

The results of SSIF BRK FINANCIAL GROUP S.A. SEMESTER I 2021
Teleconference for analysts and investors

Presentation of results and main points of the speech

The management team of SSIF BRK Financial Group SA organized on August 13, 2021, starting with 13:00, the teleconference with investors regarding the financial results of the related company S1 2021.

Presenters:

- *Monica Ivan-CEO*
- *Razvan Rat-Deputy CEO*
- *Sandu Pali-Economic Director*

Therefore, the conference was divided into three sections, respectively:

- A. Presentation of financial statements S1 2021** - *Monica Ivan, Sandu Pali*
- B. Presentation of the answers to the questions addressed by email, according to the announcement** - *Monica Ivan*
- C. Q&A section** - *Monica Ivan, Razvan Rat, Sandu Pali*

- A. Presentation of financial statements S1 2021** - *Monica Ivan, Sandu Pali*

Key highlights S1 2021

We report a net profit of RON 14.8M through a very consistent contribution of both productive sectors, respectively the intermediation and administration of our own portfolio. To this is added the value of RON 11.89M - other elements of the overall result (revaluation of the package of shares held in Firebyte Games, which does not impact the profit and loss account but only the value of equity). Thus, by cumulating the result from the profit and loss account with the other elements of comprehensive income, resulting in RON 26.7M. In the following we will briefly present the evolution of the main business segments. BRK registers revenues from the intermediation activity of RON 8.98M (vs RON 4.08M in the similar period of last year); the corporate sub-segment, which generated revenues of RON 4.65M during this period, contributes decisively to this growth on the background of consistent intermediate values. The classic intermediation activity (intermediation of transactions on the Bucharest Stock Exchange and on international markets) generated revenues increasing by 6.1% compared to the same period last year. The positive evolution of the intermediation segment is also confirmed by the evolution of the market share: thus BRK reaches at the end of June 2021 a market share of 6.62% (vs 4.91% in H1 / 2020), on a volume of RON 1.21 billion (vs 610M in the second half of last year). Practically, BRK registered an increase of 100% in terms of intermediate turnover, given that the total turnover of the Romanian capital market increased by approximately 50%. In other words, BRK Financial Group actively participated in both public offerings of shares on the main market during this first half: it was the intermediary of the IPO carried out by One United Properties and a member of the distribution group of the offer carried out by Transport Trade Services. BRK also brokered 2 share listings and 4 private bond placements (the listing of which is ongoing) on the Multilateral Trading Segment (AeRo) of the Stock Exchange. The market making activity generated revenues of RON 2.7M (vs 1.90M in H1 / 2020), both components of this subsegment having remarkable evolutions. Thus, the activity of issuing 5 structured products and providing liquidity generated revenues of RON 1.87M (+ 6.8% vs H1 / 2020), but we want to clarify that, if in the first half of 2020 an exceptional factor could be invoked (excessive market volatility) which caused the good evolution, in the first half of this year, we are talking about a recurrence of revenues, BRK being the market leader in the structured products segment every month (unlike the similar period last year, when BRK occupy the third position). In relative terms, the market share increased from 19.83% in H1 / 2020 to 32.2% in H1 / 2021. The revenues obtained within the partnerships within the Issuer's Market Maker program are of 839k RON, compared to 145k RON in the similar period of last year. The increase is explained by the fact that BRK's customer portfolio for this service has grown to a number of eight issuers, BRK having a market share of 80% in this segment (last year this business segment was at an early

stage Development). Cumulating the revenues from the intermediation activity with those from the market making operations and decreasing all the operating expenses results in a profit from the basic activity of RON 4.44M, in line with the objective set to have a sustained profitability from the basic activity. The operations carried out on own account (other than the liquidity provision operations on certificates) brought us a total profit of RON 10.59M, composed of: net marked gains (+ 2.65M RON), gains from market markings (+ 6.98M RON), and other elements of financial income (provisions, interest, exchange rate differences) amounting to RON 954k. Also, by marking the market position held at Firebyte Games, we add the value of RON 11.89M with the mention that this marking impacts only the equity, which reached the value of RON 95.3M (compared to RON 68.64M at the end of 2020).

https://www.brk.ro/documente/relatii-investitori/raport_s1.pdf

B. Presentation of the answers to the questions addressed by email, according to the announcement

<p>Question 1 To what extent is the revenue for the ONE IPO reflected in the revenue in the second quarter?</p>	<p>I start by answering the questions of two investors, who are essentially identical (and which refer to how the income obtained through the ONE IPO is reflected): We recognized 60% of the value of the commission as income for the second quarter, and we will recognize the difference for the third quarter. We proceeded to the proportional recognition of revenues, in line with the lucrative effort of this project. I want to emphasize that for the fraction of 40% that will be recognized on income in the third quarter</p>
<p>Question 2 The money collected from IPO One United is reported in quarter 2 or quarter 3?</p>	<p>idem</p>
<p>Question 3 I am interested in the company's prospects and the performance of the investments made by BRK.</p>	<p>Regarding the perspectives, we have a line drawn through the objectives announced at the beginning of the year, we are on schedule with their fulfillment, but I point out the main points we have to reach:</p> <ul style="list-style-type: none"> • We want to maintain the line we have entered in the area of services offered to potential issuers (it's no secret, it's the service with the highest added value) • In the segment of structured products, we believe that the moment when we will list the first certificates in Vienna is getting closer • Regarding the Issuer's Market Making service, we have 12 instruments (11 shares and a series of bonds) for which we provide, but we would like to add 1-2-3 more clients in our portfolio, but it is more and more more difficult, because there are not many potential customers to be targeted with this service • In the area of traditional services (intermediation of the local and international market), we score nicely at the market share (we set out to reach 5%, we have 6.62% in June, the top is published in July where we have 8.76%), a maintenance in this interval it would be ideal, if we look that in December 2020 we had 3.70% <p>Cat priveste performanta investitiilor, aceasta este in linie cu evolutia pietei, am raportat 10M RON rezultatul operatiunilor in cont propriu.</p>
<p>Question 4 At the end of S1 BRK will most likely exceed the budgeted results for the entire year 2021.</p>	<p>We will not make a budget rectification, we are in August, there were no such discussions either at the Council level or at the executive level. We are in the middle of August, a convocation plus deadlines, it would be October, in addition an GMS is expensive both in budgetary terms and in terms of logistics. But as I already said, we want to keep pace, we have no intention of sleeping on one ear because we met our anticipated budget, you probably saw that we publicly reported 2 significant contracts.</p>

Do you plan to revise the proposed budget?	
Question 5 What is the company's dividend policy?	<p>Until last year, there was no question of a dividend policy, because we had historical losses to cover. Such a decision is up to the shareholders, and it is premature to express ourselves, because such a discussion can take place on the annual financial results.</p> <p>The financial statements show that we are a solid and liquid company, so if the shareholders want dividends, there is the possibility to allocate them.</p>
Question 6 How do you plan to redistribute the profit recorded this year?	As we said before, a distribution of profit will be the subject of OGMS 2022 and is the responsibility of shareholders.
Question 7 How many companies are you going to intermediate private placements for?	<p>Before pronouncing a figure, I would like to explain that a private placement has several phases, starting with: (i) the interest shown by a potential issuer in listing (ii) the contractual approval of the service and a preanalysis (iii) the actual analysis and the provision of the service (iv) making the placement and promoting it to investors. Now the much desired number: over 10, if you take into account those with whom we are in all the phases we have listed. In the advanced phase, we publicly announced that we have 2 approved contracts, and the value of the commission exceeds the significance threshold. We are working hard on this 2. In the others, we are rather in the discussion phase, with some in even more advanced discussions.</p>
Question 8 How many companies are you talking to about IPOs?	We actively promote the service among potential issuers, we have 2 leads on which we make an intense follow-up, but we are not sure.