dividend declaration<br>per share<br>(Baht)                              |
|--|---|---|--|
| Dividends from the operating results for the year ended 31 December 2017 | The annual ordinary meeting of the Company's shareholders No. 1/2561 on 27 April 2018 | 452   | 0.21<br>(from 2,150,469,000 ordinary shares at par value of Baht 1 each) |
| Dividends from the operating results for the year ended 31 December 2016 | The annual ordinary meeting of the Company's shareholders No. 1/2560 on 26 April 2017 | 387   | 0.18<br>(from 2,150,469,000 ordinary shares at par value of Baht 1 each) |

## 29. Related party transactions

During the years, the Company had significant business transactions with the following related parties.

| Related parties                          | Relationship                     |
|--|----------------------------------|
| Nomura Holdings., Inc.                   | Ultimate parent company          |
| Nomura Singapore Limited                 | Having common major shareholders |
| Nomura Securities Co., Ltd.              | Having common major shareholders |
| Nomura International (Hong Kong) Limited | Having common major shareholders |
| Nomura International Plc.                | Having common major shareholders |
| Instinet Pacific Limited                 | Having common major shareholders |
| United Information Highway Co., Ltd.     | Having common director           |

Such transactions with its related companies were concluded on the commercial terms and based agree upon by the Company and those companies in the ordinary course of business. The significant transactions are summarised below.

(Unit: Baht)

|  | For the years ended 31 December |            | Pricing policies  |
|--|---------------------------------|------------|---|
|  | 2018                            | 2017       | (for the year 2018)   |
| <b><u>Transactions occurred during the years</u></b>       |                                 |            |   |
| Brokerage fees income                                      |                                 |            |   |
| - Nomura Singapore Limited                                 | -                               | 5,075      | At normal rate charged to other clients   |
| - Nomura International Plc.                                | 111,955                         | 38,179     | At normal rate charged to other clients   |
| - Instinet Pacific Limited                                 | 55,659,087                      | 61,986,522 | At normal rate charged to other clients   |
| - Director   | 114,634                         | 2,563      | At normal rate charged to other clients   |
| Fees income from business support services                 |                                 |            |   |
| - Nomura Singapore Limited                                 | 14,582,818                      | 16,004,438 | At actual costs plus a margin of 10 percent   |
| Fees income from international investment banking services |                                 |            |   |
| - Nomura Singapore Limited                                 | 32,006,950                      | 18,681,564 | At actual costs plus a margin of 10 percent   |
| Fees income from introducing broker                        |                                 |            |   |
| - Nomura Singapore Limited                                 | 611,960                         | 2,667,063  | Based on actual executed transactions of our referred customers and at the rate as indicate in the agreement referred to similar business |
| Fee income from securities borrowing and lending           |                                 |            |   |
| - Nomura International Plc.                                | 72,495                          | 18,214     | At normal rate charged to other clients   |
| - Instinet Pacific Limited                                 | 400,364                         | 174,888    | At normal rate charged to other clients   |
| Fees income from other services                            |                                 |            |   |
| - Nomura Securities Co., Ltd.                              | 13,256,164                      | 6,092,400  | At the contract rate determined by extent and amount of work assigned   |
| - Nomura International (Hong Kong) Limited                 | 12,314,358                      | 8,262,271  | At the contract rate determined by extent and amount of work assigned   |
| - Nomura Singapore Limited                                 | 3,840,065                       | -          | At the contract rate determined by extent and amount of work assigned   |
| Fees income from securities trading and research           |                                 |            |   |
| - Nomura Singapore Limited                                 | 22,385,521                      | 5,350,130  | At actual costs plus a margin of 10 percent net with the brokerage commission received  |

|  | For the years ended 31 December |           | (Unit: Baht)  |
|--|---------------------------------|-----------|---|
|  | 2018                            | 2017      | Pricing policies  |
|  |                                 |           | (for the year 2018)   |
| <b><u>Transactions occurred during the years</u></b>       |                                 |           |   |
| <b>(continued)</b>   |                                 |           |   |
| Fee income from late delivery                              |                                 |           |   |
| - Instinet Pacific Limited                                 | 731,812                         | 1,241,688 | At normal rate charged to other clients   |
| Other income   |                                 |           |   |
| - Nomura International (Hong Kong) Limited                 | -                               | 244,389   | Base on the scope and volume of work assigned   |
| Fee expenses from Hi-speed circuit service                 |                                 |           |   |
| - United Information Highway Co., Ltd.                     | 2,199,360                       | 2,184,579 | At the same rate charged to other clients without dependent interest  |
| Brokerage fees expense from foreign securities trading     |                                 |           |   |
| - Nomura Singapore Limited                                 | 24,866                          | 33,641    | Calculated base on trade volume and at the referential rate charged by others without dependent interest  |
| Referral Fees  |                                 |           |   |
| - Nomura International (Hong Kong) Limited                 | -                               | 218,250   | Calculated base on the proportionate rate of underwriting fees received from clients which was the same rate paid to others non related parties |
| - Nomura Securities Co., Ltd.                              | -                               | 436,500   | Calculated base on the proportionate rate of underwriting fees received from clients which was the same rate paid to others non related parties |
| Service fees from trading fixed income in foreign currency |                                 |           |   |
| - Nomura Singapore Limited                                 | -                               | 134,275   | Calculated base on the proportionate rate of income received from trading fixed income in foreign currency                                      |
| - Nomura International (Hong Kong) Limited                 | -                               | 268,549   | Calculated base on the proportionate rate of income received from trading fixed income in foreign currency                                      |
| Interest income from loans to employees                    |                                 |           |   |
| - Director   | 479                             | 4,373     | At the same rate charged to other Company's staffs  |

As at 31 December 2018 and 2017, the outstanding balances of the related party transactions are as follows:

|   | (Unit: Baht) |             |
|---|--------------|-------------|
|   | 2018         | 2017        |
| Securities business receivables                             |              |             |
| - Instinet Pacific Limited                                  | 296,850,749  | 192,013,129 |
| Other assets - accrued income receivables                   |              |             |
| - Nomura Singapore Limited                                  | 36,543,629   | 18,263,310  |
| Other assets - loan to employees                            |              |             |
| - Director  | -            | 129,134     |
| Other assets - Securities borrowing and Lending receivables |              |             |
| - Nomura International Plc.                                 | 2,350        | -           |
| - Instinet Pacific Limited                                  | 3,000        | 11,048      |
| Other assets - others                                       |              |             |
| - Nomura Singapore Limited                                  | -            | 108,782     |
| - Nomura Securities Co., Ltd.                               | 564,781      | 579,750     |
| - Nomura Holdings Inc.                                      | -            | 48,344      |
| Securities business payables                                |              |             |
| - Instinet Pacific Limited                                  | 361,167,552  | 196,984,091 |
| Other payables - others                                     |              |             |
| - Instinet Pacific Limited                                  | -            | 15,030,871  |

### Management's remuneration

During the years ended 31 December 2018 and 2017, the Company had employee benefit expenses payable to their directors and management as below.

|                              | (Unit: Baht)                    |                   |
|------------------------------|---------------------------------|-------------------|
|                              | For the years ended 31 December |                   |
|                              | 2018                            | 2017              |
| Short-term employee benefits | 98,885,666                      | 95,151,143        |
| Post-employment benefits     | 5,472,120                       | 4,800,131         |
|                              | <u>104,357,786</u>              | <u>99,951,274</u> |

### 30. Operating information by segment

Operating segment information is reported in a manner consistent with the internal reports that are regularly reviewed by the chief operating decision maker in order to make decisions about the allocation of resources to the segment and assess its performance.

For management purposes, the Company is organised into business units based on its products and services and have four reportable segments as follows:

- Securities business segment, which provide service according to brokering, derivative brokering and securities borrowing and lending.
- Investment banking segment, which provide service according to underwriting, investment advisory and financial advisory.
- Fixed Income segment, which provide service according to trading debt securities.
- Other segments, which provide support services and operating management.

The chief operating decision maker monitors the operating results of the business units separately for the purpose of making decisions about resource allocation and assessing performance. Segment performance is measured based on operating profit or loss and total assets on a basis consistent with that used to measure operating profit or loss and total assets in the financial statements.

The following tables present revenue and profit and total assets information regarding the Company's operating segments as at 31 December 2018 and 2017, and for the years ended 31 December 2018 and 2017 of the Company by segment.

(Unit: Million Baht)

|  | For the years ended 31 December |       |                             |      |                      |      |                |      |       |       |
|--|---------------------------------|-------|-----------------------------|------|----------------------|------|----------------|------|-------|-------|
|  | Securities business segment     |       | Investments banking segment |      | Fixed income segment |      | Other segments |      | Total |       |
|  | 2018                            | 2017  | 2018                        | 2017 | 2018                 | 2017 | 2018           | 2017 | 2018  | 2017  |
| Total revenue                            | 995                             | 1,126 | 90                          | 74   | 24                   | 50   | 21             | 26   | 1,130 | 1,276 |
| Segment operating income                 | 221                             | 331   | 25                          | 31   | 10                   | 18   | 10             | 14   | 266   | 394   |
| Unallocated income (expenses)            |                                 |       |                             |      |                      |      |                |      |       |       |
| Interest on margin loans                 |                                 |       |                             |      |                      |      |                |      | 367   | 364   |
| Gain and return on financial instruments |                                 |       |                             |      |                      |      |                |      | 75    | 207   |
| Other income                             |                                 |       |                             |      |                      |      |                |      | 13    | 7     |
| Financial costs                          |                                 |       |                             |      |                      |      |                |      | (89)  | (82)  |
| Personnel expenses and other expenses    |                                 |       |                             |      |                      |      |                |      | (308) | (300) |
| Bad Debt and doubtful accounts           |                                 |       |                             |      |                      |      |                |      | (106) | -     |
| Income tax                               |                                 |       |                             |      |                      |      |                |      | (40)  | (115) |
| Profit for the year                      |                                 |       |                             |      |                      |      |                |      | 178   | 475   |

(Unit: Million Baht)

|                              | As at 31 December           |      |                             |      |                      |      |                |      |       |        |
|------------------------------|-----------------------------|------|-----------------------------|------|----------------------|------|----------------|------|-------|--------|
|                              | Securities business segment |      | Investments banking segment |      | Fixed income segment |      | Other segments |      | Total |        |
|                              | 2018                        | 2017 | 2018                        | 2017 | 2018                 | 2017 | 2018           | 2017 | 2018  | 2017   |
| Premises and equipment - net |                             |      |                             |      |                      |      |                |      | 89    | 115    |
| Unallocated assets           |                             |      |                             |      |                      |      |                |      | 9,863 | 12,751 |
| Total assets                 |                             |      |                             |      |                      |      |                |      | 9,952 | 12,866 |

## Geographic information

The Company is operated in Thailand only. As a result, all of the revenues and assets as reflected in these financial statements pertain to the aforementioned geographical reportable.

## Major customers

For the years ended 31 December 2018 and 2017, the Company has no major customer with revenue of 10 percent or more of an entity's revenues.

### 31. Commitments and contingent liabilities

As at 31 December 2018 and 2017, the Company has the following outstanding commitments and contingent liabilities.

**31.1** The Company has the following outstanding commitments under the lease agreements for its office building and motor vehicles, under which the Company is to pay rental and service fees in the future, counting from the year end date, as follows.

|               | (Unit: Million Baht) |      |
|---------------|----------------------|------|
|               | 2018                 | 2017 |
| Within 1 year | 57                   | 35   |
| In 1-2 years  | 46                   | 17   |
| Over 2 years  | 16                   | 11   |

**31.2** The Company has commitments to pay the fees related to its securities business to the Stock Exchange of Thailand, Thailand Clearing House Company Limited and Thailand Securities Depository Company Limited. These comprise a monthly fixed amount, a percentage of trading volume each month and/or a percentage of net settlements each month.

**31.3** The Company has commitment to pay the fees related to its derivatives business to Thailand Futures Exchange Public Company Limited and Thailand Clearing House Company Limited. These comprise a monthly fixed amount and/or at the fixed payment for each purchase or sale of a futures contract transacted.

**31.4** The Company has commitments to pay a fee to the Office of the Securities and Exchange Commission in relation to securities business licenses at the rate of 0.001 percent of its trading volume in the Stock Exchange of Thailand. For commission received from securities trading, underwriting and others which the Company has licenses, the fee is charged at the rate of 1 percent of income from the aforesaid activities. For securities trading of funds, the fee is charged at the rate of 0.001 percent of sale volume of funds. The minimum total fee is Baht 25,000 per annum and the maximum total fee is Baht 10,000,000 per annum.

**31.5** The Company has commitments to pay a fee to the Office of the Securities and Exchange Commission in relation to derivatives business licenses at the rate of Baht 0.10 per contract and Baht 0.01 per contract for single stock futures with underlying price not over Baht 100. The minimum total fee is Baht 25,000 per annum and the maximum total fee is Baht 1,000,000 per annum.

**31.6** As at 31 December 2018, there have been criminal and civil lawsuits brought by an individual against the Company.

In the criminal case, on 16 March 2018, the Court of First Instance sentenced the Company to pay a fine of Baht 120,000 for the fraud offence. The Company disagrees with the findings and the judgment, and has already filed an appeal with the appeal court on 13 September 2018. The Court of First Instance dismissed the charges in respect of the Securities and Exchange Act B.E. 2535 (1992) violation. The Plaintiff appealed for the charges. On 5 November 2018, the Company filed the answer/response to the Plaintiff's appeal. The case is not final.

In the civil case, on 30 October 2018, the same Plaintiff filed a civil complaint against the Company and the other 3 Defendants for tort and damages claim. The Company submitted the answer to the Plaintiff's civil complaint on 18 February 2019 and also on the same date submitted the petition to request the court to temporarily suspend the civil case until the criminal case is final according to the law, as this civil case has the same ground as that in the above criminal case. The Civil Court accepted the Company's answer and ordered to temporarily suspend the civil case until the criminal case is final. The possibility to get additional loss is remote.

## **32. Financial instruments**

Financial instrument is any contract that gives rise to both a financial asset of one entity and a financial liability or equity instrument of another entity.

### **32.1 Risk management policy**

The Company's financial instruments principally comprise cash and cash equivalents, receivables/payables from clearing house and broker-dealers, securities and derivatives business receivables/payables, investments, loans to employees, borrowings from financial institutions and debt issued and other borrowings. The financial risks associated with these financial instruments and how they are managed is described below.

## 32.2 Credit risk

The Company is exposed to credit risk primarily with respect to securities and derivatives business receivables. The Company manages the risk by adopting appropriate credit control policies and procedures and therefore does not expect to incur material financial losses. In addition, the Company does not have high concentration of credit risk since it has a large customer base. The maximum exposure to credit risk is limited to the carrying amounts of receivable from Clearing House, securities and derivatives business receivables and loans to employees as stated in the statements of financial position.

## 32.3 Interest rate risk

Interest rate risk refers to the risk that the value of financial asset and financial liabilities may change from the market interest rate. However, since most of the Company's financial assets and liabilities will mature in 1 year or has floating interest rate, the Company's interest rate risk is expected to be low.

As at 31 December 2018 and 2017 classified by type of interest rates are summarised in the table below.

(Unit: Million Baht)

|   | 2018  |   |             |                  |        |                        |                     |
|---|---|---|-------------|------------------|--------|------------------------|---------------------|
|   | Outstanding balances of financial instruments |   |             |                  |        |                        |                     |
|   | Floating interest rate                        | Fixed interest rate which the remaining period before maturity date or end of contract date |             | Without interest | Total  | Interest rate          |                     |
|   |   | Within 1 year   | 1 - 5 years |                  |        | Floating interest rate | Fixed interest rate |
|   |   |   |             |                  | % p.a. | % p.a.                 |                     |
| <b>Financial assets</b>                           |   |   |             |                  |        |                        |                     |
| Cash and cash equivalents                         | 384   | -   | -           | 4                | 388    | 0.05 - 1.25            | -                   |
| Receivable from Clearing House and broker-dealers | -   | -   | -           | 29               | 29     | -                      | -                   |
| Securities and derivatives business receivables   | 5,709   | 487   | 1           | 2,239            | 8,436  | 5.06 - 6.06            | 3.50 - 5.06         |
| Investments                                       | -   | 596   | -           | 107              | 703    | -                      | 1.05 - 2.30         |
| Loans to employees                                | 56  | -   | -           | -                | 56     | 1.50                   | -                   |
| <b>Financial liabilities</b>                      |   |   |             |                  |        |                        |                     |
| Borrowings from financial institutions            | -   | 1,150   | 100         | -                | 1,250  | -                      | 1.84 - 2.30         |
| Payables to Clearing House and broker-dealers     | -   | -   | -           | 478              | 478    | -                      | -                   |
| Securities and derivatives business payables      | -   | 588   | -           | 1,566            | 2,154  | -                      | 2.50                |
| Debt issued and other borrowings                  | -   | 300   | -           | -                | 300    | -                      | 1.60                |

(Unit: Million Baht)

2017

| Outstanding balances of financial instruments        |                           |  |             |                     |        |               |               |
|--|---------------------------|--|-------------|---------------------|--------|---------------|---------------|
|  | Floating<br>interest rate | Fixed interest rate which the<br>remaining period before |             |                     | Total  | Interest rate |               |
|  |                           | maturity date or end of<br>contract date                 |             | Without<br>interest |        | Floating      | Fixed         |
|  |                           | Within 1 year  | 1 - 5 years |                     |        | interest rate | interest rate |
|  |                           |  |             |                     |        | % p.a.        | % p.a.        |
| <b>Financial assets</b>                              |                           |  |             |                     |        |               |               |
| Cash and cash equivalents                            | 280                       | -  | -           | -                   | 280    | 0.05 - 1.00   | -             |
| Receivable from Clearing<br>House and broker-dealers | -                         | -  | -           | 779                 | 779    | -             | -             |
| Securities and derivatives<br>business receivables   | 8,191                     | 335  | -           | 2,148               | 10,674 | 5.06 - 6.06   | 3.50          |
| Investments  | -                         | 8  | -           | 616                 | 624    | -             | 1.14 - 1.45   |
| Loans to employees                                   | 66                        | -  | -           | -                   | 66     | 1.50          | -             |
| <b>Financial liabilities</b>                         |                           |  |             |                     |        |               |               |
| Borrowings from financial<br>institutions            | -                         | 3,500  | 300         | -                   | 3,800  | -             | 1.64 - 3.08   |
| Payables to Clearing House<br>and broker-dealers     | -                         | -  | -           | 643                 | 643    | -             | -             |
| Securities and derivatives<br>business payables      | -                         | 348  | -           | 2,024               | 2,372  | -             | 2.50          |

### 32.4 Liquidity risk

Liquidity risk is the risk that the Company will be unable to liquidate financial assets and/or procure sufficient funds to discharge obligations in a timely manner, resulting in a financial loss.

Counting from the reporting date, as at 31 December 2018 and 2017, the periods to the maturity dates of financial instruments are as follows.

(Unit: Million Baht)

|  | 2018  |                  |                |                 |             |       |
|--|---|------------------|----------------|-----------------|-------------|-------|
|  | Outstanding balances of financial instruments |                  |                |                 |             |       |
|  | At call                                       | Within<br>1 year | 1 - 5<br>years | Over<br>5 years | Unspecified | Total |
| <b>Financial assets</b>                              |   |                  |                |                 |             |       |
| Cash and cash equivalents                            | 388   | -                | -              | -               | -           | 388   |
| Receivable from Clearing House and<br>broker-dealers | -   | 29               | -              | -               | -           | 29    |
| Securities and derivatives business<br>receivables   | 1,131   | 1,613            | 1              | -               | 5,603       | 8,348 |
| Investments  | 102   | 596              | -              | -               | 5           | 703   |
| Loans to employees                                   | -   | 1                | 6              | 49              | -           | 56    |
| <b>Financial liabilities</b>                         |   |                  |                |                 |             |       |
| Borrowings from financial institutions               | 200   | 950              | 100            | -               | -           | 1,250 |
| Payables to Clearing House and<br>broker-dealers     | -   | 478              | -              | -               | -           | 478   |
| Securities and derivatives business<br>payables      | 1,095   | 1,062            | -              | -               | -           | 2,157 |
| Debt issued and other borrowings                     | -   | 300              | -              | -               | -           | 300   |

(Unit: Million Baht)

|  | 2017  |                  |                |                 |             |        |
|--|---|------------------|----------------|-----------------|-------------|--------|
|  | Outstanding balances of financial instruments |                  |                |                 |             |        |
|  | At call                                       | Within<br>1 year | 1 - 5<br>years | Over<br>5 years | Unspecified | Total  |
| <b>Financial assets</b>                              |   |                  |                |                 |             |        |
| Cash and cash equivalents                            | 280   | -                | -              | -               | -           | 280    |
| Receivable from Clearing House and<br>broker-dealers | -   | 779              | -              | -               | -           | 779    |
| Securities and derivatives business<br>receivables   | 723   | 1,786            | 2              | -               | 8,191       | 10,702 |
| Investments  | 611   | 8                | -              | -               | 5           | 624    |
| Loans to employees                                   | -   | 1                | 9              | 56              | -           | 66     |
| <b>Financial liabilities</b>                         |   |                  |                |                 |             |        |
| Borrowings from financial institutions               | 550   | 2,950            | 300            | -               | -           | 3,800  |
| Payables to Clearing House and<br>broker-dealers     | -   | 643              | -              | -               | -           | 643    |
| Securities and derivatives business<br>payables      | 698   | 1,679            | -              | -               | -           | 2,377  |

## 32.5 Foreign exchange risk

The Company's exposure to foreign currency risk arises mainly from brokerage service for securities listed in stock exchange in overseas and revenue and expense transactions that are denominated in foreign currencies.

The significant balances of financial assets and liabilities denominated in foreign currencies as at 31 December 2018 and 2017 are summarised below:

(Unit: Thousand unit)

| Foreign currency     | Financial assets |             | Financial liabilities |             | Average exchange rates             |             |
|----------------------|------------------|-------------|-----------------------|-------------|------------------------------------|-------------|
|                      | 31 December      | 31 December | 31 December           | 31 December | 31 December                        | 31 December |
|                      | 2018             | 2017        | 2018                  | 2017        | 2018                               | 2017        |
|                      |                  |             |                       |             | (Baht per 1 foreign currency unit) |             |
| Japanese yen         | 55               | 879         | -                     | -           | 0.2931                             | 0.2898      |
| Hong Kong dollar     | 234              | 196         | -                     | -           | 4.1416                             | 4.1421      |
| Singapore dollar     | 7                | 18          | -                     | -           | 23.6943                            | 24.1711     |
| United States dollar | 57               | 175         | -                     | -           | 32.4498                            | 32.5146     |
| Australia dollar     | -                | 1           | -                     | -           | 22.8411                            | 25.4772     |
| United Kingdom pound | 1                | 2           | -                     | -           | 41.0667                            | 43.9865     |
| Euro Zone            | 1                | 2           | -                     | -           | 37.1252                            | 39.0273     |
| Malaysia dollar      | -                | 1           | -                     | -           | 7.8056                             | 8.0584      |
| Canada dollar        | -                | 9           | -                     | -           | 23.8186                            | 26.0043     |
| China yuan           | -                | 1           | -                     | -           | 4.7237                             | 5.0145      |
| Laos kip             | 865,880          | 865,558     | -                     | -           | 0.0038                             | 0.0039      |

## 32.6 Equity position risk

The Company is exposed to equity position risk, due to the Company has investment in listed securities which will result in fluctuations in revenue or the value of financial assets.

### 33 Fair value

As at 31 December 2018 and 2017, the Company had the following assets and liabilities that were measured at fair value using different levels of inputs as follows:

(Unit: Thousand Baht)

|  | 2018    |         |         |         |
|--|---------|---------|---------|---------|
|  | Level 1 | Level 2 | Level 3 | Total   |
| <b>Financial assets measured at fair value</b> |         |         |         |         |
| Held for trade investments                     |         |         |         |         |
| Equity instruments                             | 101,319 | -       | -       | 101,319 |
| Debt instruments                               | -       | 499,980 | -       | 499,980 |
| Derivative assets <sup>1</sup>                 | -       | -       | -       | -       |
| <b>Financial assets measured at fair value</b> |         |         |         |         |
| Derivative liabilities <sup>1</sup>            | -       | -       | -       | -       |

<sup>1</sup> Fair value of derivatives assets/liabilities - futures as at 31 December 2018 amounting to Baht 11 million and Baht 4 million, respectively, included in "Receivables from Clearing House and brokers", were measured at fair value by using Level 1 of input

(Unit: Thousand Baht)

|  | 2017    |         |         |         |
|--|---------|---------|---------|---------|
|  | Level 1 | Level 2 | Level 3 | Total   |
| <b>Financial assets measured at fair value</b> |         |         |         |         |
| Held for trade investments                     |         |         |         |         |
| Equity instruments                             | 609,604 | -       | -       | 609,604 |
| Available-for-sale investments                 |         |         |         |         |
| Unit trusts                                    | -       | 1,566   | -       | 1,566   |
| Derivative assets <sup>1</sup>                 | -       | -       | -       | -       |
| <b>Financial assets measured at fair value</b> |         |         |         |         |
| Derivative liabilities <sup>1</sup>            | -       | -       | -       | -       |

<sup>1</sup> Fair value of derivatives assets/liabilities - futures as at 31 December 2017 amounting to Baht 7 million and Baht 14 million, respectively, included in "Receivables from Clearing House and brokers", were measured at fair value by using Level 1 of input

As at 31 December 2018 and 2017, the Company had the financial assets and financial liabilities that were measured at cost for which fair value are disclosed using different levels of inputs as follows:

(Unit: Million Baht)

|   | 2018       |            |         |         |         |
|---|------------|------------|---------|---------|---------|
|   | Book value | Fair value |         |         |         |
|   |            | Total      | Level 1 | Level 2 | Level 3 |
| <b>Financial assets and liabilities measured at fair value</b>  |            |            |         |         |         |
| Cash and cash equivalents                                       | 388        | 388        | 388     | -       | -       |
| Receivable from Clearing House and broker-dealers               | 29         | 29         | -       | 29      | -       |
| Securities and derivatives business receivables                 | 8,348      | 8,348      | -       | 8,348   | -       |
| Investments   | 101        | 101        | 84      | 12      | 5       |
| Loans to employees  | 56         | 45         | -       | -       | 45      |
| <b>Financial liabilities for which fair value are disclosed</b> |            |            |         |         |         |
| Borrowings from financial institutions                          | 1,250      | 1,250      | -       | 1,250   | -       |
| Payables to Clearing House and broker-dealers                   | 478        | 478        | -       | 478     | -       |
| Securities and derivatives business payables                    | 2,157      | 2,157      | -       | 2,157   | -       |
| Debt issued and other borrowings                                | 300        | 300        | -       | 300     | -       |

(Unit: Million Baht)

|   | 2017       |            |         |         |         |
|---|------------|------------|---------|---------|---------|
|   | Book value | Fair value |         |         |         |
|   |            | Total      | Level 1 | Level 2 | Level 3 |
| <b>Financial assets and liabilities measured at fair value</b>  |            |            |         |         |         |
| Cash and cash equivalents                                       | 280        | 280        | 280     | -       | -       |
| Receivable from Clearing House and broker-dealers               | 779        | 779        | -       | 779     | -       |
| Securities and derivatives business receivables                 | 10,702     | 10,702     | -       | 10,702  | -       |
| Investments   | 13         | 13         | 2       | 6       | 5       |
| Loans to employees  | 66         | 52         | -       | -       | 52      |
| <b>Financial liabilities for which fair value are disclosed</b> |            |            |         |         |         |
| Borrowings from financial institutions                          | 3,800      | 3,800      | -       | 3,800   | -       |
| Payables to Clearing House and broker-dealers                   | 643        | 643        | -       | 643     | -       |
| Securities and derivatives business payables                    | 2,377      | 2,377      | -       | 2,377   | -       |

#### Valuation techniques and inputs used for fair value measurement

- a) For financial assets and liabilities which have short-term maturity, including cash and cash equivalents, Receivable from Clearing House and broker-dealers, Securities and derivatives business receivables, Payables to Clearing House and broker-dealers and Securities and derivatives business payables, their carrying amounts in the statement of financial position approximate their fair value.
- b) For investments, their fair value is generally derived from quoted market prices or based on generally accepted pricing models when no market price is available. The fair value of investments in debt instruments has been determined by using the yield curve as announced by the Thai Bond Market Association or by other relevant bodies.
- c) The fair value of unit trusts has been determined by using the net asset value per unit as announced by the fund managers. For investment in non-marketable equity securities, their fair value is based on their net book value.
- d) For loans to employees under welfare program, their fair value is estimated by discounting expected future cash flow by the current market interest rate of the loans with similar terms and conditions.
- e) For Borrowings from financial institutions and Borrowings carrying interest approximate to the market rate, their carrying amounts in the statement of financial position approximates their fair value.

During the current year, there were no transfers within the fair value hierarchy.

#### **34. Approval of financial statements**

These financial statements were authorised for issue by the Company's board of directors on 22 February 2019.