



Q2.2023 EARNINGS CONFERENCE CALL

HCMC, 26 July, 2023

1. The VN Index closed Q2.2023 at 1,120, increased 11.2% YoY. The average daily value reached 15,686 in Q2.2023 and nearly VND13,600 billion in 1H2023, down 47% and 24% compared to the same period in 2022, respectively.
2. In Q2.2023, HSC generated VND529 billion in revenue and VND196 billion PBT, down 32% and 44% YoY, respectively.
3. Accumulated 1H2023, revenue was VND1,018 billion, pre-tax profit was nearly VND351 billion, completing 44% and 39% of the 2023 plan, respectively.
4. As of June 30, 2023, total assets reached VND14,300 billion.

SUMMARY

Q2.2023	<div>Net revenue (VND bn)</div> <div>529</div> <div>-32% YoY</div>	<div>Profit before tax (VND bn)</div> <div>196</div> <div>-44% YoY</div>	<div>Margin loan balance (VND bn)</div> <div>8,875</div> <div>20%</div> <div>(compared to Dec 31, 2022)</div>
1H2023	<div>Net revenue (VND bn)</div> <div>1,018</div> <div>-38% YoY</div>	<div>Profit before tax (VND bn)</div> <div>351</div> <div>-50% YoY</div>	<div>Earnings per share (EPS) (VND)</div> <div>615</div> <div>-50% YoY</div>

BUSINESS RESULTS



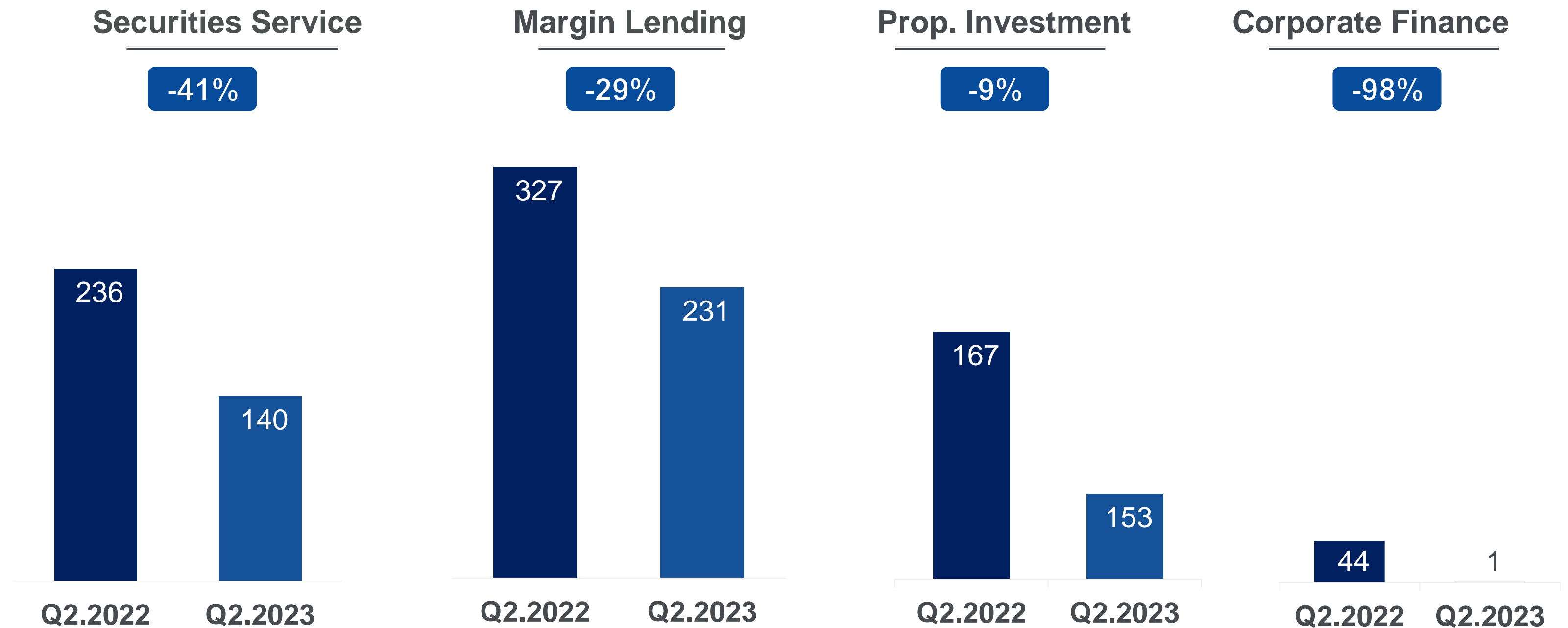
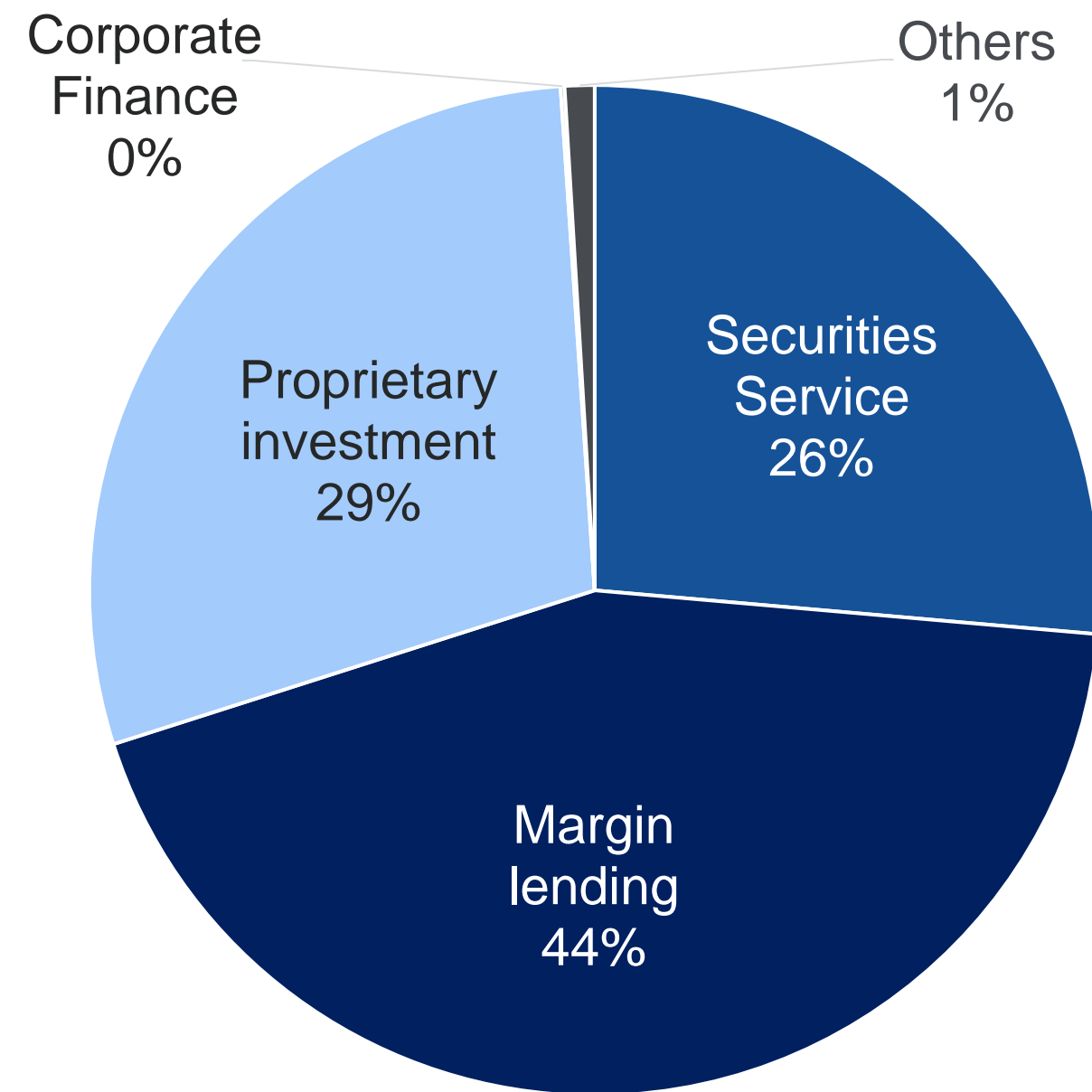
Business Results (VND mn)	Q2.2023	Q2.2022	+/-%	1H2023	1H2022	+/-%	Y2023 Plan	% completed
Total revenue (*)	529,461	779,334	-32%	1,018,019	1,633,261	-38%	2,338,383	44%
Operating expenses (*)	333,283	430,596	-23%	667,352	930,651	-28%	1,437,177	46%
Profit before tax	196,178	348,738	-44%	350,667	702,611	-50%	901,206	39%
Profit after tax	157,212	279,320	-44%	280,968	562,067	-50%	720,965	39%
Total assets	14,300,043	19,179,811	-25%	14,300,043	19,179,811	-25%	16,405,000	87%
Shareholders' equity	7,918,694	7,830,017	1%	7,918,694	7,830,017	1%	8,121,000	98%
Outstanding shares – share	457,211,949	457,211,949	0%	457,211,949	457,211,949	0%		
Earnings per share – VND	344	611	-44%	615	1,229	-50%	1,346	46%
Book value per share - VND	17,320	17,126	1%	17,320	17,126	1%	13,608	127%

(*): Gains and losses arising from proprietary investments were netted off for comparative purposes

Q2.2023 - REVENUE STRUCTURE



Unit: VND bn

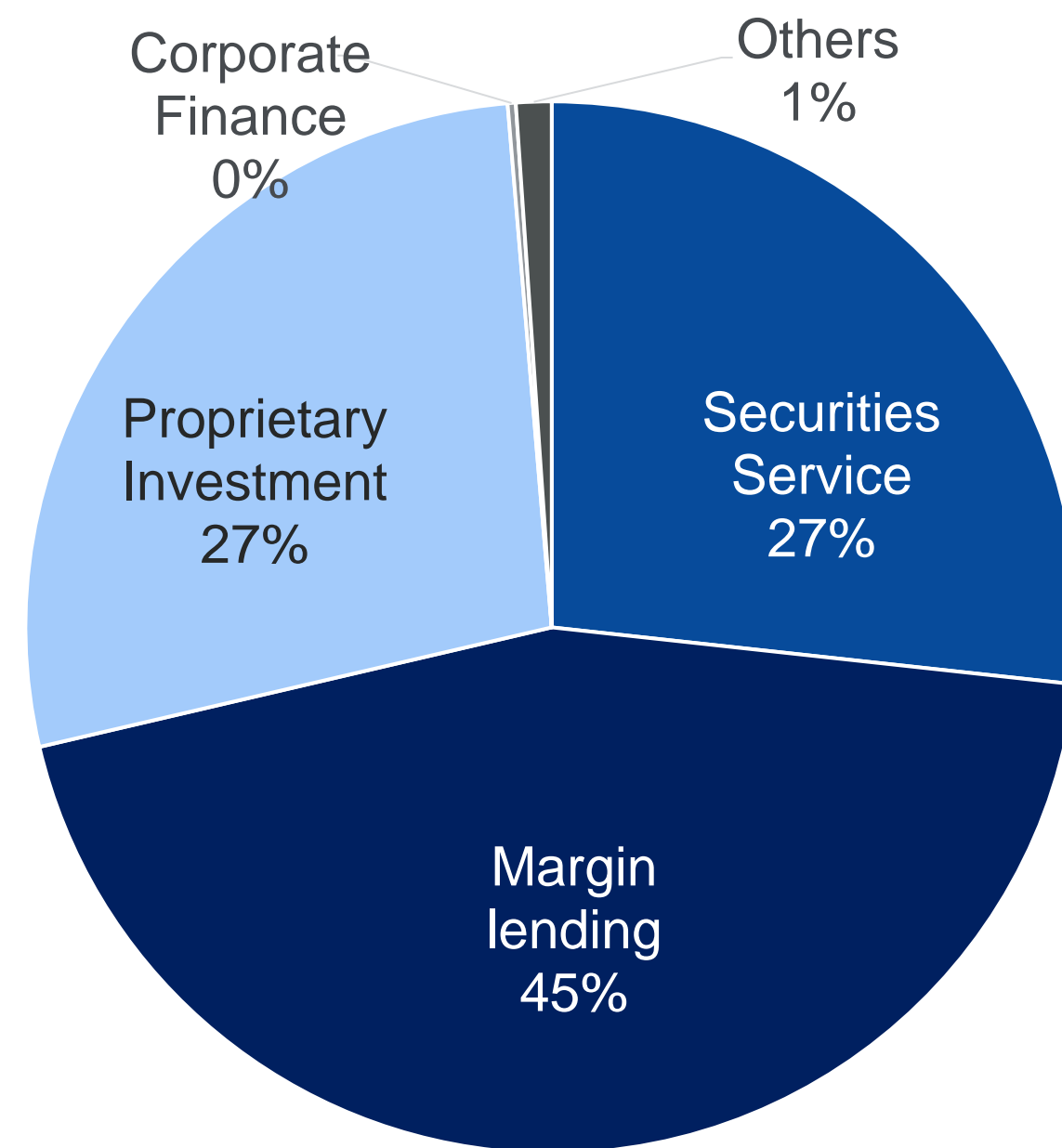


- **Securities Service** revenue decreased 41% YoY on lower ADV.
- **Margin Lending** revenue decreased 29%
- **Proprietary Investment** revenue fell 9% on reduced risk appetite amidst difficult market conditions.

1H2023 - REVENUE STRUCTURE



Unit: VND bn



Securities Service

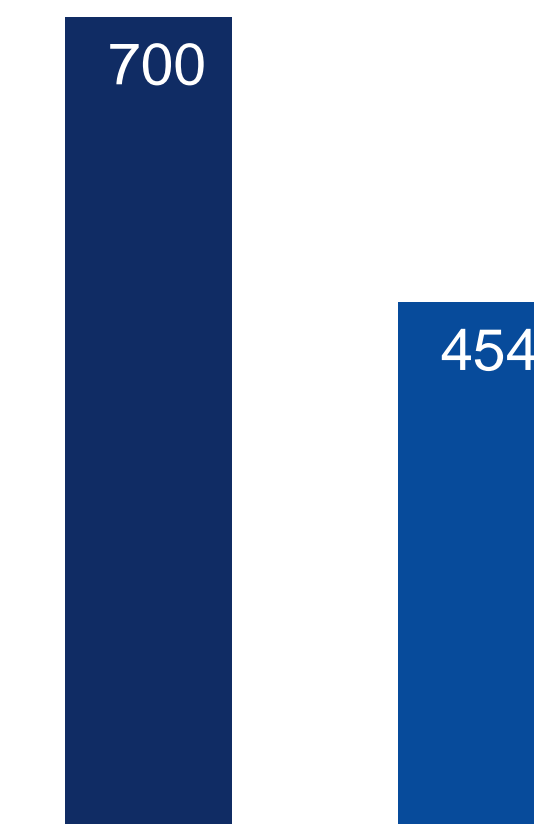
-48%



1H2022 1H2023

Margin Lending

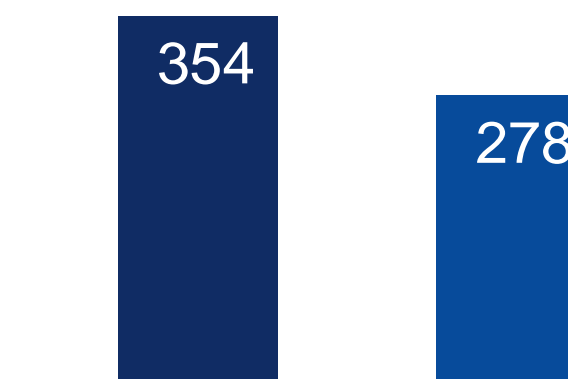
-35%



1H2022 1H2023

Prop Investment

-22%



1H2022 1H2023

Corporate Finance

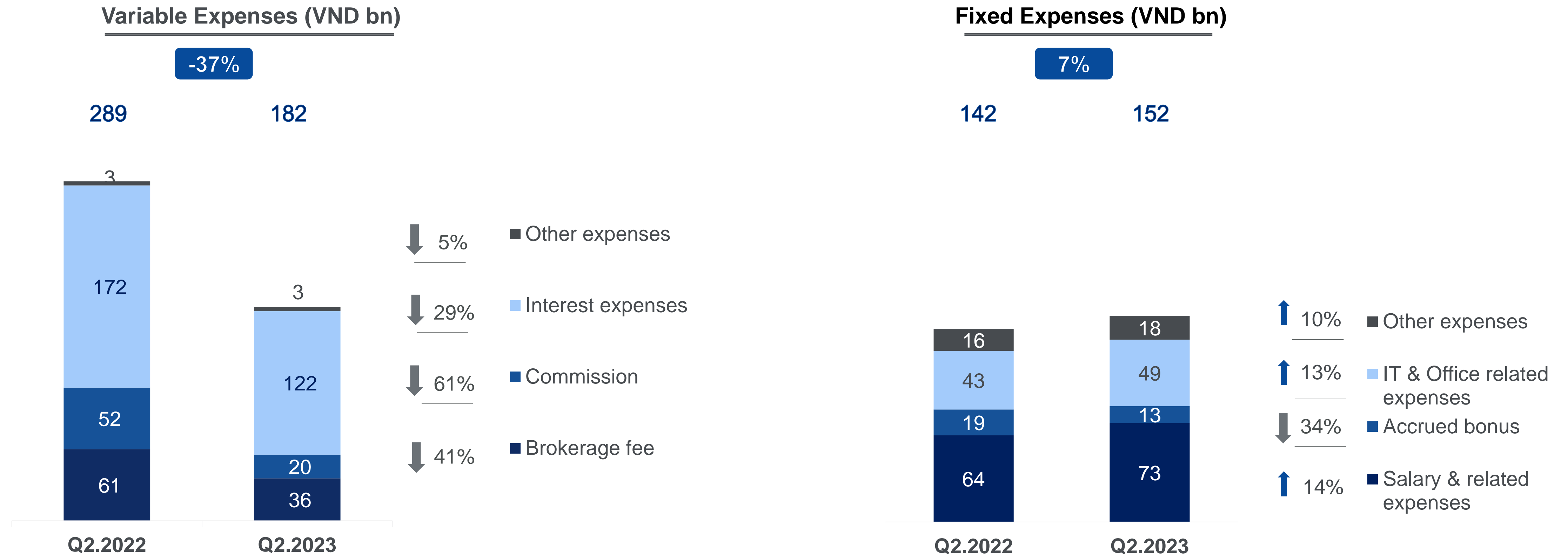
-95%



1H2022 1H2023

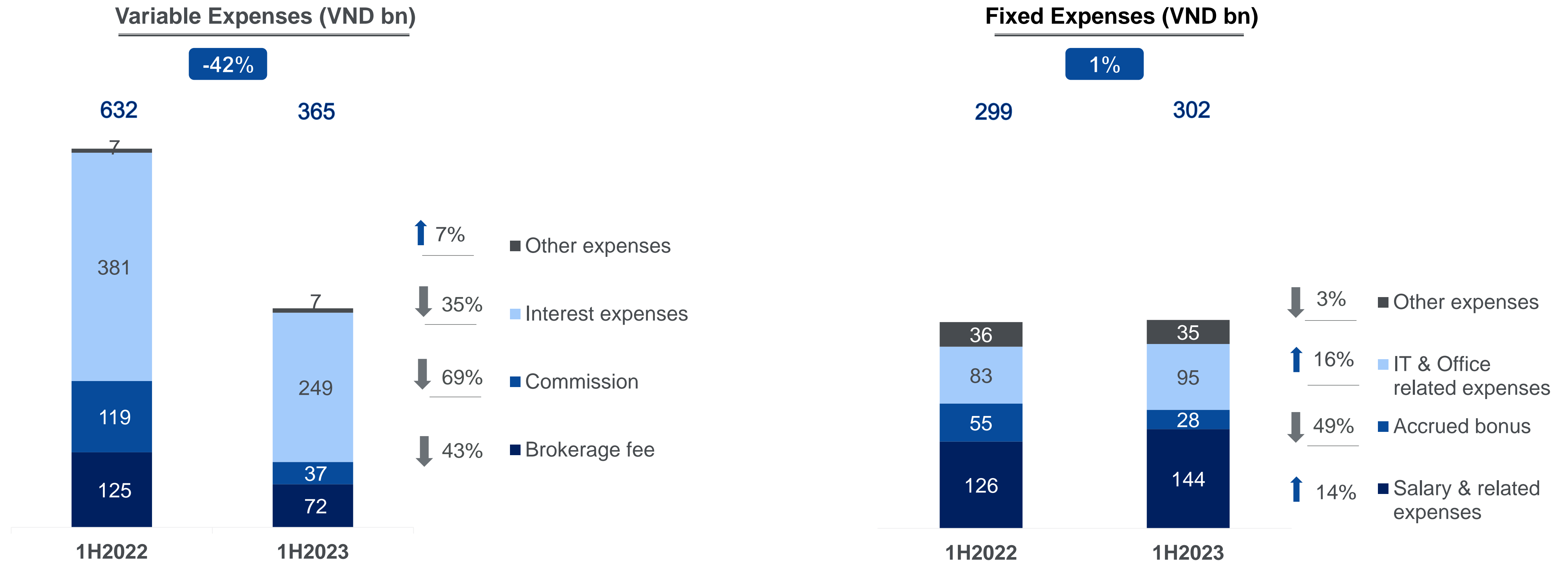
- **Margin Lending** achieved VND454 billion in revenue, contributed the largest proportion, completing 47% of Y2023 plan.
- **Proprietary Investment** reached more than VND278 billion, completing 43% of Y2023 plan.
- **Securities Service** reached more than VND272 billion, completing 55% of Y2023 plan.
- **Corporate Finance** achieved VND2.5 billion in revenue.

Q2.2023 – EXPENSES STRUCTURE



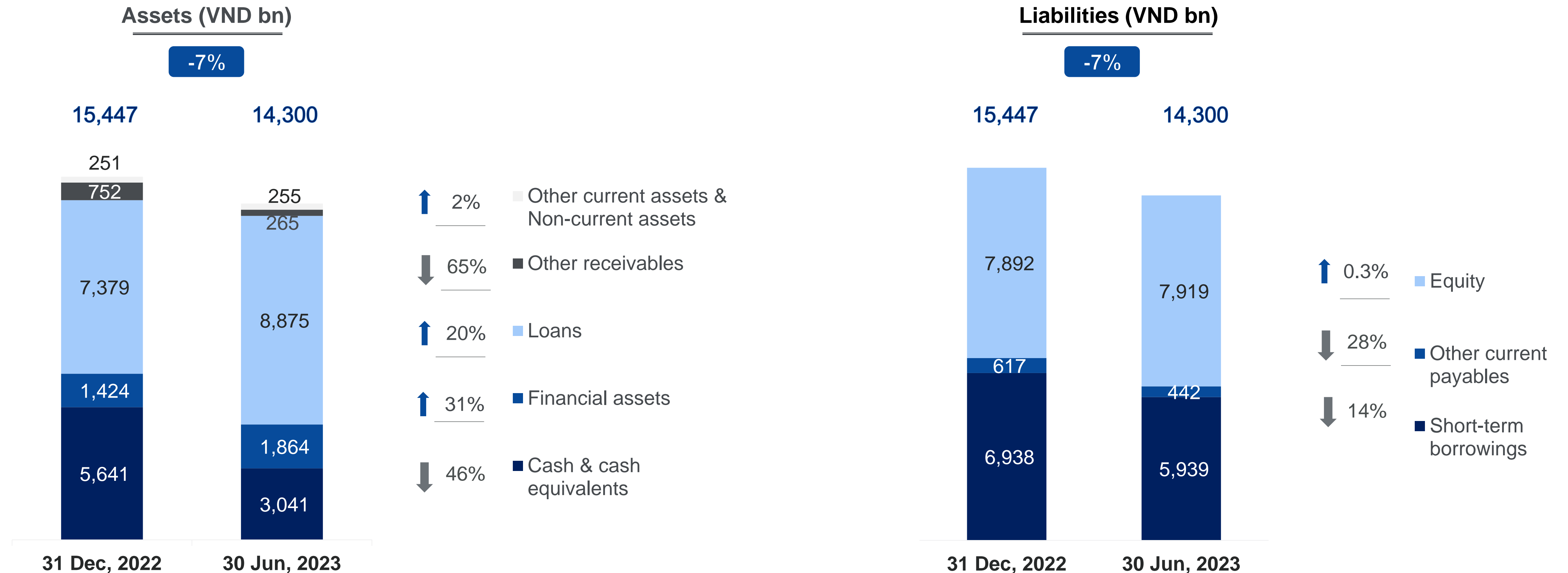
- Total **Operating Expenses** in Q2.2023 decreased 23% YoY.
- **Variable Expenses** decreased 37% on lower commission expense, brokerage fee and interest expenses.
- **Fixed Expenses** increased 7% YoY.

1H2023 – EXPENSES STRUCTURE



- Total **Operating Expenses** in 1H2023 decreased 28% YoY.
- **Variable Expenses** decreased 42% on lower commission expense, brokerage fee and interest expenses.
- **Fixed Expenses** increased 1%, keep stable

FINANCIAL POSITION AS OF 30/06/2023



Total Assets decreased 7% primarily on lower level of margin loans outstanding and reduction in cash & cash equivalents.

Short-term borrowing decreased by 14%.

THANK YOU!

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