

November, 2020

Results of SSIF BRK FINANCIAL GROUP S.A. Q32020
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 November 26, 2020, starting with 17:00, the teleconference with investors regarding the financial results of the related company for Q32020.

Presenters:

- *Monica Ivan-CEO*
- *Razvan Rat-Deputy CEO*
- *Sandu Pali-CFO*

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

- A. Presentation of the financial statements-** *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 the financial results for Q32020-** *Monica Ivan, Sandu Pali*

Key aspects Q3/2020

- The turnover has doubled compared to Q32019, reaching RON 5 million, due to significant increases in the 3 intermediation activities (local market, international market, corporate services);
- Intermediation of transactions with structured products reached RON 228 million (from 60 million), registering an increase of 280%;
- Expenses increased by 13% in Q32020 (correlated with business growth);
- Staff related costs decreased in 2020 (-8.9%);
- Insignificant own debt.

Intermediation segments

Domestic market

The commissions related to the trading services at BVB registered an increase of 51% 2019Q3 RON 1.5 million / 2020Q3 RON 2.27 million

International market

4-fold increase in revenues from intermediation in foreign market transactions;
2019 Q3 RON 0.42 mil / 2020 Q3 RON 1.94 mil

Corporate services

Corporate sub-segment revenues doubled;
2019 Q3 RON 0.37 mil / 2020 Q3 RON 0.78 mil

Asset management segment

Loss during the first 6 months RON 4.48 mil.

Q3 result RON 4.72 mil.

Result during the first 9 months RON 0.24 mil.

The rebound was influenced by:

- Profit from market marking of the quotas of the instruments in the portfolio (there were significant losses during the last reporting period);
- Increasing turnover from structured products issued by BRK;
- Profit taken from BVB transactions;
- Increases in dividends received (RON 1.81m, meaning +30% compared to 2019Q3)

Market positioning

- The only intermediary listed on the stock exchange;
- The only issuer of structured products in Romania;
- Long and short turbo certificates with leverage effect;
- Underlying assets: Dow Jones Industrial Average, West Texas Intermediate (oil), Gold Futures
- In 2020, we brokered private placements for: Holde Agri Invest, Golden Food Snacks, Chronostyle International;
- BRK was awarded for the most active intermediary for increasing liquidity in 2019 by BVB, or the second consecutive year;
- Starting with September 2020, BRK has become a member of Wiener Borse and other Austrian capital market institutions (OeKB-CSD and CCP-A), in order to list its structured products on these markets, membership being a first step in this direction.

Market maker for:

- AAGES
- MedLife
- TeraPlast
- Romcarbon
- Purcari

Statement of financial position

	2020Q3	31.12.2019	%
Intangible assets	753,984	1,121,729	32.8%
Tangible assets	5,715,496	5,887,007	-2.9%
Financial assets	46,648,430	44,644,883	4.5%
Other assets	92,378,080	93,020,932	-0.7%
Total	145,495,990	144,674,551	0.6%

Statement of comprehensive income

	2020Q3	2019Q3	%
Fee and commission income	5,008,080	2,302,254	117.5%
Financial income	240,321	15,627,976	-98.46%
Other income	947,534	712,389	33.01%
Income from continuing activities	6,195,935	18,642,619	-66.76%
Total expenses	8,426,671	-7,423,380	13.5%
Profit / Loss	2,230,736	11,219,239	-119.9%

B. Presentation of the answers to the questions addressed by email, according to the announcement**Question no. 1 Romlogic What news do you have about the potential external contracts for the Equinox device and the ecosystem offered with it?**

Romlogic Technology has an ongoing contract with a partner in Greece, the Equinox devices will be sold on this market starting next summer. The company has received a prepayment from the Greek partner, in order to update the software to meet the requirements of applicable law. Compared to the other prospected markets (Malta, Denmark, Norway, Indonesia or Saudi Arabia) there are no significant changes, the equipment being sent for testing and most likely the situation of collaborations will resume with the return to normal worldwide taxi market.

Question no. 2 Romlogic: What is the situation with the sales of the Equinox device in Romania?

The taxi industry was one of the most affected by the COVID-19 pandemic, the number of taxi runs performed on the Romanian market decreasing by 70% during March, April, and May of this year. In this context, sales were at a low level. The positive aspect is that the Equinox equipment has become more and more reliable with each software update.

Question no. 3 Romlogic: What is the competition for the Equinox device in Romania and how is it different / better?

Of course, we have performed a comparative analysis and we appreciate that the device developed by Romlogic, together with the suite of applications it comes with, makes it the most competitive on the market. In short, the Equinox device incorporates functions that cover all the needs of a taxi driver - a turnkey solution in other words. Starting with the fact that among the solutions on the market, Equinox is the only digital device, I emphasize a few details that differentiate it from the competition: connectivity on all channels (Bluetooth, Wi-Fi, including 4G), location solutions, fleet management, dispatching, navigation functions, card payment and Android integration.

Question no. 4 Romlogic: With Mr. Musat Sorin out of the shareholding, how do you ensure the loyalty of RomLogic employees and collaborators?

Mr. Musat Sorin is the Chairman of the Company's Management Board and a shareholder of SC Romlogic Technology S.A. Management contracts involve clauses that motivate and retain managers. The loyalty of the employees will be achieved through the possibility of their participation in the company's profit.

Question no. 5 Firebyte: What's new about Firebyte?

Firebyte Games SA, the company controlled by the BRK Financial Group, has perfected collaborations with external publishers in order to develop and publish games for mobile devices.

This year, the company produced over 20 prototypes of games for mobile devices. Development expenditures are fully supported by external partners.

Question no. 6 Firebyte: What's new about Firebyte? What games are in development and when do you expect them to be ready?

A number of approximately 10 prototypes of games for mobile devices with are sent to external partners with a monthly frequency. Whether they are to be placed on the market or not is established based on the tests performed.

Question no. 6 Firebyte: How do you ensure employee loyalty?

Loyalty of employees will be achieved through the possibility of their participation in the company's profit.

Question no. 7 GoCab Software: What's new about GoCab software?

The GoCab platform was launched in Bucharest on May 15, 2020, and in the second half of July, the process of expanding the application nationwide began. Until now, GoCab is operational at the level of 7 counties and we aim to cover all the county seat municipalities.

Question no. 8 GoCab Software: What is the dynamic of orders through this application?

The main investments made were marketing, so that the application became increasingly used by taxi customers.

Given the mobility restrictions imposed by the authorities, the number of orders for taxi services is low. However, the number of daily orders delivered amounts to 1-2,000 orders.

Question no. 9 GoCab Software: How many taxis are registered on GoCab? What is the dynamic?

The number of registered cars that use the GoCab application for taking orders, is over 2,700 nationwide, being registered daily a number of 5-20 new accounts.

Question no. 10 GoCab Software: What information could you give us about the number of downloads and their dynamics for the GoCab client application?

The cumulative number of downloads for both platforms is over 30.000.

Question no. 11 GoCab Software: Who are the shareholders of GoCab Software?

GoCab was set up with 4 Taxi dispatchers from Bucharest as partners. Right now, the majority shareholder is SAI Broker SA, a company owned by SSIF BRK Financial Group. Based on the partnership agreed that is based on the performance of the dispatchers regarding the number of cars using the application, they will receive shares up to 40% of the company.

Question no. 12 GoCab Software What is done to retain employees?

Management contracts involve clauses that motivate and retain managers. The loyalty of the employees will be achieved through the possibility of their participation in the company's profit.

Question no. 13 Star Residence Invest: Is Star Residence Invest the same as REIT Capital SA as it appears in the report on Q3 2020?

No, it is not the same company; REIT Capital Invest is the company that will manage Star Residence Invest SA.

Question no. 14 Star Residence Invest: From the recent article in wall-street.ro it appears that IMPACT controls Star Residence while in the BRK Report it appears that BRK controls 99% of REIT Capital SA. What is the explanation?

The answer is given at the previous question.

Question no. 15, Trading on the Vienna, Budapest and Warsaw stock exchanges: What are your first impressions of participating in Vienna?

As we stated in the press release given on the occasion of the membership at the Vienna Stock Exchange, the purpose of BRK is a clear one, namely to list structured products. Of course, we use this period until the listing of products to comply with the legislation, systems and working procedures of Austrian entities and the improvement of internal ones.

Question no. 16 Trading on the stock exchanges in Vienna, Budapest and Warsaw: How do you see the dynamics of the transactions performed on this stock exchange by BRK?

We see a positive dynamic. Prior to the decision to operate in foreign markets, certain analyses were made on this subject and their result gives us hope that we can improve the results in this business segment.

Question no. 17 Trading on the Vienna, Budapest and Warsaw stock exchanges: What can you tell us about participating in other European stock exchanges?

The markets in Poland and Hungary will be addressed by BRK after we complete the procedures in Vienna. As we have publicly announced, we are also moving our business to countries such as Poland, Hungary, where we will become members of local capital market entities, including CCPs. Here we will develop the segment of Market Making and Structured Products

Question no. 18 BVB trading: Trading on BVB is done through the ARENA application which is used by several brokerage companies. How does BRK's offer differ from other companies that use the same application? Is this both on the desktop (Windows) and on the mobile platforms (Android and iOS)?

Yes, that's right, BRK has replaced the online trading system with Arena XT.

The differentiation of BRK from other intermediaries is given by the company's activity in the corporate area, its own products and the commissioning policy.

Question no. 19 BVB Trading: Do you plan to develop BVB trading client for Windows and mobile platforms? This creates a differentiating factor from other brokerage houses. See the Tradeville example.

Yes, the company has this development plan and until the end of the year we will also offer the possibility to open accounts 100% online.

Question no. 20 BVB trading: During this period, we saw that you doubled the income obtained from commissions and related activities which is excellent. Will you continue this policy of increasing the number of investors?

As previously stated, it is a priority of the company to increase the number of customers, which is why by the end of the year we will offer the possibility of opening accounts 100% online. Also, through the partnerships and the products we can offer to our customers, we strongly believe that we will achieve this goal. We have developed a research department to meet the needs of customers, prepared in a way that is easy to understand for any investor and we will complete the change of certain systems that serve customers, so as to bring added value for investors. Within this department we have a CFA certified colleague with a wide domestic and international experience.

In the area of services, we will continue the upward trend of increasing the number of client accounts and diversifying the client portfolio, by making available the most complex range of investment services and

financial instruments, from investment funds to structured products, from consulting services for companies to the provision of margin accounts and also access to the internal and external market.

Question no. 21 what are these losses from net financial income other than dividends?

Net financial result (loss) as at 30.09.2020 in the amount of (2,871,829) RON is composed of 3 main components:

1. Net financial loss from transactions with shares and bonds performed;
2. Net financial gains from transactions with structured products;
3. Net gains from the valuation of financial assets measured at fair value through the unrealized profit and loss account. According to the accounting policy for valuing the assets held in the portfolio, the securities held in the own portfolio are valued monthly at the quotation from the last trading day, registering according to the evolution of the quotation compared to the previous month, an increase in value or loss. The Covid-19 pandemic also felt its effect on BRK, having both positive and negative effects. Volatility brought significant income from brokerage activity, and the fall of the market had an impact on its own portfolio

Question no. 21 I would like to know the perspective, the dividend policy of BRK in the coming years.

Regarding the establishment of the dividend policy, the General Meeting of Shareholders is the one that decides the moment and the amount of the dividends that will be distributed.

At this moment, the financial position of BRK includes a loss carried forward in the amount of 4,947,000 lei. Legally, the distribution of dividends is possible only after covering the carried forward losses.

Question no. 22 I appreciate the openness shown by the company's management and I hope that these meetings with investors will be permanent

Thank you. We strive to be in line with best practices in investor relations management, and this conference is a step in the direction we want to take.

Question no. 23 As I cannot participate in the teleconference with investors (probably there are other investors in this situation), please post the questions and answers of all participants later on the company's website, in the Investor Relations section, in printed or registration format.

The teleconference will have a transcript that will be posted on the BRK website <https://www.brk.ro/relatii-investitori/conferinte-cu-investitori/>

Question no. 24 Please specify the name and quantity of the shares, bonds and fund units held by the company in your financial reports, not only the field of activity. How could an investor correctly evaluate the company's assets in the absence of this information? There are employees of the company who have access to this information and who are also shareholders (according to reports from BVB). Don't you think that the rest of the shareholders are discriminated against? Why can SIFs, FPs, even SAI Brokers publish this information and you can't?

Significant holdings are reported in accordance with the provisions of Law no. 24/2017.

The net asset / share are declared by the company in the Annual Report, in which the annual financial statements are audited by an external auditor authorized by FSA.

Regarding the reference to SAI Broker, SIFs and FP, we specify that these entities have the obligation to publish the details.

We present the holdings by activity sectors, allocation by instrument categories

Generally speaking, BRK employees do not have access to information related to the House portfolio. The following have access to this information: the employees of the House Trading Department and the management team.

The transactions of all employees are monitored and performed only after approval. According to some European regulations, certain trading restrictions are implemented for the company's staff according to the best practices in the field.

Question no. 25 Considering the Decision 12 of the Ordinary General Meeting of Shareholders of 27.04.2020 by which "Benefits granted to BRK FINANCIAL GROUP SA employees in times of crisis are approved, by establishing a credit facility for the company's employees.", Please communicate the number employees who have benefited so far from this facility and the amount drawn from the credit facility.

According to the OGMS decision no. 12 of April 2020, all employees benefit from this facility, this practice being in line with the practice of other companies in the financial industry to offer employees facilities on products offered by the company: Banks offer employees loans at preferential interest rates, and in the case of BRK, the product "Margin Trading" in the usual range of services offered to customers.

Question no. 26: The quarterly report states that the company has contracted a credit line for which it pays the interest ROBOR3M + fixed margin. Please communicate the value of the margin.

On this subject BRK issued a current report, respectively the interest is ROBOR3M + fixed margin which is 3.28%

Question no. 27 Where is the holding in the Central Counterparty related? What about the Investor Compensation Fund?

Holding on the Central Counterparty and holding on the Investor Compensation Fund are included in "unlisted minority interests" (on page no. 61 of the quarterly report).

Question no. 28 Are you considering listing the participations held in Romlogic Technology SA and Firebyte Games SA on the AERO market (or other regulated market)? If so - in what range? If not - why?

SSIF BRK Financial Group monitors the activity of the companies in which it holds equity, and at the same time analyzes and evaluates the opportunity to list them. Of course, the right moment must be chosen both in terms of the company's development and in terms of market conditions. We cannot advance any term for a possible listing of any owned company.

Question no. 28 The strategic objective of the company (BRK) in the current stage of own development and of the Romanian capital market is to increase its value for the benefit of shareholders and customers, according to the BVB website. What benefits have shareholders had in the last 10 years? According to the management plan, do you estimate that the shareholders will benefit from dividends in the next 3 years (do I know that the GMS decides to distribute the profit)? A restructuring of the company has begun. The years 2019, 2020 represented, for BRK, a start for a new vision on the business, confirmed by the shareholders' vote. The company has implemented a functional restructuring, following which the company's investment activities have been concentrated in a department that manages all the company's investment operations and is trying to probe new business opportunities and new markets. We make considerable efforts to support the business of subsidiaries in very difficult business conditions, caused by the political environment and market circumstances.

Question no. 29. Are there any overdue, older loans to companies where BRK owns shares? What is the current status of loans? The situation of the loans at 30.09 is presented in the financial statements on page 43 and they are worth approximately 3 million lei and there are no outstanding loans.

Question no. 30. What is the investment, development, exit strategy for these companies? The investments were made in accordance with the strategy approved by the shareholders within the last 2 OGMS.

The 3 companies (Romlogic Technology SA, Firebyte Games SA, GoCab Software SA have passed the start-up phase ("early stage") and are in the development phase, exit: by listing at BVB.

Question no. 31 What are the results of the investments in own account obtained by BRK? Possible percentage if possible for several years, 3-5. In absolute figures, the cumulative financial result is approximately 22 million lei in the last 5 years. As a percentage, it matters a lot to what we report. Compared to the liquid and available capital, it results in a yield of approximately 14% / year in the last 3-5 years. We want to emphasize that not all the own capital (average value approximately 60 million lei) is liquid and available for trading (we have fixed capital in buildings / offices that we use as working points, some historical participations that we are looking to get out of, etc.).

Question no. 32 What is the company's future development strategy? Marketing On the retail side, of all my acquaintances in Cluj who invest in the stock market, I am the only one who has an account at BRK, the rest going to Tradeville. How do you explain this situation? In the area of services, we will continue the upward trend of increasing the number of client accounts and diversifying the client portfolio, by making available the most complex range of investment services and financial instruments, from investment funds to structured products, from consulting services for companies to the provision of margin accounts and also access to the internal and external market. As previously stated, by the end we expect to have the opening of online accounts implemented and which will be promoted through a marketing campaign. Most of BRK's clients are located in Cluj County.

Question no. 33 As a client and small shareholder, I am interested in the company's development strategy and the premises on the basis of which loans are granted to software companies. How financially sound are they?

BRK development strategy. On the intermediation segment we aim at the development on the 3 pillars:

- the domestic market, where the strategy of increasing the number of clients (and the market share) consists in investments in the digitization of services (this being the international trend of intermediation services) and additionally we want to complete the online access with a qualitative analysis research service ; however on this pillar the results can be seen, our market share is in a slight increase (and we felt this even in terms of active clients)
- trading service (intermediation on international markets)
- at the same time we pay more attention to the services provided to issuers (or potential issuers, future issuers)

These are the three basic pillars in terms of the development of the intermediation segment.

Regarding the other segment, namely the operations in own account (house):

- the segment for issuing structured products: we aim to develop both horizontally (several types of products, in accordance with market requirements and trends) and one vertically in order to increase

volume, so we try to access other stock exchanges in the region (we target some Central European Scholarships for starters)

- the market making operations on local shares brought us and the clients the satisfactory results and we intend to expand the client portfolio

The premises on the basis of which loans are granted to software companies and how financially sound they are:

The loans granted are part of the global investment and financing strategy of the 3 companies in the technology area. Regarding the premises, we focused on the gaming sector (via Firebyte); for example, in Poland, gaming companies are real blue-chips, trading at multiples of up to 10x Turnover. With GoCab Software, at the time of investing this investment we were driven by the success of similar models (eg Clever), and the peculiarity of our project was to make it accessible in smaller markets (eg: second tier cities in Romania - which are not targeted by big players).

And the general premise is for these companies (or some) to be supported until the maturity phase, and to make an exit comparable to the examples we referred to earlier.

As for the second part of your question, "how financially sound are they", given that debts are low relative to equity, we can appreciate that they are strong enough.

D. Q&A section - Monica Ivan, Razvan Rat, Sandu Pali

Question no. 1 On the foreign market, the largest retail broker decreased its commissions by 50%. Do you plan to follow their example? how will the results be influenced if the reduction is made and what do you consider to be the loss of customers, and also from the income if you do not do it?

Razvan Rat, Deputy CEO

We pay attention to the commissioning policy that is practiced in the market, for the most part we also take into account the commissioning policy of intermediaries that offer access to both BVB and foreign markets and what we can tell you is that at the moment we are quite competitive compared to the commission grid that other intermediaries practice. At the same time, we look for external intermediaries and everything that means commissioning, but in general those who practice zero commission mainly offer CFDs and other derivative products.

Question no. 2 Are you going to be market makers for BVB on the market to help them become BVB's liquid action?

Monica Ivan, CEO

We offer the market making service to the issuer in the basic range of services we can offer to issuers and we are open to activate as a market maker of any issuer, but there must be openness from the potential customer in order to establish a possible partnership. From our empirical observations, in the case of all customers to whom we offer this service, liquidity has improved significantly (both in terms of trading volume and number of transactions), moreover, stock quotes have also increased and the capitalization of some companies who have resorted to this service have recently reached new historical highs. The parameters that we are willing to assume contractually result from internal analyses and depend on certain particular factors of each issuer. We cannot provide any details about the possibility or impossibility of collaborating with a potential client for reasons of confidentiality.

Question no. 3 What are the expectations for the results at the end of the year at the moment? if you have projections.

Monica Ivan, CEO

We prepared a budget of revenues and expenditures that we made public on the occasion of the general meeting of shareholders which took place in April 2020 and which we budgeted with a minus of approximately 2 million RON. We budgeted this way because at the date of the BVC 2020 proposal, the Covid pandemic intervened. The result from 30.09.2020 was presented, but it is premature to make this clarification as a listed company. Such information may be provided to investors in current reports. However, the result, which will exceed the significance threshold according to the regulations, will be made known through the current reports.

Question no. 4. Considering the result from Q3, can you specify if you respect BVC?

Monica Ivan, CEO

What we can specify is the fact that the budget was made on 30.09.2020 and from now on the market context is important and, also the projects in progress, some that have been announced publicly and others that are to be announced. It is a marathon period in which BRK staff is involved in projects that must be implemented within set deadlines. We have innovative projects in the REIT area. In Romania, we can say that we are pioneers. Since 1960 this business operates in the United States of America and in 2020, BRK performs formalities to bring it to the stock market.

Question no. 4. On the House account, which is somewhere at 48 mil in value, are the structured products issued by BRK also included?

Monica Ivan, CEO

The evidence of the structured products in the House portfolio is performed as follows:

For example: if BRK issues 100,000 structured shares, we do not calculate them as portfolio value but as a debt that BRK has towards those who purchase these structured ones.

Question no. 5. I am also a shareholder and client at BRK for 13-14 years, the location is not visible, it is in an area with heavy traffic, which can be an impediment in attracting new clients, for this reason.

Monica Ivan, CEO

We have an easily accessible area for customer access. Indeed the building is not visible, we strive to improve things. We have created parking spaces for clients, we have submitted documentation for the authorization of the light company and for the renovation of the headquarters, but all these processes are bureaucratic, related to obtaining the authorizations. We are currently in the process of authorization for the light company, visibility in the market, in the inner courtyard we have organized parking spaces for customers, so we are waiting for you to come to BRK. At present, we have a Covid context and for this reason and for the health of all, investors, shareholders, clients, collaborators and employees, we have limited access to the company to a certain area. We will take into account your suggestions and encourage you to send them. As I mentioned, these aspects are included in a project that is currently underway.