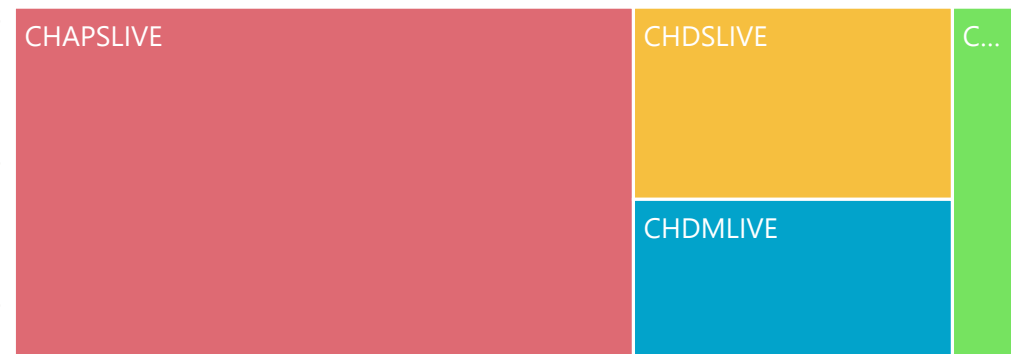
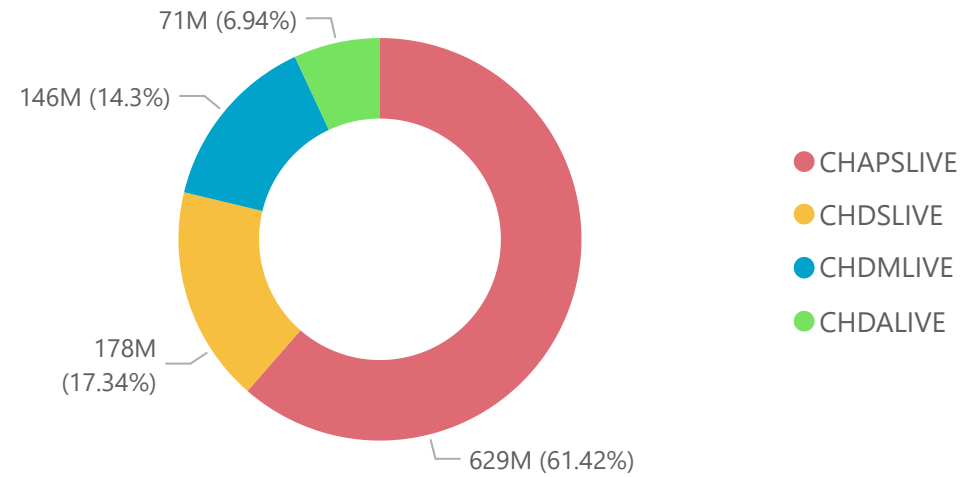
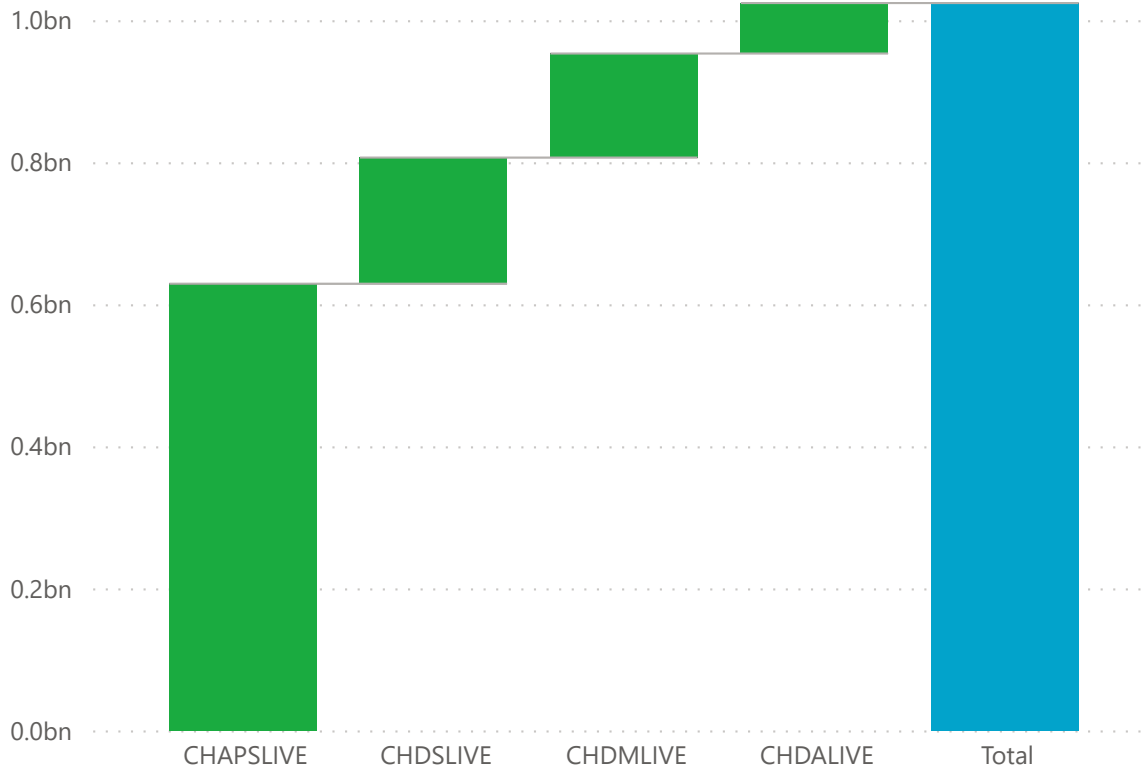


# PBT ANALYSIS

● Increase ● Decrease ● Total



Business Unit

All

Year - Month

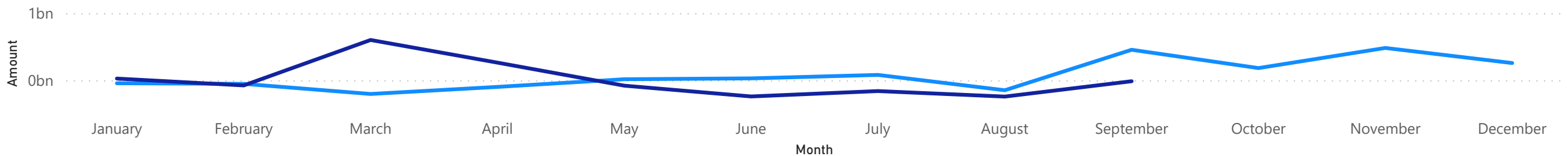
2017  
2018  
2019  
2020  
2021

74M

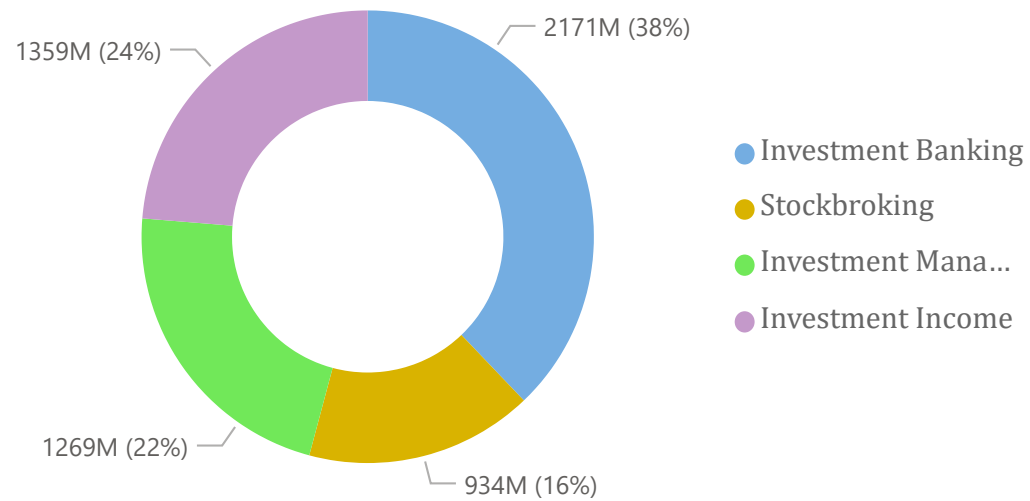
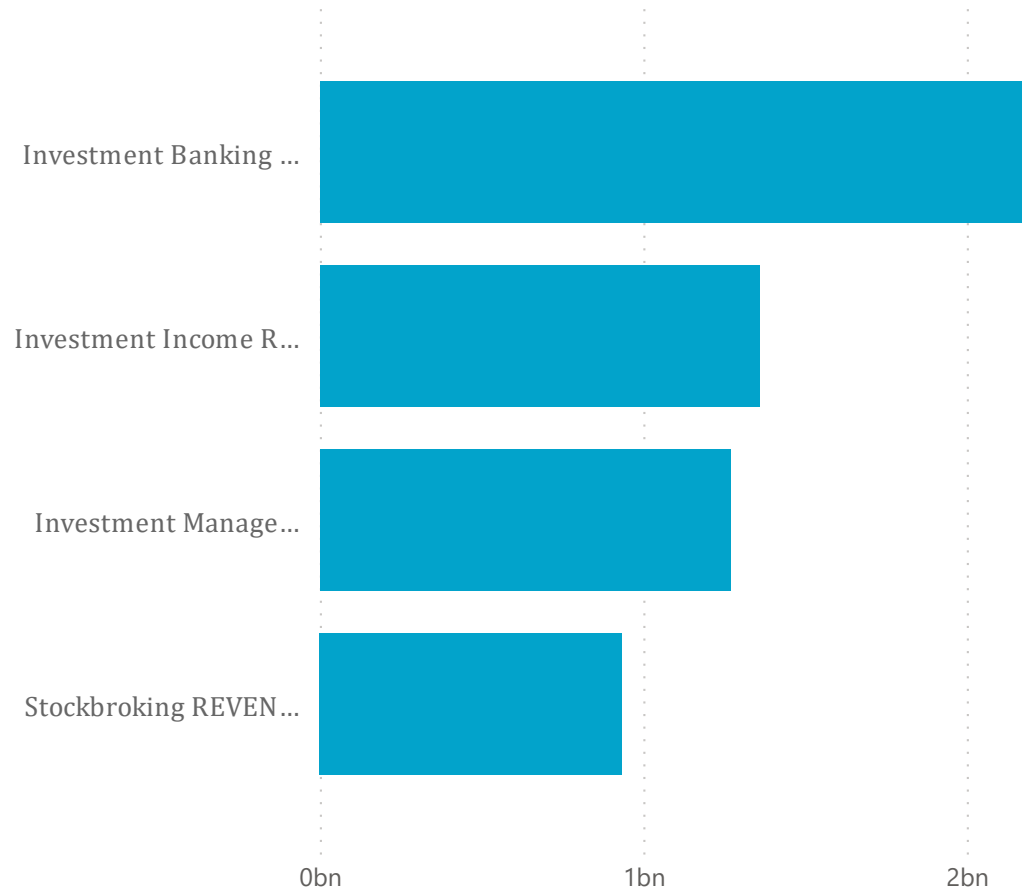
YTD PBT

## PBT trend for the year

Year ● 2020 ● 2021



# REVENUE ANALYSIS



Business Unit

All

Year - Month

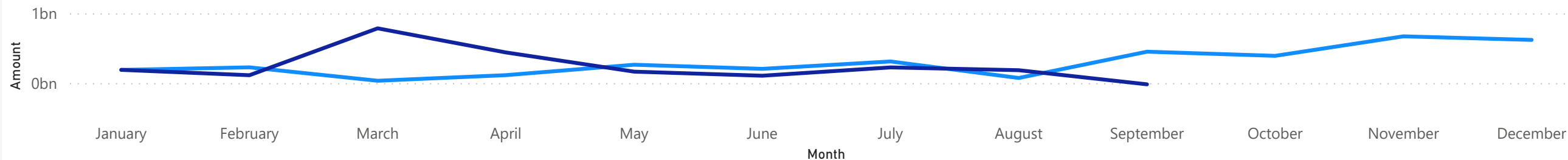
2017  
2018  
2019  
2020  
2021

2189M

YTD Revenue

## Revenue trend for the year

Year 2020 2021



CALENDARYEAR	2017										2018
Categories	April	May	June	July	August	September	October	November	December	Total	January
☐		3,783,686							-3,783,686	0	
		3,783,686							-3,783,686	0	
☐ REVENUE	-106,320,570	-269,609,521	-32,641,123	-70,814,359	-275,453,553	-463,323,901	260,256,271	-140,488,985	1,098,395,742	-1E-6	-84,364,330
Investment Banking		-226,348,348		-88,347,033	-233,021,900	-86,535,403	-5,000,000	-83,962,000	723,214,684	-4E-7	-47,977,977
Stockbroking	-71,820,243	-16,114,618	-17,764,652	11,396,329	12,108,015	-7,522,749	-85,005,627	-11,263,640	185,987,185	-5E-8	-26,606,812
Investment Management	-34,500,327	-5,680,144	-5,535,529	-6,343,954	-32,699,936	-18,121,599	-16,931,253	-10,742,491	130,555,233	-7E-7	-9,216,448
Investment Income		-21,466,411	-9,340,943	12,480,299	-21,839,731	-351,144,150	367,193,151	-34,520,854	58,638,640	3E-8	-563,094
☐ OPEX	93,170,884	352,017,131	88,148,798	110,061,876	44,031,743	85,205,092	94,817,970	89,059,913	-956,513,408	2E-7	139,633,554
Business Travels	116,705	1,829,641	2,993,680	13,014,419	794,870	4,069,845	5,535,282	3,046,205	-31,400,646	4E-9	4,955,146
Communications and Technology Expenses	4,965,400	3,120,171	3,685,842	5,763,552	2,412,381	3,441,898		3,423,489	-26,812,734	9E-10	1,661,746
Consultancy And Professional Fees					3,000,000			1,662,500	-4,662,500	0	
Courier & Dispatch		284,157		15,250	31,550	16,900	179,996	38,683	-566,536	1E-10	30,364
Depreciation		19,399,533	-5,841,848	8,649,191	4,154,276	4,154,326	4,154,352	4,171,186	-38,841,015	-6E-9	4,247,322
Diesel & Electricity		4,826,250	965,250	965,250	965,250	965,250	965,250	965,250	-10,617,750	0	965,250
Donations		19,677,202	3,750,000	3,750,000	-26,250,000		10,000,000		-10,927,202	-4E-9	
Entertainment		2,070,215	373,500	539,750	773,500	676,640	822,500	588,950	-5,845,055	0	189,300
Insurance	832,500	6,333,656	1,256,032	1,256,032	2,033,656	1,256,032	1,256,032	1,226,032	-15,449,971	0	1,136,032
Membership And Subscription					250,000				-250,000	0	1,868,750
Newspaper and Periodicals		87,500	23,000	20,000	21,500	24,450	21,000	19,000	-216,450	0	18,000
Office Consumables		978,830	168,000	213,980	689,120	305,343	220,520	347,180	-2,922,973	0	1,511,530
Other Expenses		10,441,500	1,965,000	1,965,000	1,965,000	1,965,000	1,965,000	1,965,000	-22,231,500	0	1,965,000
PR, Advertising & Marketing		15,468,750	9,434,750	3,100,250	-21,656,250				-6,347,500	-4E-9	
Professional & Legal fees	2,475,000	3,041,410	862,500	918,000	3,065,000	2,362,500	879,500	862,500	-14,466,410	0	4,594,485
Registration & Subscriptions	1,342,500	3,649,361	1,540,346	141,241	226,249			100,000	-6,999,697	5E-10	2,154,750
Rent		13,640,196	2,964,250	2,964,250	2,964,250	2,964,250	2,964,250	3,234,250	-31,695,696	0	2,964,250
Total	-13,149,686	372,195,163	77,605,353	70,178,730	-228,269,852	-444,577,157	283,192,300	-13,782,456	-103,392,395	-7E-7	77,397,604

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