



BRK Financial Group: One of the most active financial intermediation companies in Romania

Presentation for investors
December 2024



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BRK Financial Group, 30 years of experience in the capital market

1.

BRK Financial Group, 30 years of experience in the capital market

The broker that revitalizes the funding of Romanian companies

Performance supported by a flexible and adaptable business model outlined in 30 years of existence

One of the main financial intermediaries for retail investors

The leader in ensuring the liquidity of the companies listed via the Issuer's Market Maker programme

Market leader in structured products

The only brokerage company listed on the Bucharest Stock Exchange

BSE:BRK	2022	2023
Total Revenues from core business (mil. RON)	30,78	34,57
Market Capitalization (mil. RON)	38,19	50,44
VEKTOR Index*	9.5 of 10 (dec.2022)	7 of 10 (dec.2023)

**As computed by ARIR (Romanian Investors Relations Association)*

BRK, a key role in the development of the local capital market

- BRK is one of the most long-lived, innovative, and active financial intermediaries in the Romanian capital market, established on October 26th, 1994 in Cluj-Napoca
- Holds an extensive portfolio of products, in line with current global market trends.
- Online trading and physical presence on the national level, with its agencies in **Bucharest, Timisoara, Iasi and Suceava**



Founding member



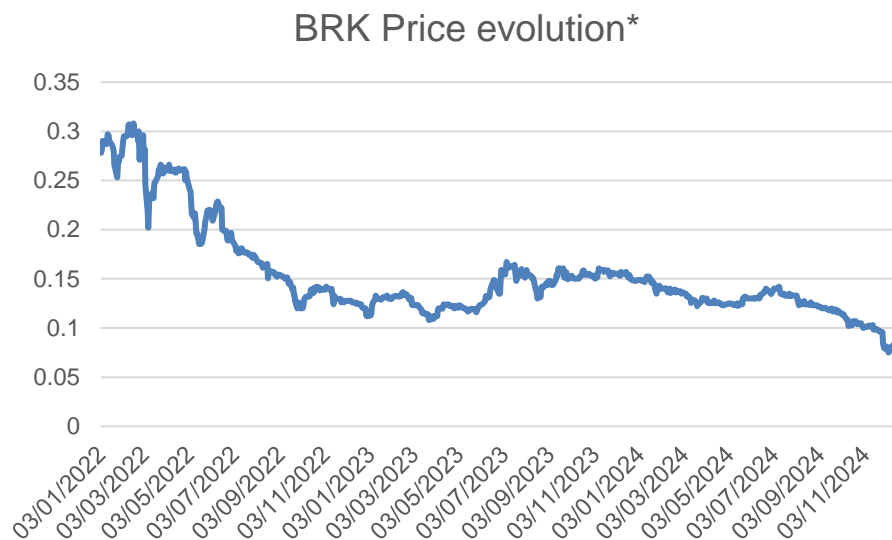
Central Counterparty (CCP.RO)

**The Investors Compensation Fund (FCI) has recently become an entity of public interest*

BRK share evolution on the stock exchange

Key data:

- Listed since 2005, the first and only broker listed on the Stock Exchange
- 337.4 mil shares and a 50.6 million RON share capital
- **A diversified ownership structure consisting of 73% individual investors and 27% corporate entities.**
- Raiffeisen Bank International - the issuer's market maker for BRK shares



*Source: BSE

A business model focused on the client's needs

Intermediation services

Revenues from brokerage fees for investors with access to the **local stock exchange** and to **foreign markets**

Revenues from **listing** intermediation fees and access to **capital** for Romanian companies, as well as **conducting corporate operations** specific to the listed companies

Management and investment services

Revenues from **structured products** trading spreads

Revenues from **Market Making** transactions for the shares of Romanian issuers

Capital gains from **own account** trading

BRK's Clients



Issuers
Institutional investors
Retail investors



BRK's strategy to revitalize the access to capital

2.

BRK's strategy aims to...

... revitalize the access to capital in the post-pandemics context

... maintain the priorities of the clients as a central strategic pillar

... register an organic growth of the business by diversifying the range of services provided and by regional expansion

Strategy focused on demand and new opportunities

The **demand-focused** strategy has led to **new opportunities** for both the company and its clients.



Issuers: Intensifying the collaboration with most clients, thanks to the **increased interest for financing and market making on the stock exchange.**



Institutional investors:

High demand for brokerage services to diversify the investment portfolio via new products.



Retail investors:

Increased interest in **building their own investment portfolio** via assisted or direct (online) trading.



Revitalisation of stock market funding for the issuers

The biggest offers on the market in 2021

- Obtained **260 million RON funding** for One United Properties after conducting the first IPO on the BSE in the last 7 years;
- Participated as a distribution agent in the successful completion of the first secondary public offer in the last 4 years, that of TTS, of **288 million RON**;
- Participated as a distribution agent in one of the largest IPO, Aquila, of **367 million RON**;
- Successfully completed the largest private placement of shares in the market: AROBS **74,2 million RON**.



BRK, a pillar of capital funding

Most recent listings, private placements of shares and bonds: 2020-2024

Shares



4,9 mil.
RON



Holde

22 mil.
RON



STAR RESIDENCE INVEST S.A.

8,1 mil.
RON



7,5 mil.
RON



10,6 mil.
RON

**STK
PROPERTIES**

3,5 mil.
RON



24,78 mil.
RON

BRK, a pillar of capital funding (II)

Most recent listings, private placements of shares and bonds: 2020-2024

Bonds

CELLINI

1,6 mil. euro



CRAMA
LA SALINA

0.2 mil. euro



8,7 mil.
RON



S.C. INOX S.A.

1 mil. euro



0,5 mil. euro

**LIFE
IS
HARD
WORK SOFT**

1,5 mil. euro



25 mil. RON



QUALIS

2,1 mil. euro

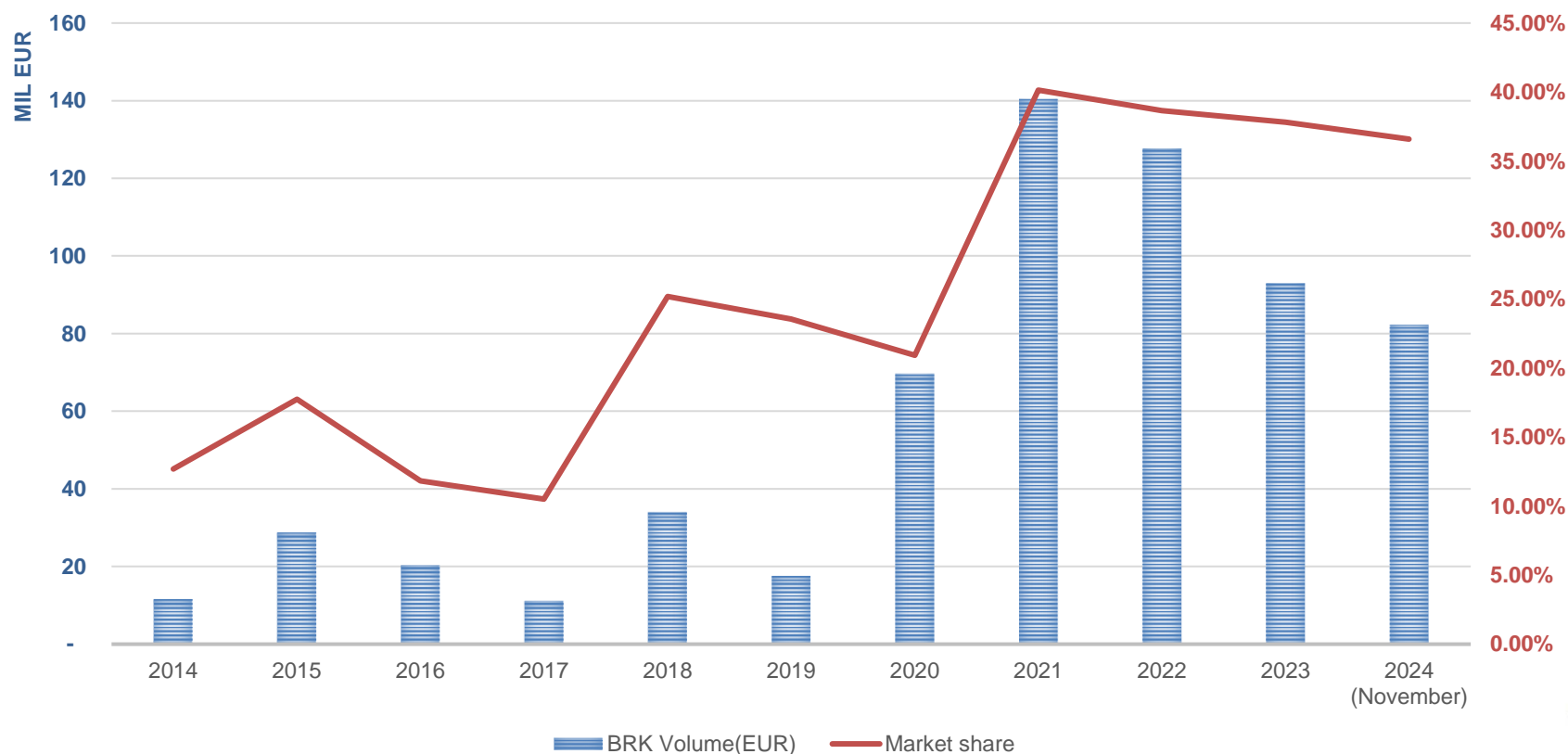
Modern services for retail investors

10 minutes needed to open an online trading account



Market leader in the structured products segment

Evolution of BRK's structured products on BSE



Achievements in financial intermediation operations



2018

BSE Award for
“*Most Active Broker for Structured Products in 2018*”



2019

First partnership in the Issuers' Market Making Program (17 partnerships currently)



2019 & 2020 & 2021

BSE Award for
“*Most Active Broker for Liquidity Growth*”



2021

BSE Award for
“*Highest Return for Investors of a BET-XT Company in 2021*”



2022

BSE Award for
“*Broker of Entrepreneurial Companies on the AeRO Market in 2022*”



2022 & 2023

BSE Award for
“*Most Active Broker for Liquidity Growth*”

BRK's strategy is validated...

... by the rapid
increase of the client
base

... by outstanding
operational results

... by remarkable
financial
performance

Team of experienced professionals

Top management



**Monica Ivan,
Chief Executive
Officer**

25 years experience in
the capital market
*ARIR member of
the Board of
Directors*

- The quality of BRK's products is complemented and amplified by the quality of services provided by a team that understands the processes related to each operational segment
- BRK aims to develop the research department to provide analysis to a higher number of issuers
- The Stock Option Plan program is the drafting phase, with addressability including the employees
- Average number of employees: 40
The employees are talented and enthusiastic about stock exchanges and the capital market



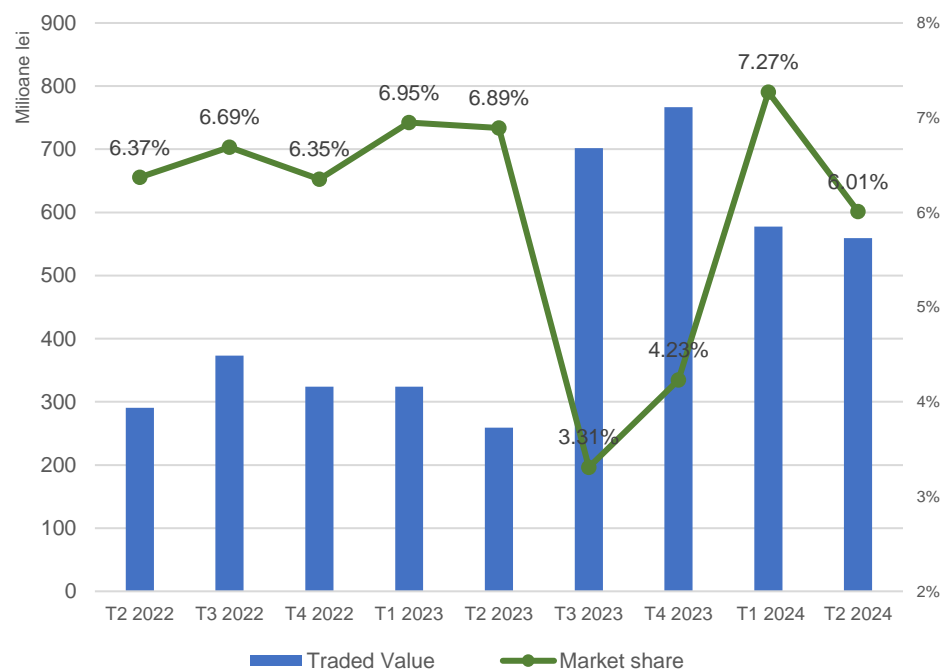
Operational achievements of 2024



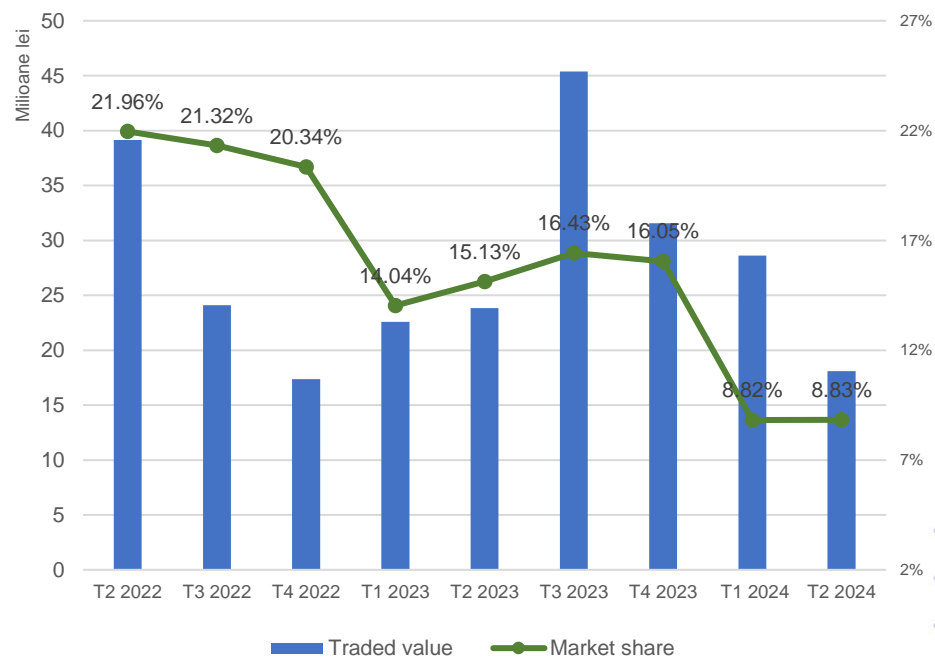
3.

Solid market positioning

Market Share - All Segments - Stocks and Fund Units



Market Share - AeRO - Stocks



Market leader in ensuring liquidity via the Issuer's Market Maker programme

BRK Financial Group has the largest number of financial instruments for which it provides liquidity: **17 shares**



Strengthening the leader position for structured products

**463 (mil.
RON)**

value of structured
products traded in
2023

37.81%

market share of
structured products

0,5%

average gross
obtained profitability

2023 Financial results

Increasing turnover and positive results on all business segments in 2023

Revenues from
brokerage and
corporate services
15.1 mil. RON

Revenues from
Market Making and
structured products
8.3 mil. RON

Total Revenues
23.5 mil. RON

Market leader in the
Market Making
segment, with a share
of **60.7%**

Core business profit
6.3 mil. RON

Net profit
382k RON

Earnings per share
0,0011 RON

Brokered transactions
2,23 bln. RON

Market share
4.5%

Revenue from Core Activities

Individual standing of the overall result

Key Figures

- **+245%** growth in core profit
- **+161% YoY** growth in corporate revenues
- **+245% YoY** growth in other revenue categories
- **+125% YoY** growth in revenues from market making services for issuers

Revenues from core business

Brokerage

Revenues from brokerage fees
Corporate revenues

Market making

Net gains from trades
Other MM revenues

Other core business revenues

Total expenses

Core business result

31.12.2023

31.12.2022

15.119.737

11.009.151

8.247.011

7.227.128

765.320

475.849

8.370.649

8.174.733

2.379.240

3.373.723

5.991.409

4.801.010

6.107.406

3.306.174

14.428.835

13.957.858

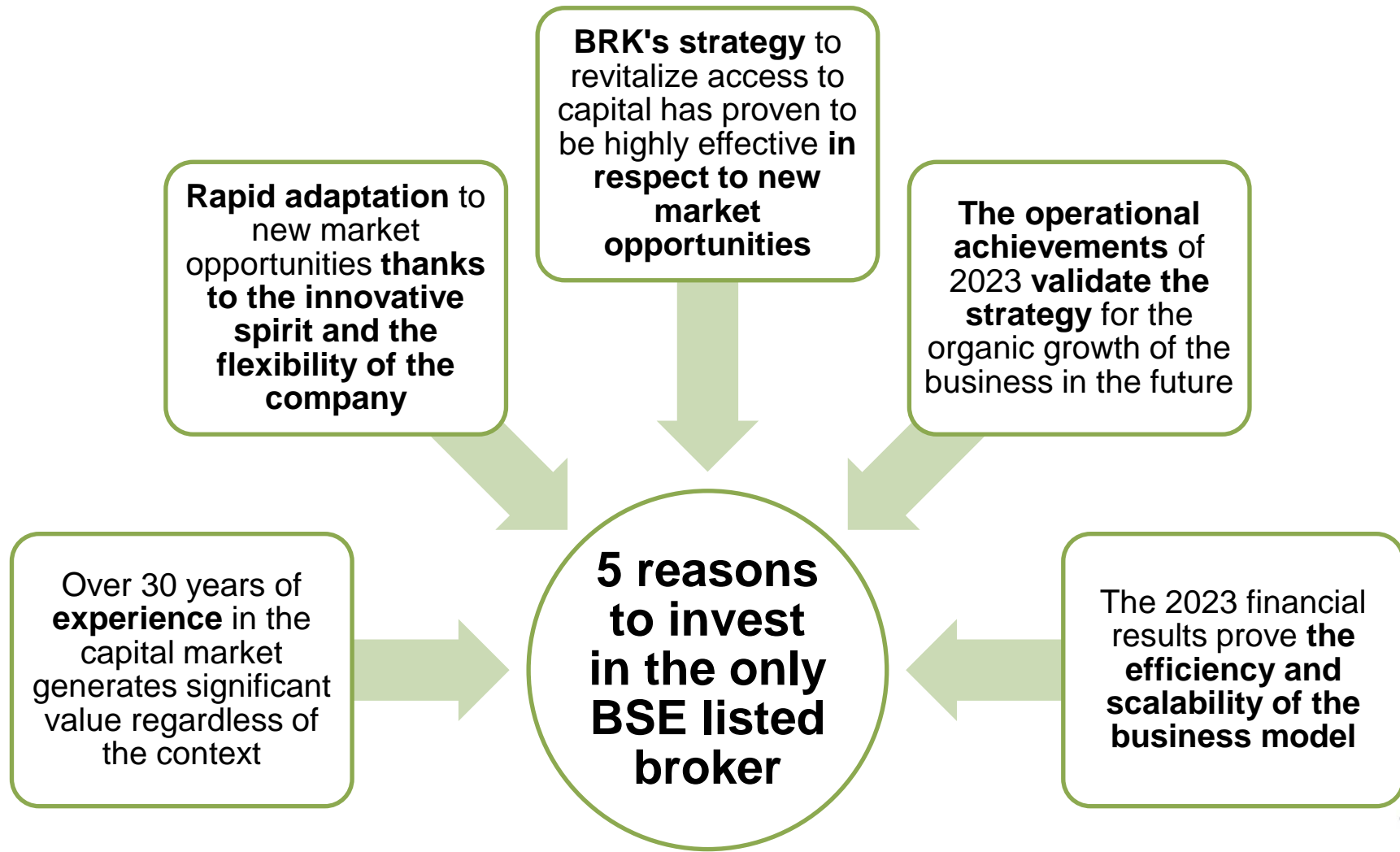
6.298.587

2.574.129

Conclusions

5.

Conclusions



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