

## **CGS plans to increase market share to 5%**

Country Group Securities aims to increase its market share to 5% by 2010 through strategic partnerships with foreign brokers.

The firm is in talks with up to four overseas brokers over plans which could see it expand its market share to 3% by the end of this year, said Sadawut Taechaubol, the president and chief executive at CGS.

Formerly known as Adkinson Securities, CGS currently has a 2.2% share of trade on the Stock Exchange of Thailand.

"If daily turnover remains over 20 billion baht per day through the rest of the year, we could see our market share rise to 5% by 2010," said Mr Sadawut.

CGS reported first-quarter losses of 71.28 million baht compared with profits of 136.79 million the same period last year.

Total income for the quarter totalled 104.4 million baht, down 66.12% from 2008, largely due to a decline in brokerage fees under the sluggish market.

The brokerage expects to post stronger results going forward as market sentiment has improved sharply in recent months, said Mr Sadawut.

Brokerage fees account for 70% of the firm's total income, with investment banking contributing 10-15%.

The company currently has six to seven advisory mandates in hand, and expects to lead four new listings on the market this year.

Mr Sadawut said the company would also see greater contributions from derivatives trading, with CGS projecting its market share on the Thailand Futures Exchange to reach 10% by year-end from the current 2-3%.

Shares of CGS closed yesterday on the Stock Exchange of Thailand at 0.66 baht, up eight satang or 13.79%, on trade worth 91.67 million baht.

**Source: Bangkok Post**