

# ASP | SET OPPORTUNITY DAY

May 31, 2017

# Highlights

- 1. EXECUTIVE SUMMARY**
- 2. COMPANY OVERVIEW**
- 3. FINANCIAL PERFORMANCE**


# OUR VISION

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Being a leader in diverse and innovative investments with outstanding potential under the rapid changes that come with the age of globalization.



## OUR MISSION |



**Expanding** an investment base in various businesses to acquire balance and sustainability.

**Serving** as center of excellence in financial product innovations to subsidiaries, customers, and the general public.

**Equipping** the organization with the effective information management system.

**Creating** the organizational culture that connects company's performance and employees' objectives.

**Staying** ahead of change and competition.

# OUR STRENGTHS

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**Full Financial  
Services**



**High caliber and  
experienced  
staffs**



**Repeated and  
quality clients**



**Extensive global  
network**

# OUR VALUES |



**Good Governance** We believe in and support honest intention and behaviors in all we do, by ensuring good governance and transparency for building long term relationships, trust and credibility with stakeholders.



**Responsive** We strive for strong team collaboration to achieve corporate success as a whole by actively responding to the needs of our clients and stakeholders.



**Accountability** We take corporate accountability amongst team and ASP Group as our own responsibility.



**Creativity** We enhance capabilities by leveraging all knowledge base for our business to create ASP Group's uniqueness as an "Investment Advisor of Choice".



**Enthusiasm** We are committed and proactive towards our work. We are highly motivated and passionate in driving ourselves and the team to achieve goals.

# Highlights

1. EXECUTIVE SUMMARY
2. **COMPANY OVERVIEW**
3. FINANCIAL PERFORMANCE

# COMPANY OVERVIEW



- Investment
- Private Equity



- Stocks
- Futures / Options
- E-trading
- Primary / Secondary Market for Fixed-Income
- Underwriting
- Derivative Warrant
- ELN
- ETF
- SBL
- Global Investment
- Wealth Management



- Mutual Fund
- Private Fund
- Foreign Investment Fund



- Financial Advisory Service (IB)
- M & A
- Corporate Restructuring



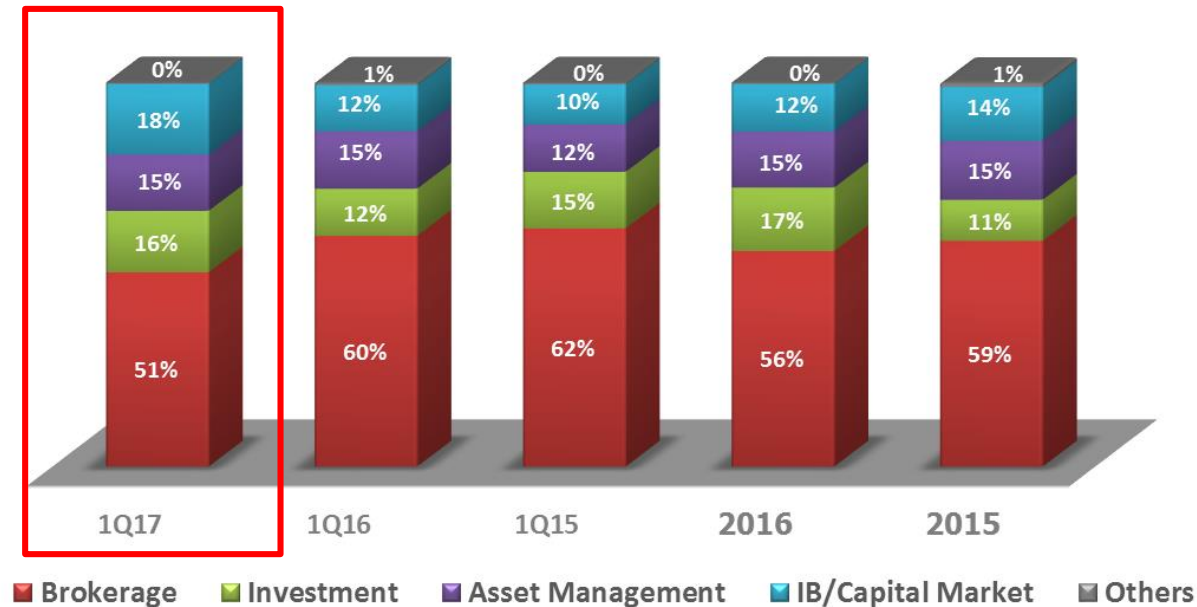
# Highlights

1. EXECUTIVE SUMMARY
2. COMPANY OVERVIEW
3. **FINANCIAL PERFORMANCE**

## ASP GROUP HOLDINGS REVENUE

| <i>Million Baht</i>      | 1Q17       | 1Q16       | 1Q15       | 2016         | 2015         |
|--------------------------|------------|------------|------------|--------------|--------------|
| <b>Brokerage</b>         | <b>321</b> | <b>315</b> | <b>417</b> | <b>1,392</b> | <b>1,278</b> |
| <b>Investment</b>        | <b>102</b> | <b>64</b>  | <b>99</b>  | <b>411</b>   | <b>233</b>   |
| <b>Asset Management</b>  | <b>93</b>  | <b>78</b>  | <b>83</b>  | <b>362</b>   | <b>334</b>   |
| <b>IB/Capital Market</b> | <b>117</b> | <b>63</b>  | <b>70</b>  | <b>306</b>   | <b>305</b>   |
| <b>Others</b>            | <b>2</b>   | <b>3</b>   | <b>3</b>   | <b>8</b>     | <b>24</b>    |
| <b>Total</b>             | <b>635</b> | <b>524</b> | <b>672</b> | <b>2,479</b> | <b>2,174</b> |

Consistently well  
diversify sources of  
income

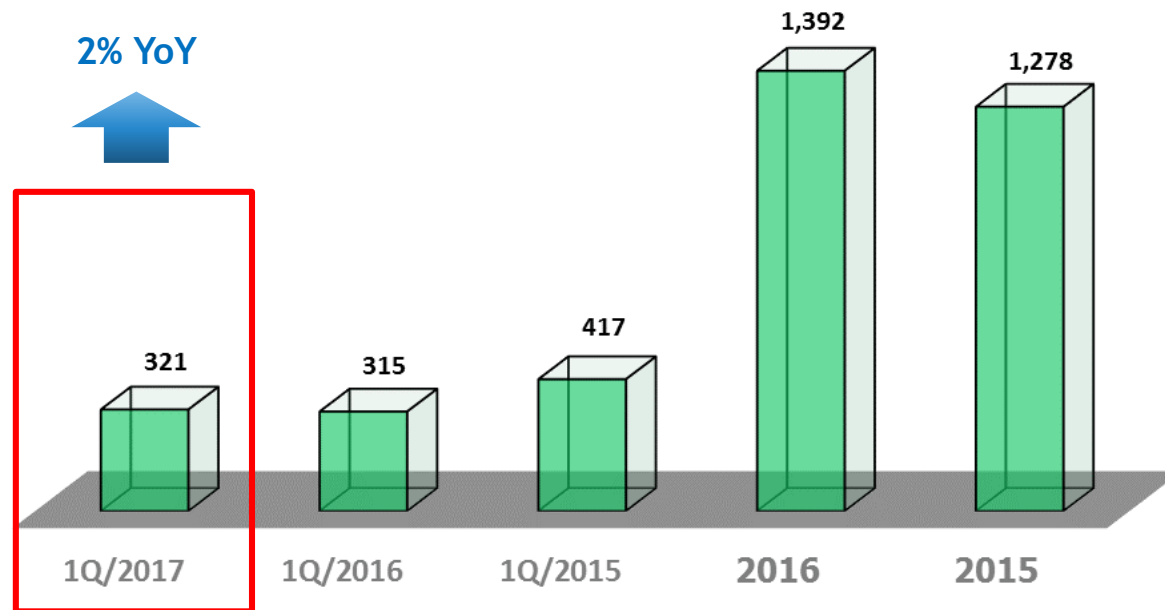


# BROKERAGE BUSINESS

## Average Daily Turnover

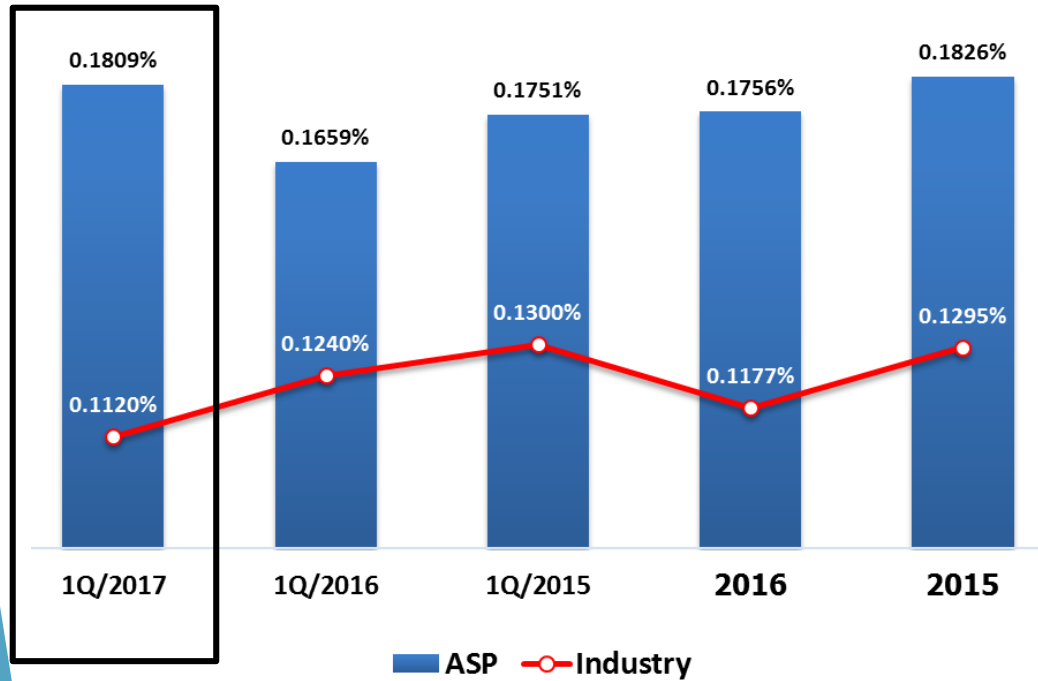
| Million Baht       | YTD*   | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016   | 2015   |
|--------------------|--------|---------|---------|---------|--------|--------|
| SET                | 43,066 | 45,031  | 41,246  | 49,910  | 47,002 | 40,225 |
| ASP                | 2,316  | 2,470   | 2,771   | 3,525   | 2,939  | 2,619  |
| *As of 15 May 2017 |        |         |         |         |        |        |

## Revenue

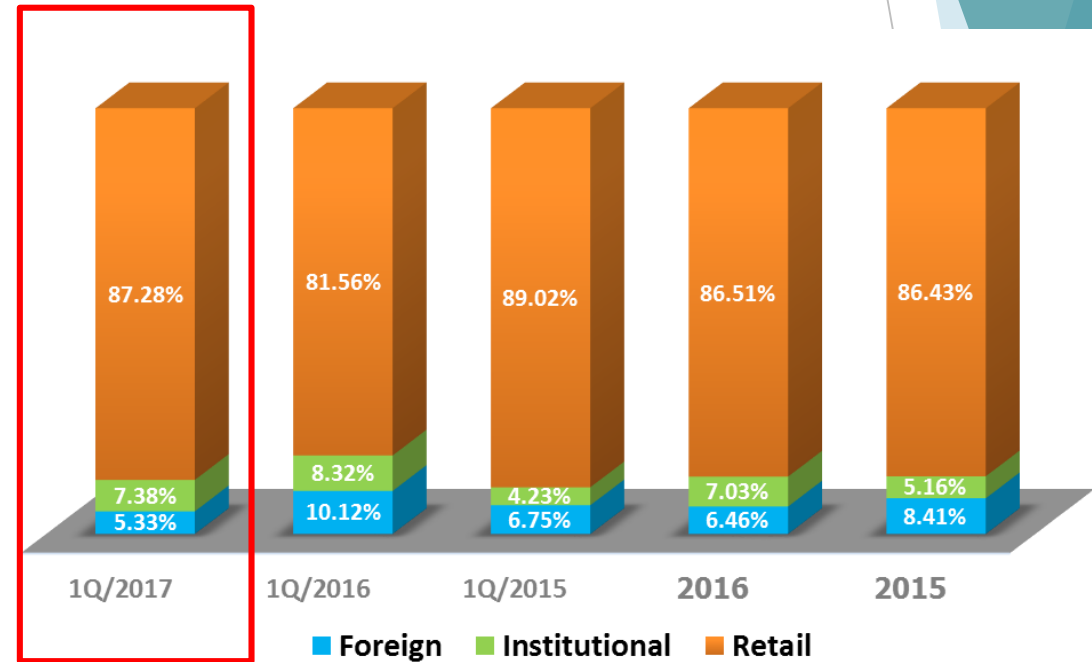


## BROKERAGE BUSINESS

Average Commission Rate



Market Share by Segment



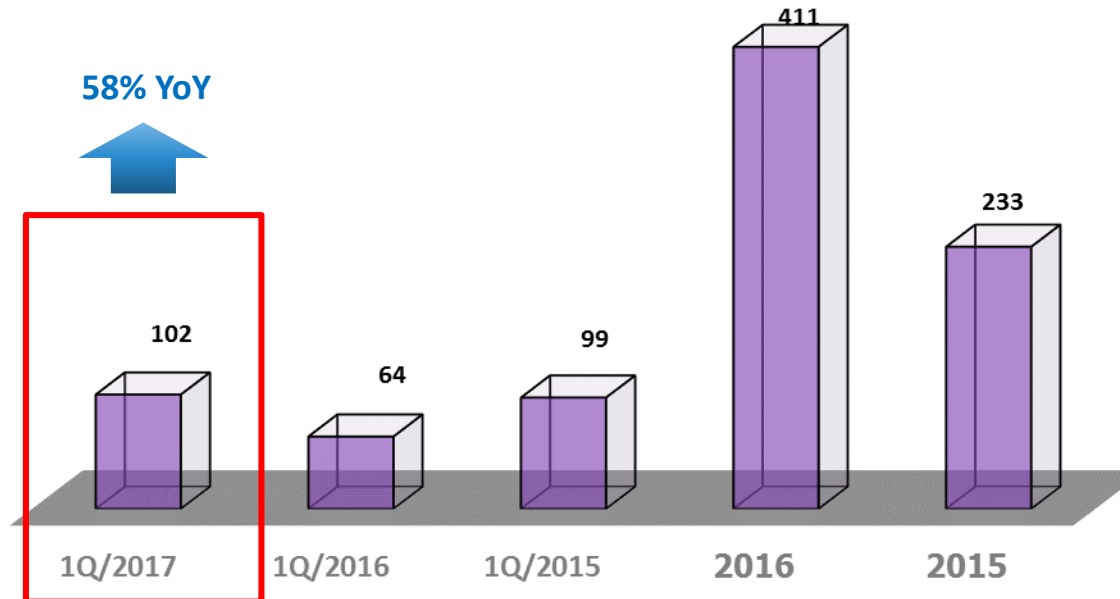
## INVESTMENT BUSINESS

| <i>(Million Baht)</i>      | 1Q/2017    | 1Q/2016   | 1Q/2015   | 2016       | 2015       |
|----------------------------|------------|-----------|-----------|------------|------------|
| Equity, Bonds, Derivatives | 57         | 23        | 62        | 215        | 113        |
| Interest & Dividend        | 45         | 42        | 37        | 195        | 120        |
| <b>Total Revenue</b>       | <b>102</b> | <b>64</b> | <b>99</b> | <b>411</b> | <b>233</b> |

### Revenue

#### ➤ Maintain balance portfolio of

- Equity (Proprietary Trading, Strategic Investment, Foreign Investment and Private Equity)
- Bonds and Fixed Income



## INVESTMENT BANKING BUSINESS

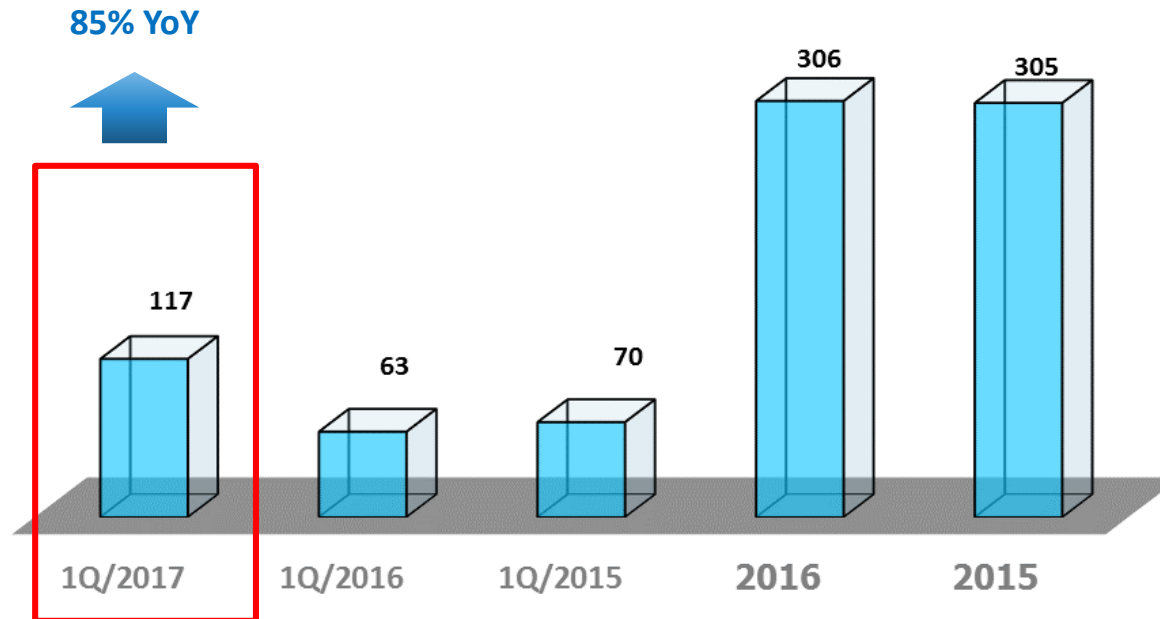
### 57 deals carried over from 2016

+ 8 deals newly commissioned up to 31 March 2017

- 4 deals were completed up to 31 March 2017

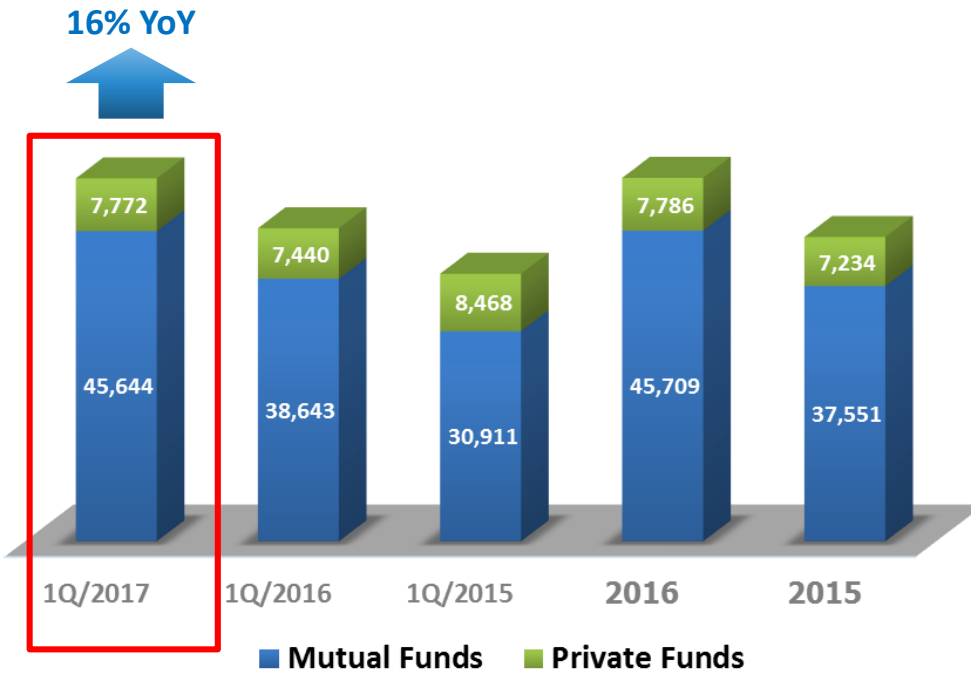
**The balance of 61 deals comprise of 28 IPOs + 33 advisory assignments.**

### Revenue

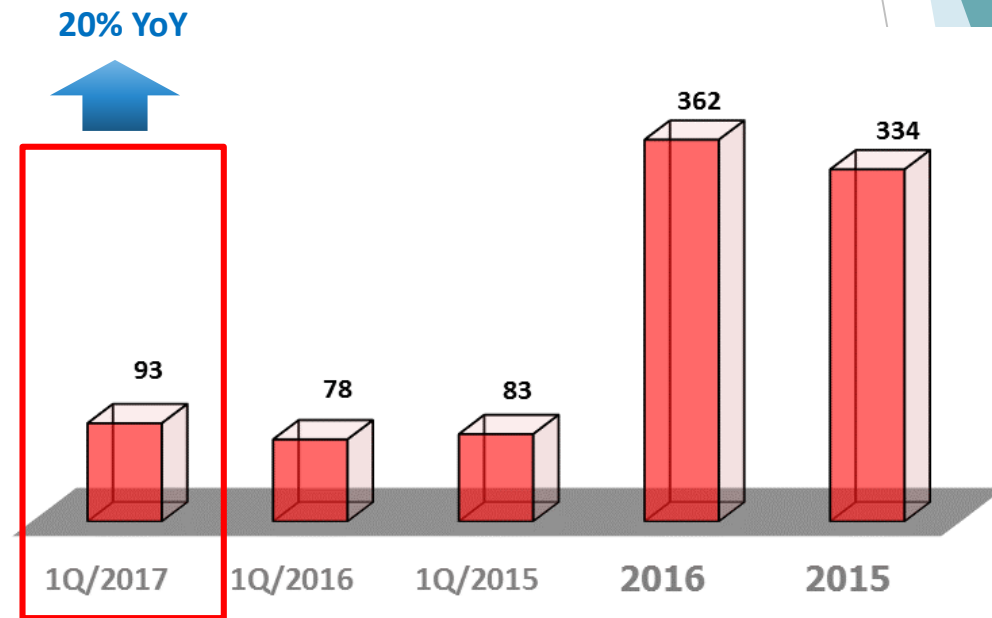


# ASSET MANAGEMENT BUSINESS

## Assets under Management



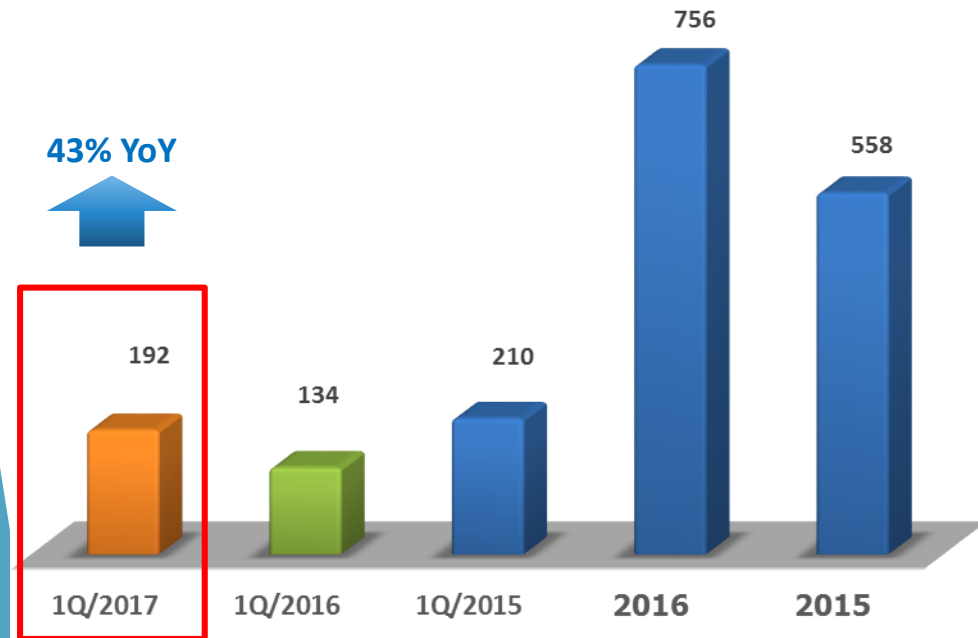
## Revenue



# FINANCIAL RATIOS

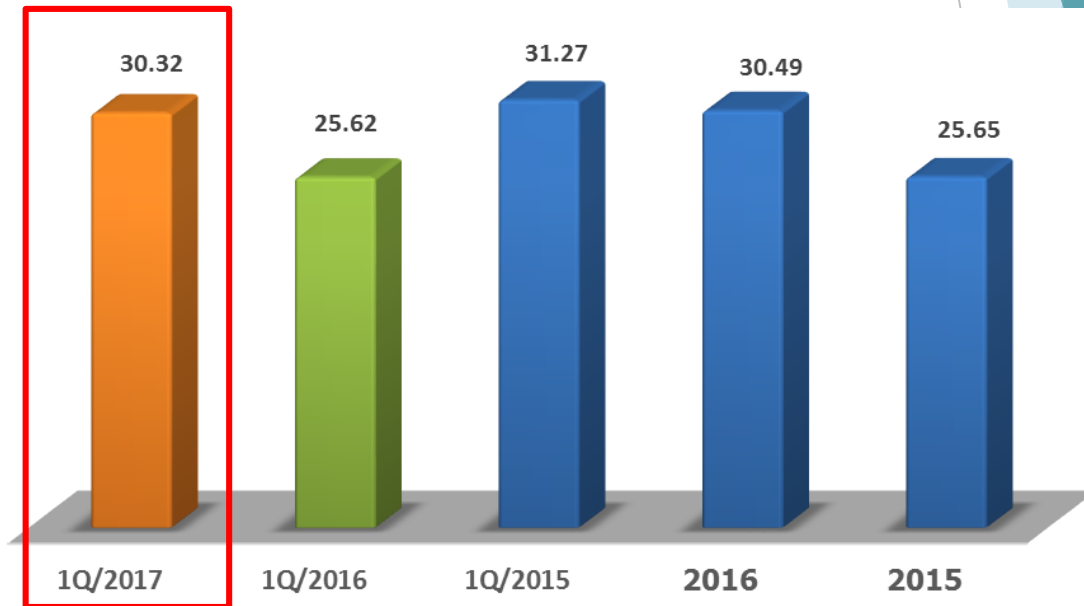
## Net Profit after tax

| MB   | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016 | 2015 |
|------|---------|---------|---------|------|------|
| NPAT | 192     | 134     | 210     | 756  | 558  |



## Net Profit Margin (%)

| %   | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016  | 2015  |
|-----|---------|---------|---------|-------|-------|
| NPM | 30.32   | 25.62   | 31.27   | 30.49 | 25.65 |

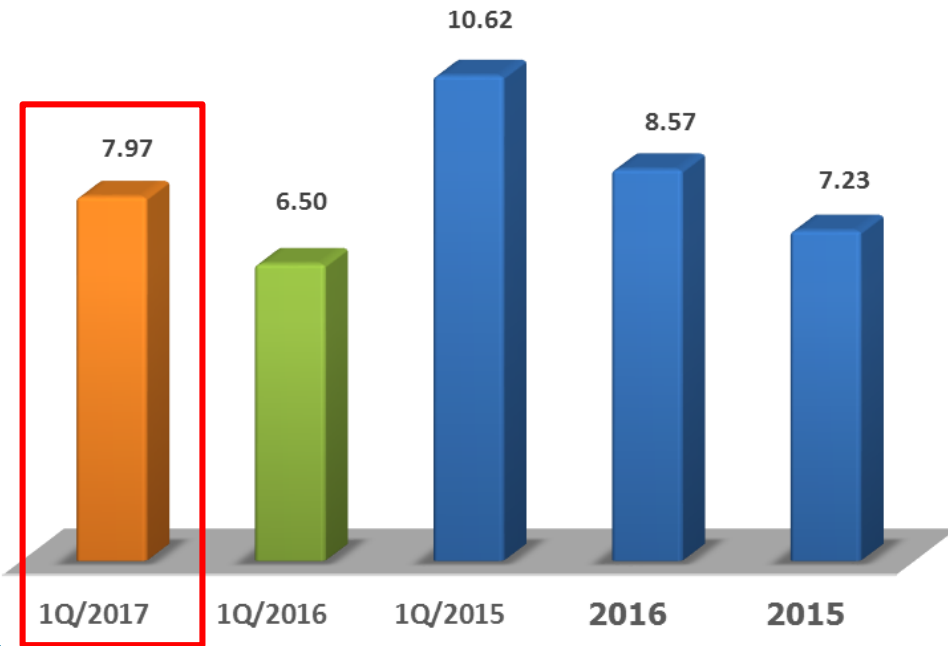




# FINANCIAL RATIOS

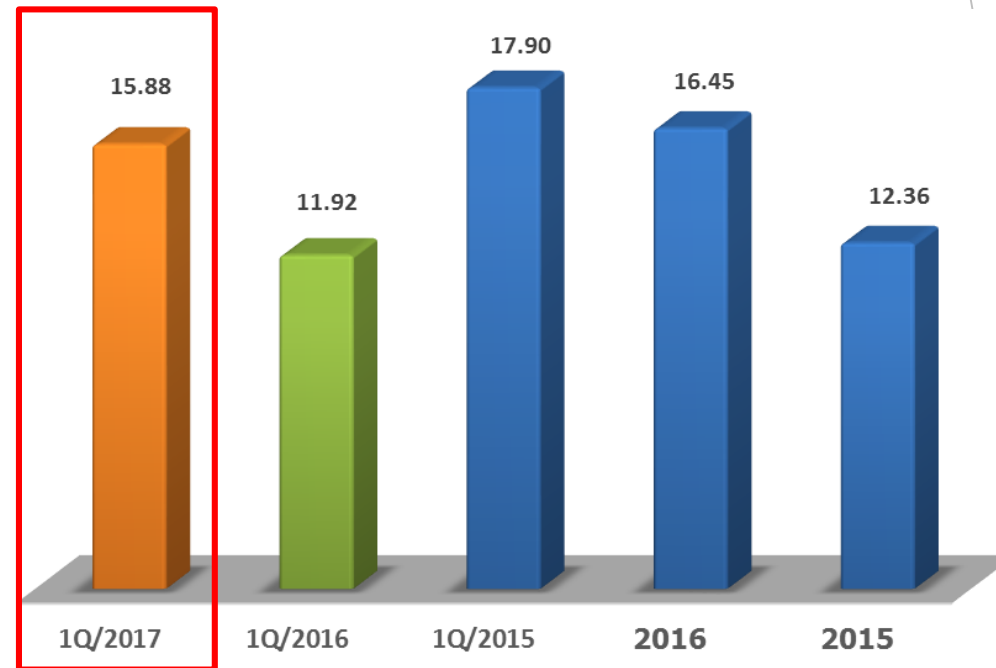
## ROA (%)

| %   | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016 | 2015 |
|-----|---------|---------|---------|------|------|
| ROA | 7.97    | 6.50    | 10.62   | 8.57 | 7.23 |



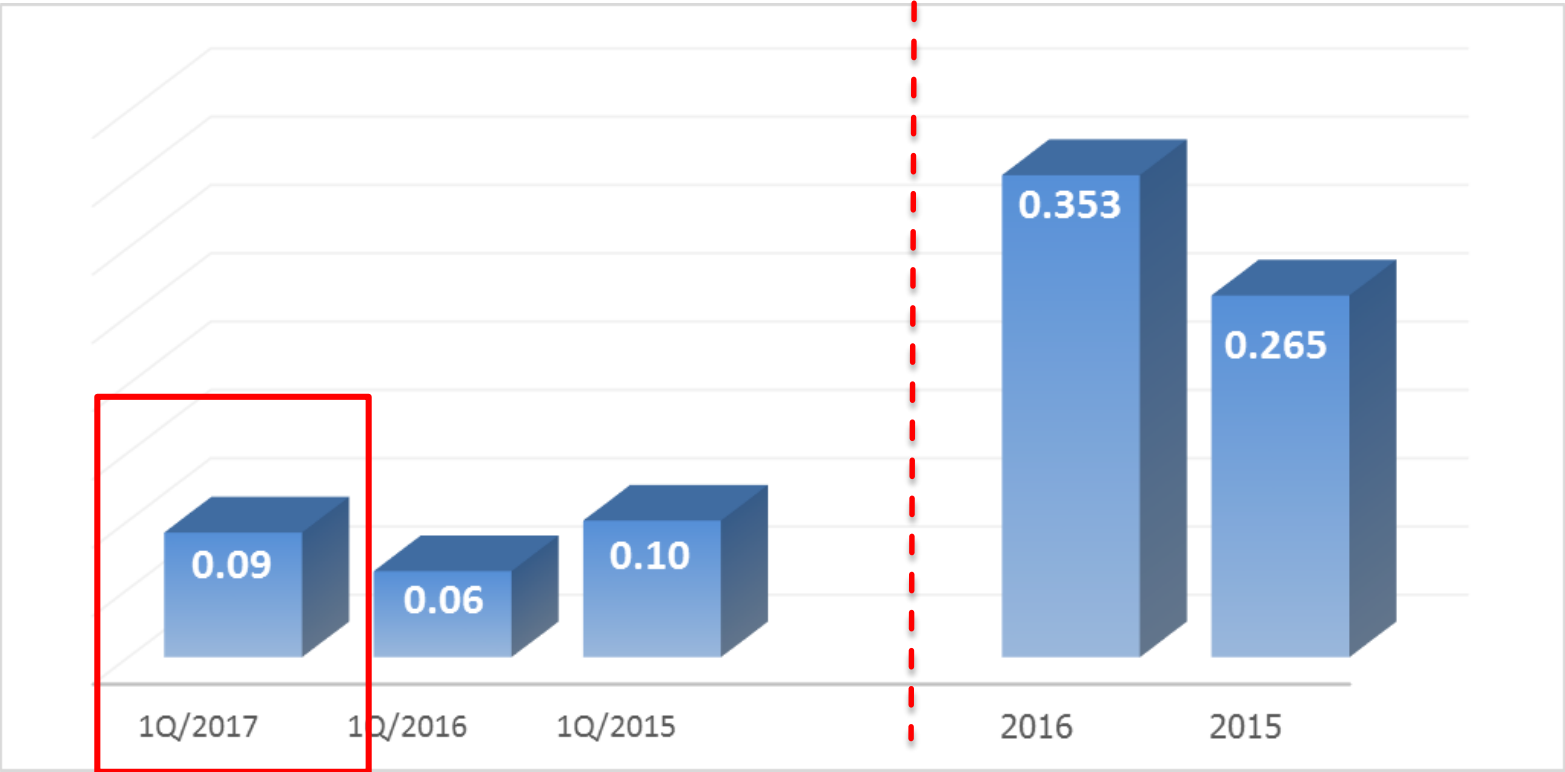
## ROE (%)

| %   | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016  | 2015  |
|-----|---------|---------|---------|-------|-------|
| ROE | 15.88   | 11.92   | 17.90   | 16.45 | 12.36 |



# FINANCIAL RATIOS

| Baht              | 1Q/2017 | 1Q/2016 | 1Q/2015 | 2016 | 2015 |
|-------------------|---------|---------|---------|------|------|
| Earning per share | 0.09    | 0.06    | 0.10    | 0.35 | 0.26 |



The background of the slide features a close-up photograph of two hands shaking in a firm grip. The hands are positioned over a blurred image of a globe, symbolizing global partnership and agreement. The lighting is warm, with a soft glow around the hands. The text 'OUR SUSTAINABILITY VISION & APPROACH' is overlaid on a semi-transparent teal banner across the top half of the image.

# OUR SUSTAINABILITY VISION & APPROACH

We believe a long-term performance  
on all aspects of business will make  
a sustainable return to our stakeholders.

# SUSTAINABILITY FRAMEWORK & HIGHLIGHTS

**PEOPLE****SOCIETY****ECONOMIC**

## Career & Culture

Expanding opportunity to Thai Artists throughout the country since 2011 and blending art with hobby in its workshop to support a long-term career opportunity.



## Disabled community

Supporting blind people by hiring them to do a blind massage for employees.



## Blood Donation

Collaborating with the Thai Red Cross for a quarterly blood donation.



## Training

Students trained on being smart with investing for long-term value and sustainable economy



## Donations

Donated and supported the charitable organizations, hospital, university.



## Volunteering

Employees volunteered in the activities to support the people, society, and community.



# SUSTAINABILITY APPROACH | SOCIETY



กิจกรรมนวดผ่อนคลายโดยคนตาบอด



กิจกรรมเลี้ยงอาหารเด็กร่วมกับกลต.  
โรงเรียนพระมหาไถ่ศึกษา พัทยา



กิจกรรมบริจาคโลหิต  
ร่วมกับสภากาชาดไทย



โครงการประกวด จิตรกรรมเอเชีย พลัส



พนักงานอาสาสมัครร่วมแจกยาคุม  
เพื่อถวายเป็นพระราชกุศล



# SUSTAINABILITY APPROACH | COMMUNITY



ให้ความรู้ต่อยอดการลงทุน  
นักศึกษาโครงการ The Next Real



ให้ความรู้พื้นฐานการลงทุนแก่นักศึกษา  
โครงการ SET Young Generation 2016



ให้ความรู้นักศึกษา  
โครงการ TFEX Young Star 2016



มอบเงินบริจาค  
ให้โรงพยาบาลราช นครราชสีมา



มอบเงินบริจาคจากบริษัทและพนักงาน  
ให้สภาชาชาติไทย ช่วยเหลือผู้ประสบภัยในเนปาล



มอบเงินบริจาคที่ได้จากกิจกรรมทำร่วมกับลูกค้า  
ให้ยูนิเซฟ เพื่อช่วยเหลือผู้ประสบภัยในเนปาล

## CONTACT US



บริษัท เอเชีย พลัส กรุ๊ป โฮลดิ้งส์ จำกัด (มหาชน)



02-285-1666 / 02-285-1888



02-286-1901



[www.asiaplus.co.th](http://www.asiaplus.co.th)



ชั้น 3, 9 และ 11 อาคารสาทรซิตี้ทาวเวอร์  
เลขที่ 175 ถนนสาทรใต้  
แขวงทุ่งมหาเมฆ เขตสาทร  
กรุงเทพฯ 10120



รถไฟฟ้าบีทีเอส สถานีช่องนนทรี



# Q & A







THANK YOU