

21 August 2024

SSIF BRK FINANCIAL GROUP S.A. Results as of June 30, 2024 (unaudited) Analysts and Investors Conference Call

Presentation of Results and Key Highlights from the Speech

The management team of SSIF BRK Financial Group SA organized a conference call with investors on August 21, 2024, starting at 14:00, regarding the unaudited financial results as of June 30, 2024.

Presenters:

- Monica Ivan Chief Executive Officer
- Alexandru Paul Stiopei Operations Director

The conference was divided into three sections:

- A. Presentation of the unaudited financial statements as of June 30, 2024
- B. Presentation of responses to questions submitted via email, as per the announcement
- C. Q&A Session
- A. Presentation of the unaudited financial statements as of June 30, 2024 Monica Ivan, Paul Stiopei

Key Aspects

A. Presentation of the Unaudited Financial Statements as of June 30, 2024

Slide 1:

Good afternoon and welcome back. Today, we present the financial results achieved by BRK Financial Group in the first half of this year. These results were published yesterday, August 20.

Slide 2: Disclaimer

We would like to mention that this conference is being recorded, and your continued participation constitutes your agreement. A transcript of the conference will be posted on the BRK website in the coming days.

Slide 3: Individual Statement of Comprehensive Income

Regarding the individual statement of comprehensive income for the first semester, we managed to remain profitable, reporting a profit of 1.13 million lei after the first three months of the year, compared to a loss of 4.1 million lei in the same period last year. At the core business level, we achieved a gain of 4.43 million lei, while the investment activity (house account management) recorded a loss of 3.3 million lei. As previously mentioned in our meetings, the core business refers to the four market risk-exposed segments: (1) transaction brokerage, (2) corporate operations – services provided to issuers – listings, in short, (3) issuance of structured products and liquidity provision, and (4) market-making services



provided to issuers.

We will go into more details at the sub-segment level in the following slides.

Slide 4: BRK Business Model

This slide illustrates the BRK Financial Group business model. You can observe the major segment of brokerage with its sub-segments – transaction brokerage and listing brokerage – as well as the major segment of market-making activities and proprietary portfolio management. We have structured product transactions, where the profit comes from the trading spread, and the operations are conducted in a fully hedged regime. Then, there's the Issuer Market Making segment, highlighting the revenues from the contracts we have with issuers, and finally, the management of our own portfolio.

Slide 5: Brokerage Activity

Regarding brokerage activity, for the first six months of the year, we achieved a positive result of 4.3 million lei, up 80% compared to the 2.4 million lei achieved in the same period last year. All three segments of the brokerage business (domestic market trading, international markets trading, and issuer services) generated total revenues of 8.76 million lei, showing a sustained increase compared to H1-2023. The increase in brokerage revenues was largely due to the higher intermediate value. Revenues from brokerage commissions also increased compared to H1-2023. Additionally, there is a notable increase in client assets (+8.26% in Q2-2024 vs. Q2-2023), seen both through the increase in the amounts in their accounts and the number of investors. This is an encouraging aspect for the capital market in general, not just for BRK. BRK intermediated transactions worth a total of 1.18 billion lei at the BSE in H1-2024 and ranked 6th among BSE intermediaries.

Slide 6: Solid Market Positioning

Regarding market positioning, turnover in the first semester of the year amounted to 1.29 billion lei, with a market share of 4.21%, considering all segments. The market share for equities and fund units was 6.01% at the end of the first six months of the year. As seen in the chart on the left, BRK's activity in terms of traded value has consolidated over the last four quarters. On the AeRO market (chart on the right), we achieved a market share of 8.83%, with a total traded value of 46.72 million lei, positioning us 4th among intermediaries at the end of the first semester.

Slide 7: Market Making Activity

Moving on to the second productive area, the market-making segment, where total revenues increased from 4.04 million lei in H1-2023 to 5.42 million lei in Q4-2024, mainly due to the increase in revenues from market-making services provided to issuers, from 296 million lei in H1-2023 to 3.72 million lei in H1-2024. Net gains from structured product transactions rose to 1.69 million lei, up from 1.07 million lei in the same reference period.

Regarding developments:

- For issuer market making see the chart on the top right for quarterly revenue evolution revenues peaked at 2.21 million lei at the end of the first quarter of this year, driven by ongoing contracts. There were no significant variations in the number of clients we attracted three new clients in the first six months of the year (ROC1, TRANSI, and SFG).
- For structured products, we had to slightly reduce the trading spread, and around mid-2023, there was a downward trend in revenues due to declining trading volumes. As seen in this chart, this segment has higher revenue volatility, depending on market volatility. We embrace the cyclicality of this business segment, which nonetheless brings important and consistent revenues with zero market risk exposure as you know, we fully hedge these exposures. Despite this, there has been a consolidation of net gains from structured product transactions over the last four completed quarters.



Slide 8: Solid Market Positioning

Regarding Market Positioning in issuer market making, we hold a market share of 61.29%, and we aim to add more clients to our portfolio if possible. In other words, 19 out of the 31 issuer market-making contracts in the market are signed with BRK.

For structured products, we maintain our position as the market leader with a share of 33.45%, a slight decrease compared to Q1 2024, when we had 34.77%. This segment is difficult to influence through our actions, as it depends on investor appetite for structured products in general. On a personal note, I believe their appetite is driven by market volatility. We position ourselves neutrally, issuing structured products in both directions (long and short), trying to make them symmetrical, and then the decision lies with the investors.

Slide 9: Individual Statement of Financial Position

Regarding our financial position, we have an atypical balance sheet structure – probably comparable to that of a bank – because some client assets (cash, unsettled amounts, and international market assets) pass through BRK's balance sheet. In short, for a more accurate picture of a segregated balance sheet, approximately 129.17 million lei related to client assets should be eliminated from the balance sheet, as these amounts are strictly segregated from an accounting and banking standpoint.

Slide 10: Q&A

Thank you. We are now open to your questions.

B. Presentation of Responses to Questions Submitted via Email, as per the Announcement

No.	Investor Question	BRK Response
1	You confirmed the strong operational results from the first quarter in the second quarter as well—likely aligned with the activity trends at BSE. My question is whether these figures are sustainable for the next two quarters, considering that there seems to be a certain "calmness" in trading activity at BSE?	From our perspective, the trend is sustainable for the next two quarters, based on the fact that the only business segment directly dependent on the volume at BSE is transaction brokerage. The other subsegments have different revenue drivers: for example, the issuer market-making segment is influenced by ongoing contracts, which are long-term partnerships. Trading structured products is more correlated with international market activity, and I would add that a potential lull at BSE has historically led to increased trading volumes in structured products. Lastly, within the structure of brokerage-related revenues at BSE, we have certain revenues (such as account maintenance fees, dividend collection fees, etc.) that form a stable revenue base.
2	What plans do you have in the area of listings for the second half of the year?	A major operation on our agenda is the capital increase for Teraplast, along with two bond listings following private placements conducted in the first half of the year. Regarding our project pipeline, we are working on approximately 4-5 projects, and I expect 2-3 of them to materialize through placements followed by listings.
3	To what extent is the budget approved in the General Meeting of Shareholders achievable by the end of the year?	Regarding the operational activity (the more predictable segment of the budget), after six months, we are exceeding the budget provisions (operational activity result achieved: +4.4M RON vs. budget provisions of 6.5M RON/year, thus 3.25M RON per semester). In terms of investment activity, we are



4	At the General Meeting of Shareholders in March, the	underperforming—we are still dealing with the structure of our portfolio. The portfolio strategy is under review. We have moved towards reducing exposures, adopting a more passive approach to the market, focusing on debt reduction and consequently lowering interest expenses. The first positive effects of this change in approach are already visible, and we are striving to meet the aggregated budget targets at 9 and 12 months. I would first refer to the revenue growth objective. As you can see from the six-month results, we reached 14.2M RON in revenues
	revised version of the BRK 2028 Strategy was approved. We noticed some long-term quantitative targets there. Could you specifically update us on the progress in line with what was approved?	compared to 8.9M in the same period last year. Here, I believe we are on the right track, and as I previously explained, we have a satisfactory dispersion of revenue sources. Additionally, the profit from core activities (4.4M RON in six months) seems to definitively dispel the myth that brokerage is not a profitable business (in general). I also want to point out that technological challenges compel us to invest and incur significant costs in the area of technology (applications, tools, both for client interfaces and internal systems). The impact of these costs is not negligible, and aligning revenue growth with the amortization of these costs is a challenge. The reality is that these costs/investments are no longer optional—they are almost mandatory to align with industry practices, competitor activities, and legal requirements.
5.	Regarding the two General Meetings in July and August, what changes will be made to BRK's governance system?	You are referring specifically to the election of an administrator to complete the structure of the Board of Directors and the subsequent amendment of the Articles of Association. Simply put, no applications were received for the vacant position on the Board of Directors, and consequently, I was proposed to be part of the Board. In this context, it was necessary to amend the Articles of Association, as the previous version stipulated that the Board consisted exclusively of non-executive members. I would like to emphasize that it is common practice for executive directors to be board members—there are plenty of examples in both regulated entities and listed companies.
6.	1) Is there any activity at FireByte other than moving the headquarters?	Given the current context of the gaming market, FireByte has been restructuring and optimizing its costs since last year.
7.	2) BRK Power Energy, is there any progress with this project, or has it been sidelined like the "Certificates in Vienna" project?	Yes, progress is being made. The company secured the necessary capital in December 2023, the construction work is in full swing, and according to the latest schedule provided by the general contractor, the power plant is expected to become operational starting October 2024.
		BRK Power Energy, through its project company BRK Cogen, launched its first investment project in January 2024 in Vatra Dornei, consisting of a gas-powered power plant with two electric engines, each having an electrical capacity of 1.5 MWh. BRK Cogen leased the property from the Vatra Dornei City Hall, which will serve as the power plant's site, and obtained all necessary permits for construction and connection to the gas



		network and the Vatra Dornei electrical station. The investment value is approximately 3 million euros, of which about 1.4 million euros represents supplier credit from the electric engine manufacturer. According to the latest schedule advanced by the General Contractor, the power plant will become operational in October 2024.
8.	3) When will you hire a competent risk manager who can successfully fulfill the responsibilities of the position? It seems that this job listing has been up for over two years, and you still haven't found someone. https://www.brk.ro/desprenoi/cariere/administrator-derisc/	We hired a risk manager in April 2024, and your interpretation that "we have not found a risk manager for two years" is incorrect. For clarity, the position was vacant for about six months (October 2023 to March 2024). I would like to mention that there is an acute shortage of trained specialists for brokerage company positions, and when a position becomes vacant, we face real difficulties finding a replacement. This is why we keep multiple positions open on our website to build a small database to refer to when seeking personnel.
9.	4) For the average BRK shareholder, what are the benefits of having the company's CEO also be part of the Board of Directors?	This solution was reached because no applications were received for the vacant Board position. So, the first benefit is that it was the only way to unblock the situation. I would also like to add that it is a common practice for executive directors to be board members—there are many examples in both regulated entities and listed companies.
		After BRK received the decision rejecting the authorization of Mr. Danila (former administrator and President of BRK), the acting administrators initiated procedures to call the Ordinary General Meeting of Shareholders to elect a new administrator. By June 17, 2024 (the deadline for candidacy submissions), no applications had been received. In these circumstances, and to address the issue of non-executive leadership, my candidacy was proposed by the acting administrators under two conditions (amending the Articles of Association to allow at least one administrator to hold an executive position). Given the conditions, I accepted, although it does not guarantee that things will happen as planned, considering the stipulations.
		Of course, the shareholders' vote is sovereign, and I would like to take this opportunity to thank the shareholders for their trust, as they have given me their vote of confidence in the last two general meetings regarding the administrator mandate. I am honored, regardless of the outcome of the ASF validation, even if it results in rejection. I am satisfied that I have done everything possible given the circumstances.

Thank you very much for your participation, for the questions asked, and we hope that our responses have been clarifying. We also thank you for the trust you have placed in us! We encourage you to send any requests or inquiries to us at any time at ir@brk.ro.





Prezentarea
Situațiilor financiare
Semestriale
S1 2024

30 iunie 2024

Disclaimer

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Situația individuală a rezultatului global

_ In lei	30.06.2024	30.06.2023
Venituri activitatea de baza Venituri din activitatea de intermediere Venituri comisioane intermediere Venituri corporate Alte venituri activitatea de baza Cheltuieli comisioane Intermediere	14.184.826 8.761.160 4.503.007 270.220 3.987.933 (1.395.454)	8.833.508 4.789.371 2.601.405 201.435 1.986.531 (684.990)
Venituri nete din comisioane	7.365.706	4.104.381
Venituri din activitatea de market making Castiguri nete din tranzactii cu produse structurate Venituri servicii market making prestate emitentilor Cheltuieli cu licente si emitere produse structurate Venituri nete din Activitatea de market making	5.423.666 1.695.684 3.727.982 (225.609) 5.198.057	4.044.137 1.076.341 2.967.796 (126.146) 3.917.991
Total Cheltuieli activitatea de baza Cheltuieli salariale si beneficii angajati Cheltuieli comisioane piata si intermediari Cheltuieli privind prestatiile externe Cheltuieli cu colaboratorii Alte cheltuieli activitatea de baza Ajustari de valoare ale activelor necorporale si corporale	(8.133.252) (5.047.574) (629.124) (1.276.977) (227.010) (499.522) (453.045)	(7.476.690) (4.150.105) (762.637) (1.379.275) (64.543) (685.390) (434.740)
Profit / (pierdere) din activitatea de baza	4.430.511	545.682

Castiguri/(Pierderi) nete realizate din instrumente financiare Venituri din dividende	372.687 203.681	240.833 263.875
Venituri din dividende Venituri din tranzactii cu actiuni si obligatiuni realizate	1.319.143	1.365.160
Pierderi din tranzactii cu actiuni si obligatiuni realizate	(1.150.137)	(1.388.202)
r letderi diri tranzaetii ed aetidrii 3i obilgatidrii realizate	(1.150.157)	(1.000.202)
Castiguri/(Pierderi) nete din evaluarea activelor financiare masurate la valoarea justa prin profit si pierdere	<u>(1.975.675)</u>	<u>(1.651.367)</u>
Venituri din evaluarea activelor financiare masurate la valoarea justa prin profit si pierdere Pierderi din evaluarea activelor financiare masurate la valoarea	3.985.919	5.657.117
justa prin profit si pierdere	(5.961.594)	(7.308.484)
Venituri/(cheltuieli) nete provizioane active financiare imobilizate Venituri anulare provizioane active financiare imobilizate	<u>(860.975)</u>	<u>(1.000.000)</u> -
Cheltuieli provizioane active financiare imobilizate Alte venituri/(cheltuieli) nete din dobanzi si diferente de curs	(860.975)	(1.000.000)
valutar	<u>(1.135.099)</u>	<u>(1.997.071)</u>
Venituri dobanzi imprumuturi si obligatiuni	414.761	200.165
Venituri dobanzi credite marja	43.126	55.170
Venituri dobanzi altele	18.830	11.936
Cheltuieli cu dobanzi	(1.611.816)	(2.149.073)
(Cheltuieli)/Venituri diferente curs valutar house	-	(115.269)
Venituri/(cheltuieli) nete provizioane pentru riscuri si cheltuieli Cheltuieli cu provizioane pentru riscuri si cheltuieli	<u>351.786</u>	<u>184.049</u>
Venituri anulare provizioane pentru riscuri si cheltuieli	351.786	184.049
Alte provizioane nete	-	-
Alte venituri/(cheltuieli) nete	(48.980)	<u>70.426</u>
Castiguri/(Pierderi) nete din vanzarea de active	11.117	- (0= 00=)
Alte cheltuieli operationale	(157.810)	(35.287)
Alte venituri operationale	97.713	105.713
Rezultatul activitatilor din investitii	(3.296.256)	(4.153.130)
Rezultatul activitatilor de exploatare	1.134.255	(3.607.448)
Cheltuieli cu alte beneficii pe termen lung ale angajatilor	-	(523.396)
Profit inainte de impozitare	1.134.255	(4.130.844)
Cheltuiala cu impozitul pe profit	-	
Profit din activitati continue	1.134.255	(4.130.844)
Activitati intrerupte	-	-
Pierdere din activitati intrerupte (dupa impozitare)	-	-
Profitul perioadei	1.134.255	(4.130.844)



Modelul BRK

Servicii de intermediere

Venituri din comisioane de intermediere a tranzacțiilor pentru investitori cu acces la bursa locală și la piețele externe



Venituri din comisioane intermedieri **listări** și acces la **capital** pentru companiile românești, precum și derularea de **operațiuni corporative** specifice companiilor listate

Servicii de administrare și investiții





Emitenți Investitori instituționali Investitori individuali



Venituri din spread-ul de tranzacționare cu **produse structurate**



Venituri servicii market making prestate emitenților

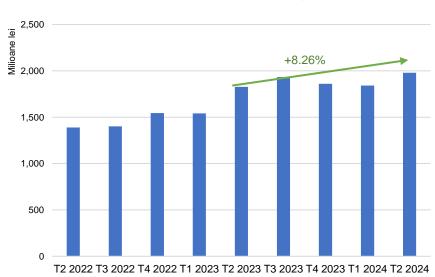


Activitatea de administrare capital pe contul propriu și tranzacționare în marjă



Activitatea de intermediere

Active gestionate ale clienților

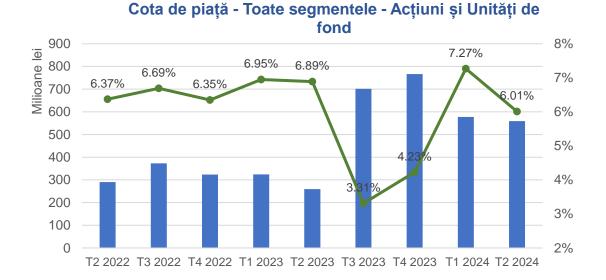


	30.06.2024	30.06.2023
Venituri din comisioane pe piata interna	3.908.089	1.770.968
Venituri din comisioane pe piata externa	333.506	612.743
Venituri din activitati conexe	261.412	217.694
Venituri comisioane intermediere	4.503.007	2.601.405
Venituri corporate	270.220	201.435
Alte venituri intermediere	3.987.933	1.986.531
Total venituri din activitatea de intermediere	8.761.160	4.789.372
Cheltuieli salariale și beneficii angajați	(2.146.622)	(1.287.877)
Cheltuieli comisioane piață și intermediari	(1.395.454)	(684.990)
Cheltuieli privind prestațiile externe	(361.546)	(172.909)
Cheltuieli cu colaboratorii	(227.010)	(64.543)
Alte cheltuieli activitatea de bază	(316.709)	(170.362)
Total cheltuieli din activitatea de intermediere	(4.447.340)	(2.380.681)
Rezultatul activității de intermediere	4.313.820	2.408.690



Poziționare solidă pe piață

Toate segmentele

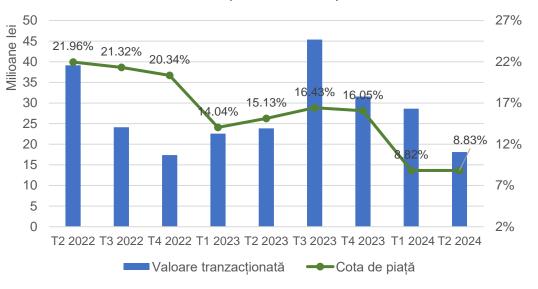


---Cota de piață

Valoare tranzacționată

Acțiuni - AeRO

Cota de piață - AeRO - Acțiuni



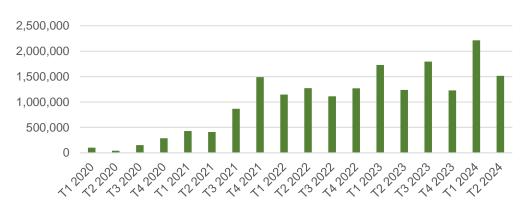


Activitatea de market making

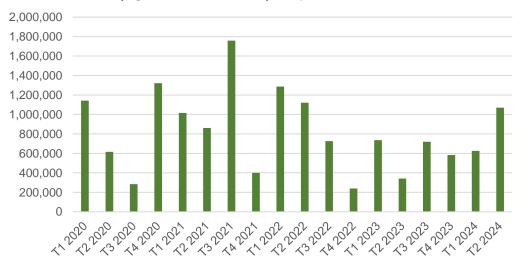
	30.06.2024	30.06.2023
Castiguri nete din tranzactii cu produse structurate	1.695.684	1.076.341
Venituri servicii market making prestate emitentilor	3.727.982	2.967.796
Total venituri din activitatea de market making	5.423.666	4.044.137
Cheltuieli salariale și beneficii angajați	(906.069)	(1.215.986)
Cheltuieli comisioane piață și intermediari Cheltuieli privind prestațiile externe	(711.485) (347.732)	(126.146) (391.686)
Alte cheltuieli activitatea de bază	(23.540)	(85.173)
_Total cheltuieli din activitatea de Market Making	(1.988.825)	(1.818.991)
Rezultat din activitatea de Market Making	3.434.841	2.225.146

	30.06.2024	30.06.2023
Venituri din dividende	203.681	263.875
Câștiguri/(Pierderi) din tranzacții cu acțiuni și	400.000	(00.040)
obligațiuni realizate	169.006	(23.042)
Câştiguri/(Pierderi) nete din evaluarea activelor		
financiare măsurate la valoarea justă prin profit și		
pierdere	(1.975.675)	(1.651.367)
Venituri/(cheltuieli) nete provizioane active		
financiare imobilizate	(860.975)	(1.000.000)
Alte venituri/(cheltuieli) nete din dobanzi si		
diferente de curs valutar	(1.135.099)	(1.997.071)
Alte venituri/(cheltuieli) nete	(48.980)	70.426
Venituri/(cheltuieli) nete provizioane pentru riscuri		
si cheltuieli	351.786	184.049
Rezultatul activității de administrare a		
portofoliului	(3.296.256)	(4.153.130)_

Venituri din servicii de market making prestate emitenților



Câștiguri nete din tranzacții cu produse structurate

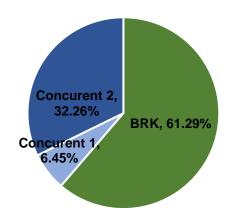




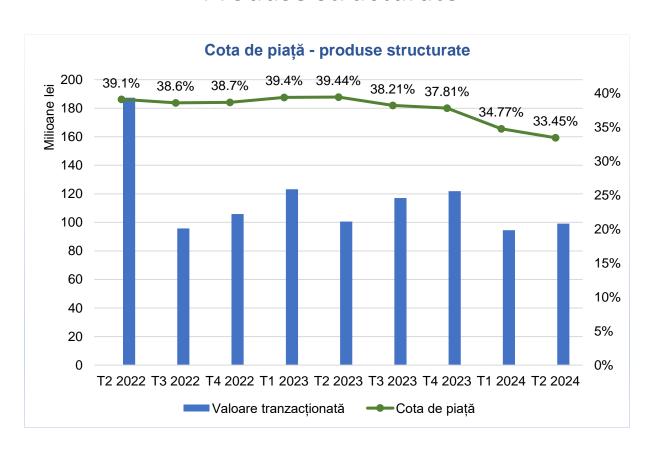
Poziționare solidă pe piață

Market Making

Cota de piață - Market Making Emitenți ca număr de contracte încheiate în piață, lunie 2024



Produse structurate





Situația individuală a poziției financiare

In lei	30.06.2024	31.12.2023
Active		
Imobilizari necorporale	250.250	260.945
Imobilizari corporale	9.547.084	9.599.002
Active financiare evaluate la valoare justa prin alte elemente ale rezultatului global	41.127.174	38.622.163
Active financiare evaluate la valoare justa prin contul de profit si pierdere	36.843.048	40.529.391
Credite si avansuri acordate	4.401.822	4.404.460
Creante comerciale si alte creante	2.594.862	2.754.448
Alte active financiare	52.047.344	70.350.380
Cont in banca aferent clientilor	129.170.896	107.453.100
Numerar si echivalente de numerar	369.378	696.225
Total active	276.351.858	274.670.114
Datorii		
Imprumuturi din Obligatiuni	24.624.990	24.560.706
Datorii privind leasing-ul financiar	200.479	244.826
Provizioane	24 225 422	-
Total datorii pe termen lung	24.825.469	24.805.532
Dobanzi Obligatiuni	452.816	420.921
Datorii privind impozitul pe profit amânat	558.190	558.190
Datorii privind impozitul pe profit curent	-	-
Dividende de plata	365.271	365.271
Datorii bancare pe tement scurt	9.982.820	19.347.583
Partea curenta a datoriilor privind leasingul financiar	205.579	236.422
Sume datorate clientilor (disponibilitatile clientilor)	161.283.372	162.415.869
Datorii comerciale si alte datorii	22.658.477	11.126.557
Provizioane	90.547	557.628
Total datorii curente	195.548.731	195.028.441
Total datorii	220.374.200	219.833.973
Capitaluri proprii Capital social	50.614.493	50.614.493
Ajustare capital social	4.071.591	4.071.591
Prime de capital	5.355	5.355
Rezerve din reevaluarea activelor financiare evaluate la valoarea justa prin alte	5,555	
elemente ale rezultatului global	(15.768.029)	(15.754.841)
Alte rezerve	15.320.672	15.421.788
Total rezerve	1.091.923	(333.053)
Rezultatul curent	1.134.255	382.119
Rezultatul reportat	550.981	95.637
Total capitaluri proprii atribuibile actionarilor Societatii	55.929.318	54.836.142
Total capitaluri proprii si datorii	276.351.858	274.670.114

Q&A Vă mulțumim!



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