

Financial Performance of Thailand's Securities Industry

Data as of December 2023

Compiled by Business Development Department

Association of Thai Securities Companies



Industry Highlight

- In 2023, the net profit of Thai Securities Companies plummeted to THB 3.8 billion, marking a significant 35.4% decrease year-on-year. This decline was primarily attributed to reduced brokerage income compared to 2022, losses incurred from securities trading, and a decrease in underwriting fees. On the other hand, expenses saw a decrease primarily due to lower provisions for securities and derivatives business receivables, reduced fees and services, as well as lower personnel expenses compared to the previous year.
- The return on equity (ROE) hit a low of 3.1%, marking the lowest level since 2007. This is a decline from 4.6% in 2022 and well below the 10-year average level of 9.2%.
- The average commission rate for equity (excluding proprietary trading) for 2023 stood at 0.066%, showing a continued decline from 2022, which marked at 0.71%.
- The average commission rate for derivatives rose from 12.38 Baht/contract to 12.86 Baht/contract in 2023, resulting from rising proportion of products with relatively high commission rates.

Aggregate Financials

	Avg. 10-yr	2022	2023
Brokerage Revenue*	28,155	27,702	19,090
Total Revenue	48,168	54,426	46,983
Total Expenses	36,273	46,416	41,458
Net Profit	9,462	5,951	3,842
Total Assets	400,556	568,940	509,464
Total Equities	105,853	128,760	124,604

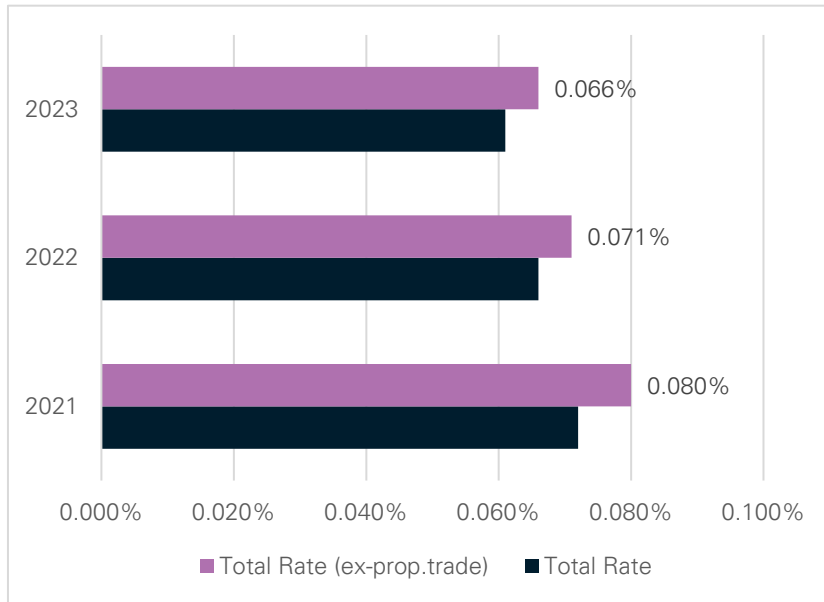
*Securities + Derivatives brokerage

Financial Ratios

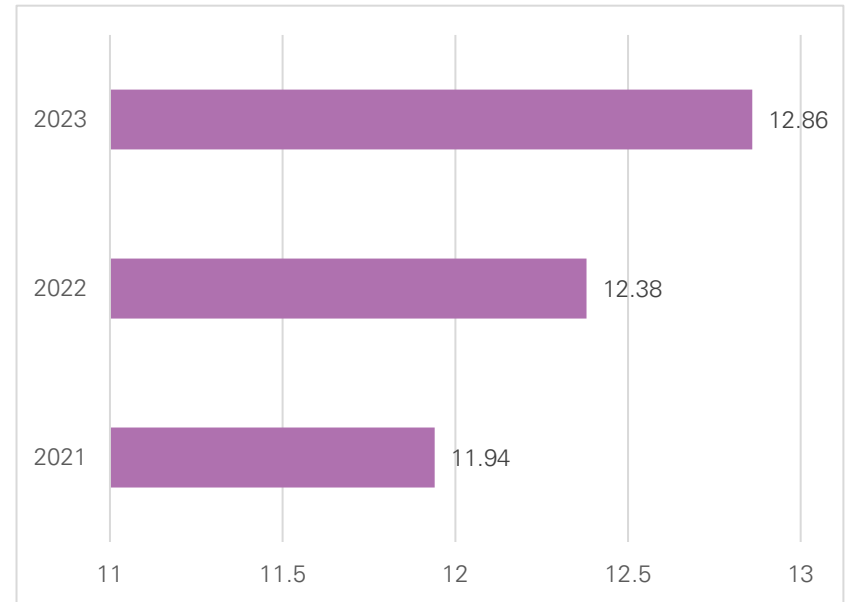
	Avg.10-yr	2022	2023
ROE	9.2%	4.6%	3.1%
ROA	2.6%	1.0%	0.8%
Net Profit Margin	19.5%	10.9%	8.2%
Cost to Income	0.75x	0.85x	0.88x
Debt to Equity	2.73x	3.42x	3.09x

Average Commission Rate – Equity and Derivatives

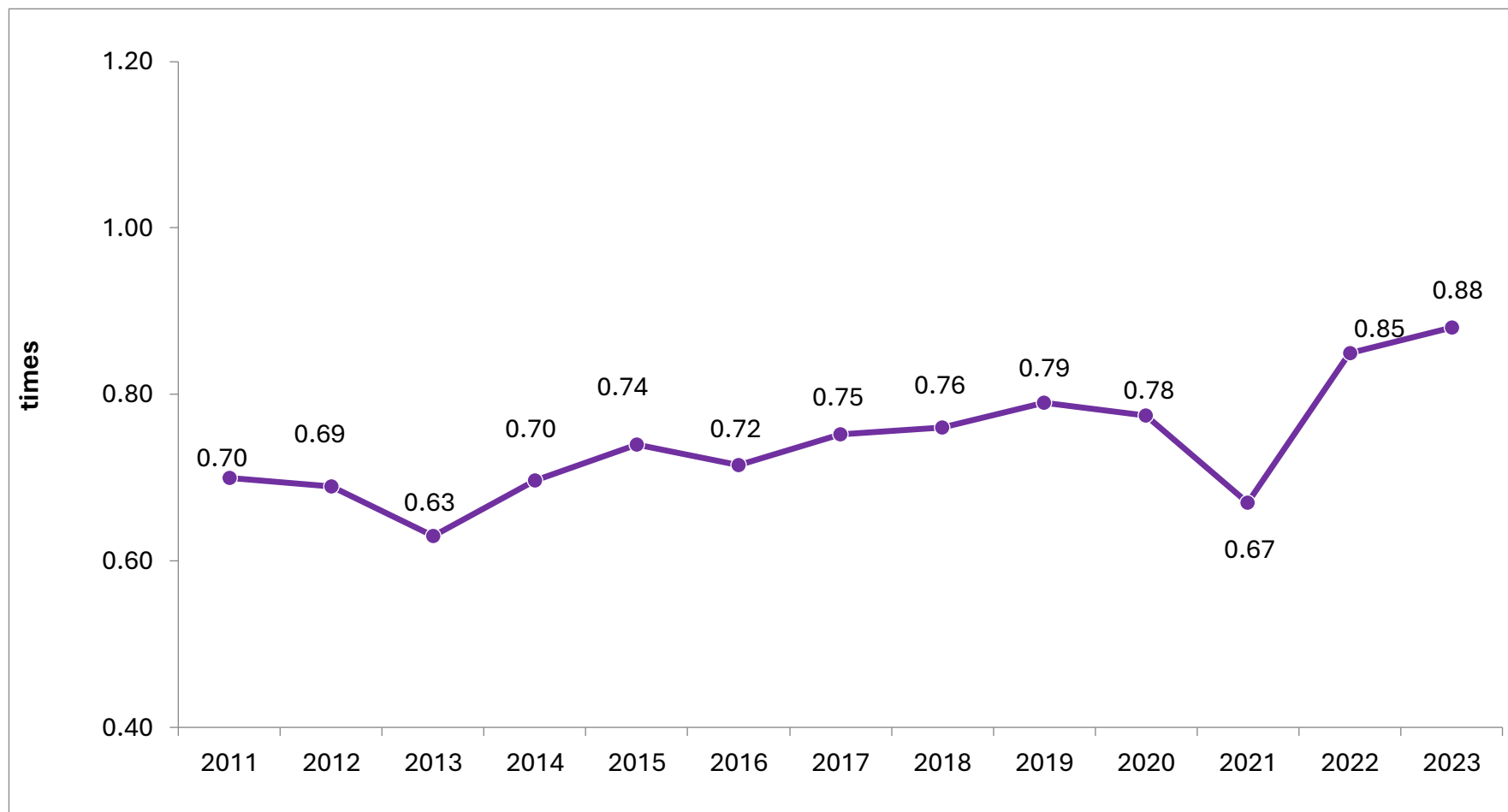
Equity Brokerage



Derivatives Brokerage (Baht per contract)



Cost to Income Ratio of Securities Companies*



Aggregate Income Statement of Securities Companies FY2023

(unit : in million of Baht)	2022	2023	%YoY
Brokerage – Securities	24,326	15,759	-35.2%
Brokerage - Derivatives	3,376	3,331	-1.3%
Underwriting	3,376	2,206	-34.7%
Financial Advisory	977	1,295	32.6%
Mutual Fund trading service	2,270	2,283	0.6%
Gains (loss) on Securities* & Derivatives - net	3,784	2,857	-24.5%
Gains (loss) on Securities*	2,555	-6,457	-352.7%
Gains (loss) on Derivatives	1,229	9,314	657.6%
Interest and Dividend	3,740	5,721	53.0%
Interest on margin loans	5,440	6,000	10.3%
Others	7,138	7,531	5.5%
Total Revenue	54,426	46,983	-13.7%
Expenses on Borrowing	3,145	3,588	14.1%
Fee & Service Expenses	6,781	5,918	-12.7%
Provision for Bad Debt / Doubtful Account	4,498	1,338	-70.3%
Personnel Expenses	21,288	19,570	-8.1%
Other Expenses**	10,588	11,061	4.5%
Total Expenses	46,416	41,458	-10.7%
Corporate Tax	2,060	1,683	-18.3%
Net Profit	5,951	3,842	-35.4%

%YoY change in Green = positive impact to P&L, %YoY change in Red = negative impact to P&L

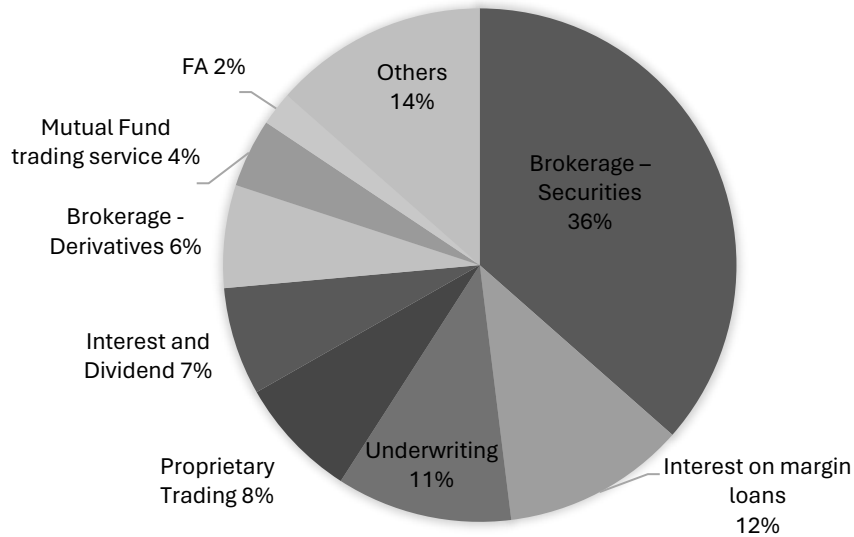
* Both trading and revaluation **Including rentals, depreciation, entertainments and others

Source : SEC (data from Bor.Lor.2/1)

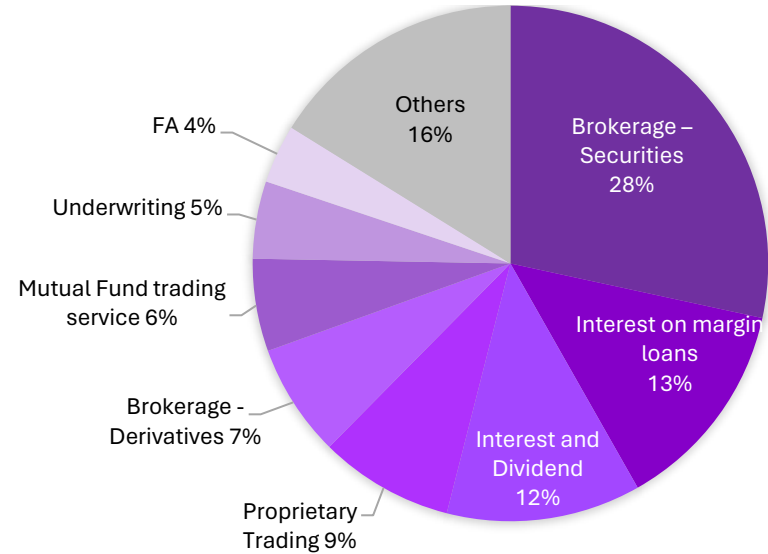
Aggregate Income Statement of Securities Companies 4Q2023

(unit : in million of Baht)	Q4-2022	Q1-2023	Q2-2023	Q3-2023	Q4-2023	%QoQ	%YoY
Brokerage – Securities	4,663	5,219	3,594	3,826	3,120	-18.4%	-33.1%
Brokerage - Derivatives	828	922	796	834	779	-6.5%	-5.9%
Underwriting	1,414	720	488	464	534	15.0%	-62.3%
Financial Advisory	271	332	255	304	404	33.0%	49.0%
Mutual Fund trading service	553	502	618	525	637	21.3%	15.3%
Gains (loss) on Securities* & Derivatives - net	979	699	385	848	926	9.2%	-5.4%
Gains (loss) on Securities*	3,094	-2,949	-2,230	-97	-1,181	-1119.0%	-138.2%
Gains (loss) on Derivatives	-2115	3,648	2,615	945	2,106	122.9%	199.6%
Interest and Dividend	869	1,240	1,664	1,477	1,340	-9.3%	54.1%
Interest on margin loans	1,475	1,524	1,515	1,489	1,471	-1.2%	-0.3%
Others	1,725	2,157	1,984	1,614	1,776	10.1%	3.0%
Total Revenue	12,778	13,315	11,300	11,381	10,988	-3.5%	-14.0%
Expenses on Borrowing	857	922	888	882	896	1.5%	4.6%
Fee & Service Expenses	1,483	1,682	1,341	1,491	1,405	-5.7%	-5.2%
Provision for Bad Debt / Doubtful Account	4,548	467	589	32	250	684.3%	-94.5%
Personnel Expenses	5,089	5,187	4,715	4,730	4,938	4.4%	-3.0%
Other Expenses**	2,908	2,700	2,698	2,665	3,000	12.6%	3.2%
Total Expenses	14,999	10,958	10,230	9,799	10,471	6.9%	-30.2%
Corporate Tax	-68	571	291	422	398	-5.7%	684.9%
Net Profit	-2,153	1,786	778	1,160	119	-89.8%	105.5%

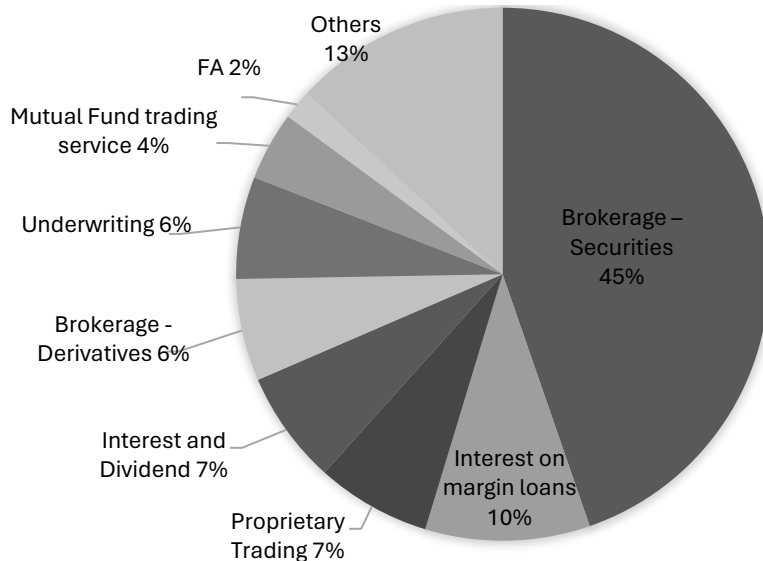
Revenue Structure of Securities Companies



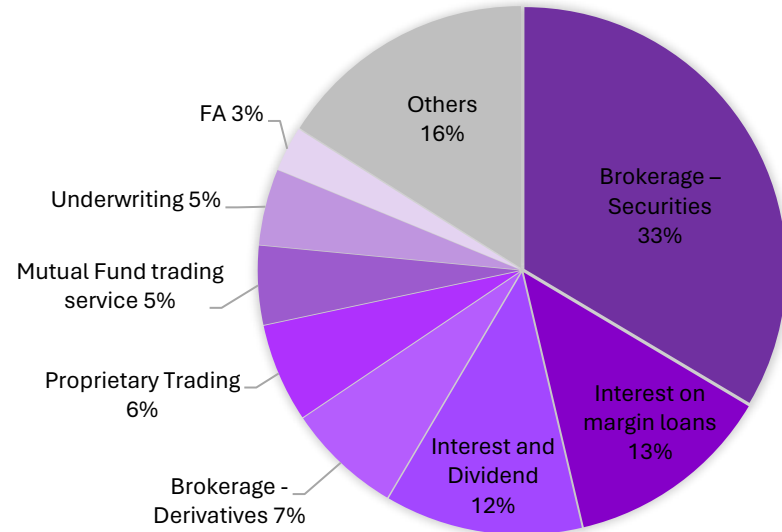
Q4-2022



Q4-2023

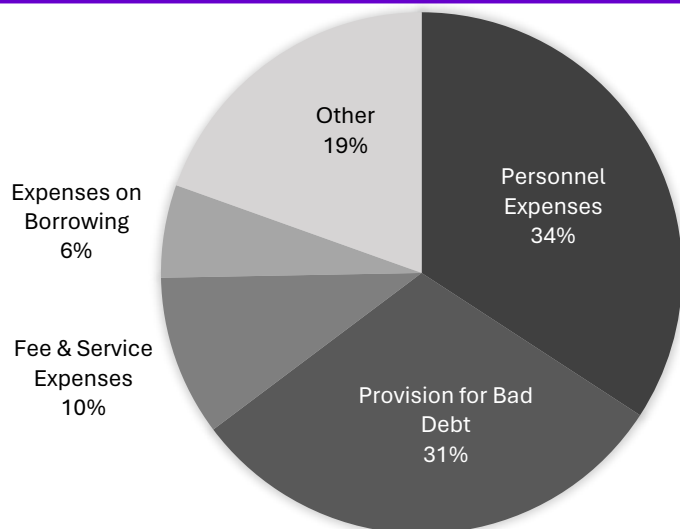


2022

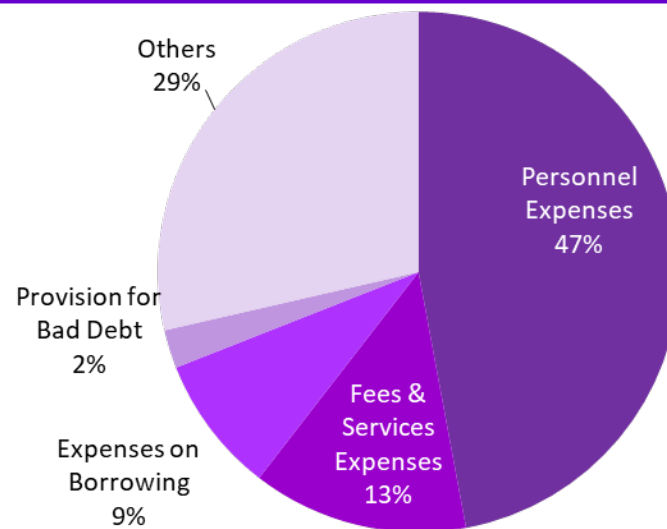


2023

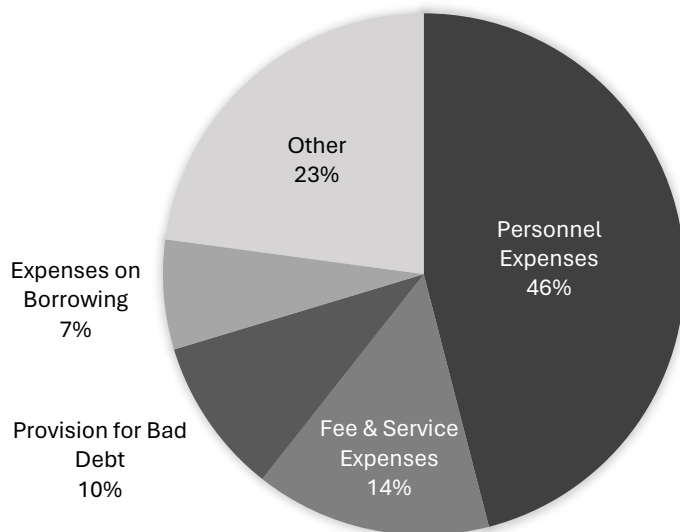
Expenses Structure of Securities Companies



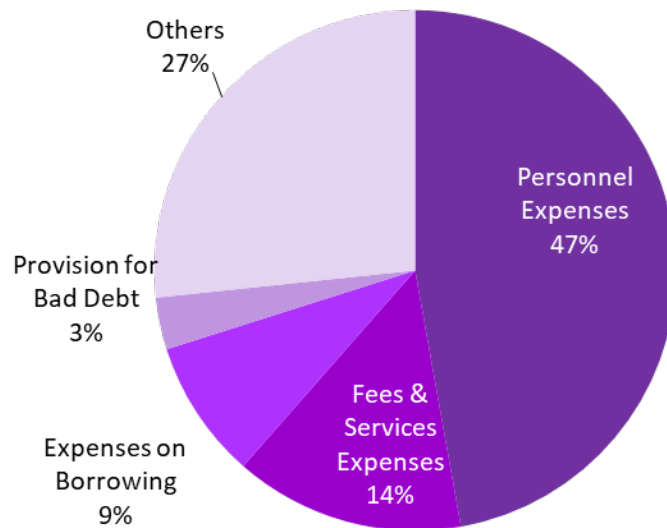
Q4-2022



Q4-2023

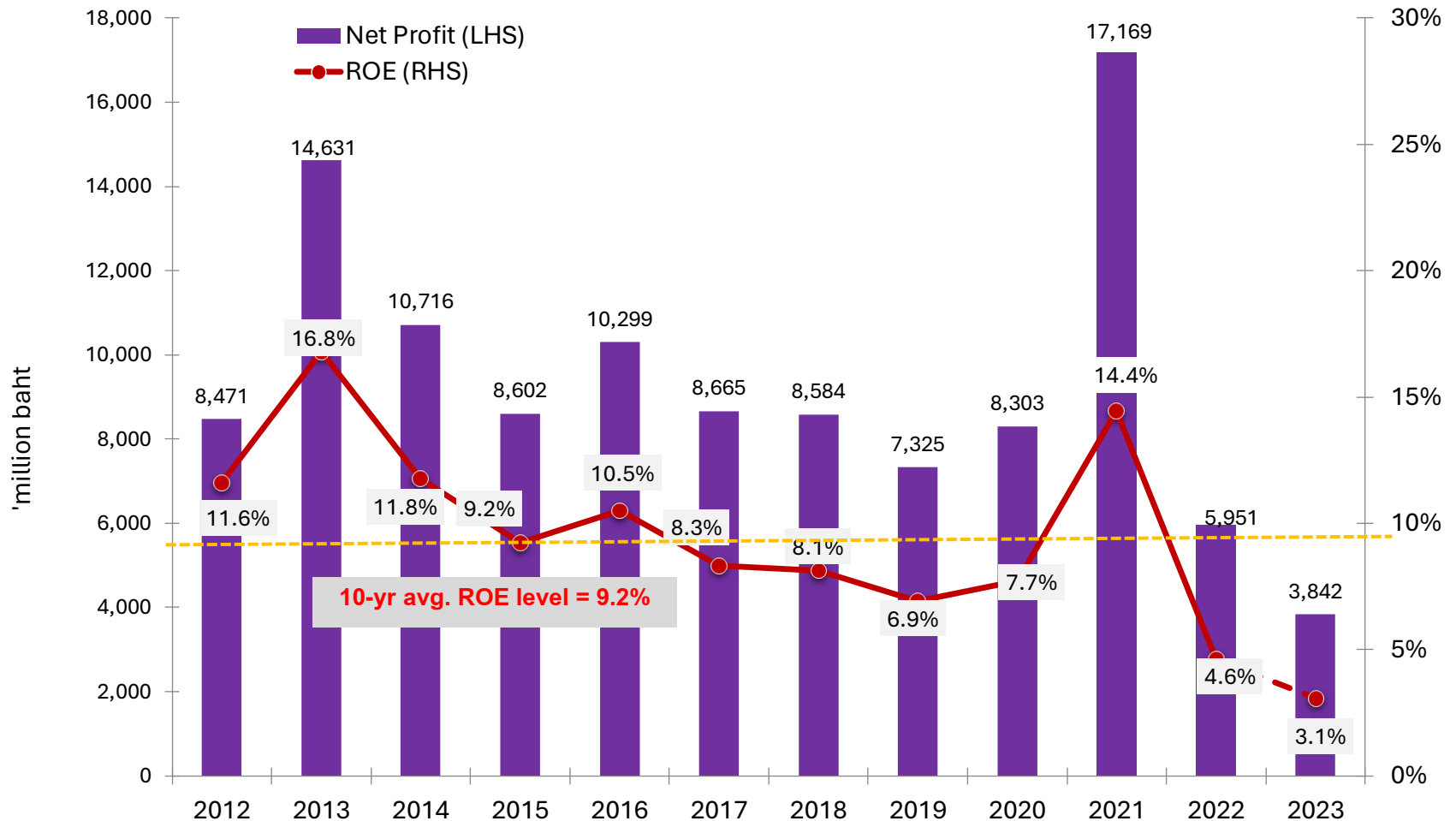


2022



2023

Net Profit and ROE of Securities Companies



Source : SEC (data from Bor.Lor.2/1)

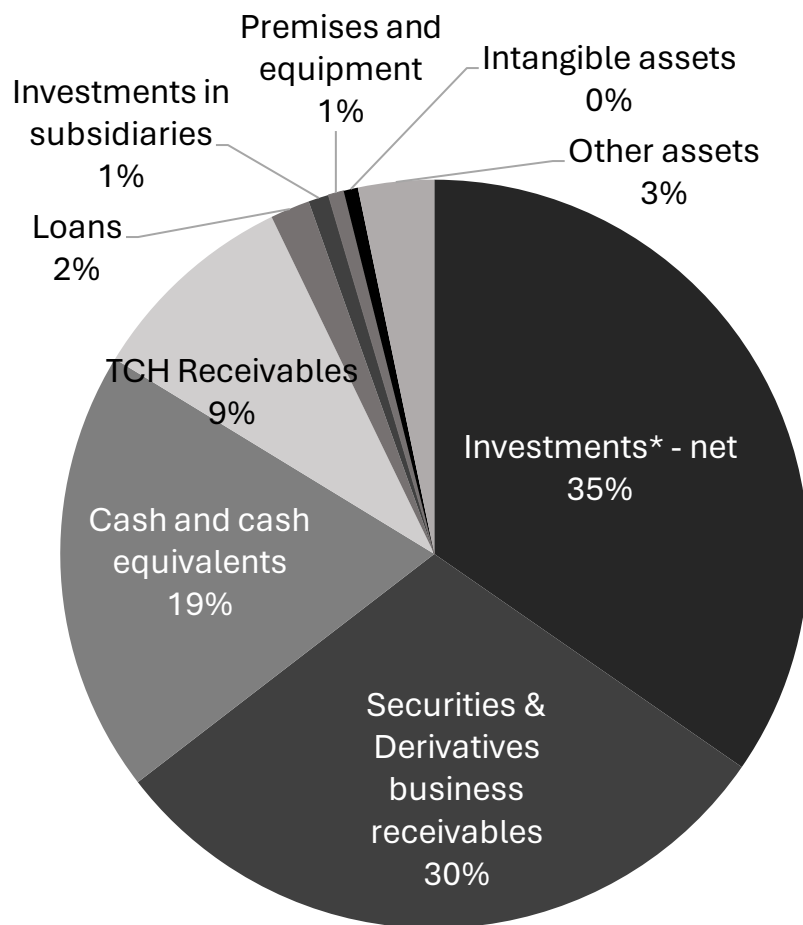
Aggregate Balance Sheet of Securities Companies

(unit : mil. baht)	2022	2023	%YoY
Cash and cash equivalents	108,999	96,872	-11.1%
Receivables from Clearing House	51,862	61,139	17.9%
Securities & Derivatives business receivables - net	170,229	142,336	-16.4%
Investments* - net	197,095	163,042	-17.3%
Loans	9,730	10,415	7.0%
Investments in subsidiaries and associates – net	5,032	5,063	0.6%
Properties, plants and equipment – net	3,816	4,174	9.4%
Intangible assets – net	3,523	3,784	7.4%
Other assets	18,655	22,638	21.3%
Total Asset	568,940	509,464	-10.5%
Borrowings from financial institutions	53,661	28,054	-47.7%
Payable to Clearing House	18,341	11,863	-35.3%
Securities & Derivatives business payables	290,380	270,459	-6.9%
Other debt instruments	46,115	43,095	-6.5%
Other liabilities	31,682	31,388	-0.9%
Total Liabilities	440,180	384,859	-12.6%
Total Equity	128,760	124,604	-3.2%

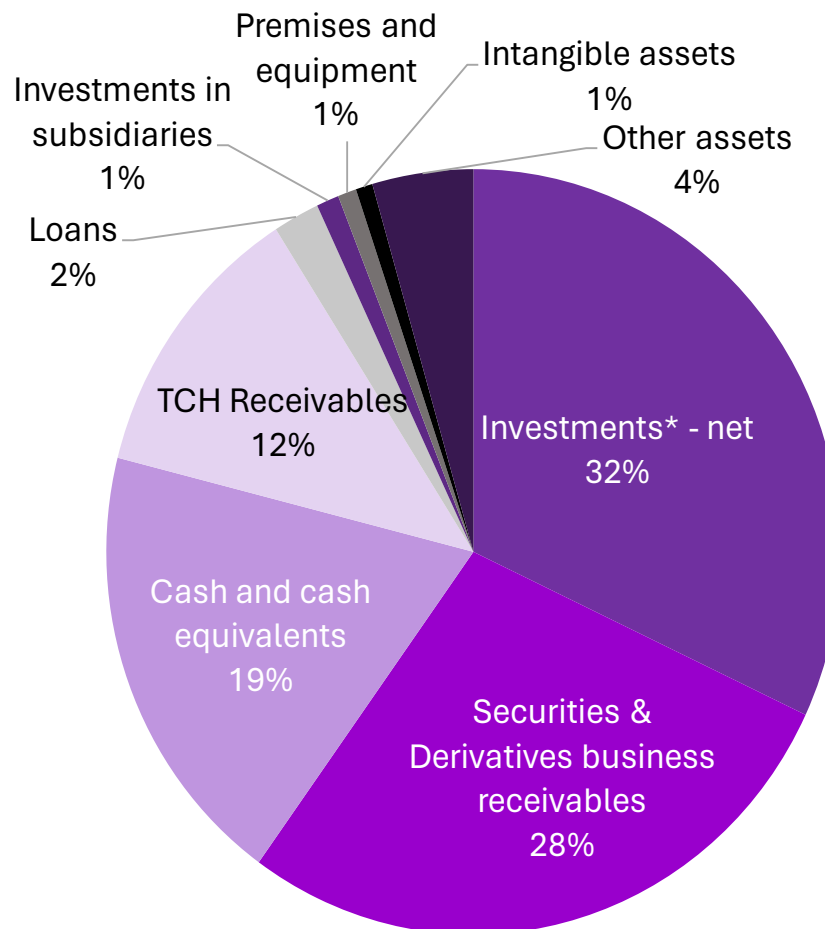
* Investments in Deposit at Fis, Debt instruments & equity

Source : SEC (data from Bor.Lor.2)

Assets Structure of Securities Companies

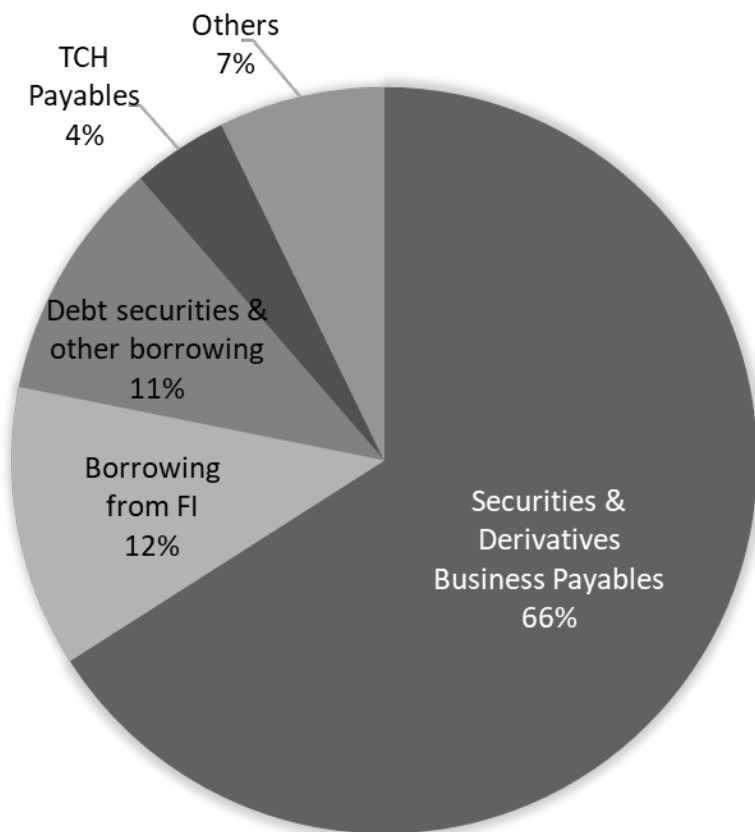


2022

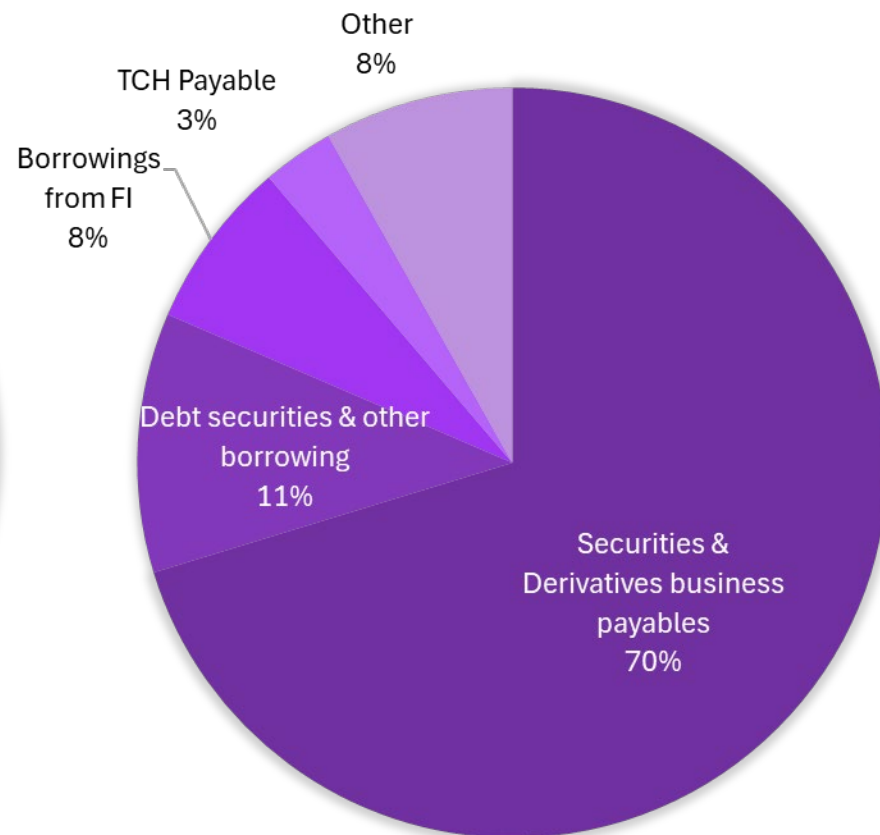


2023

Liabilities Structure of Securities Companies



2022



2023

Average Commission Rate - Equity

	2021			2022			2023		
Type of Investor	Trading Volume* (Mil. Baht)	Brokerage Fee (Mil. Baht)	Avg. Commission Rate	Trading Volume* (Mil. Baht)	Brokerage Fee (Mil. Baht)	Avg. Commission Rate	Trading Volume* (Mil. Baht)	Brokerage Fee (Mil. Baht)	Avg. Commission Rate
Total	45,233,600	32,615	0.072%	37,004,515	24,326	0.066%	25,913,893	15,759	0.061%
Total (x-prop)	40,997,605	32,615	0.080%	34,057,268	24,326	0.071%	24,012,532	15,759	0.066%

*Trading Volume (Buy+Sell) in SET and mai

Average Commission Rate - Derivatives

2021			2022			2023		
Trading Volume (L+S) (Contract)	Brokerage Fee (Mil. Baht)	Avg. Commission (Baht/Contract)	Trading Volume (L+S) (Contract)	Brokerage Fee (Mil. Baht)	Avg. Commission (Baht/Contract)	Trading Volume (L+S) (Contract)	Brokerage Fee (Mil. Baht)	Avg. Commission (Baht/Contract)
270,234,616	3,227	11.94	272,632,024	3,376	12.38	258,982,482	3,331	12.86

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