



Q1.2024 EARNINGS RESULTS

Summary



722 billion VND

Revenue

▲ 48% YoY

377 billion VND

Operating expenses

▲ 13% YoY

346 billion VND

Profit before tax

▲ 124% YoY

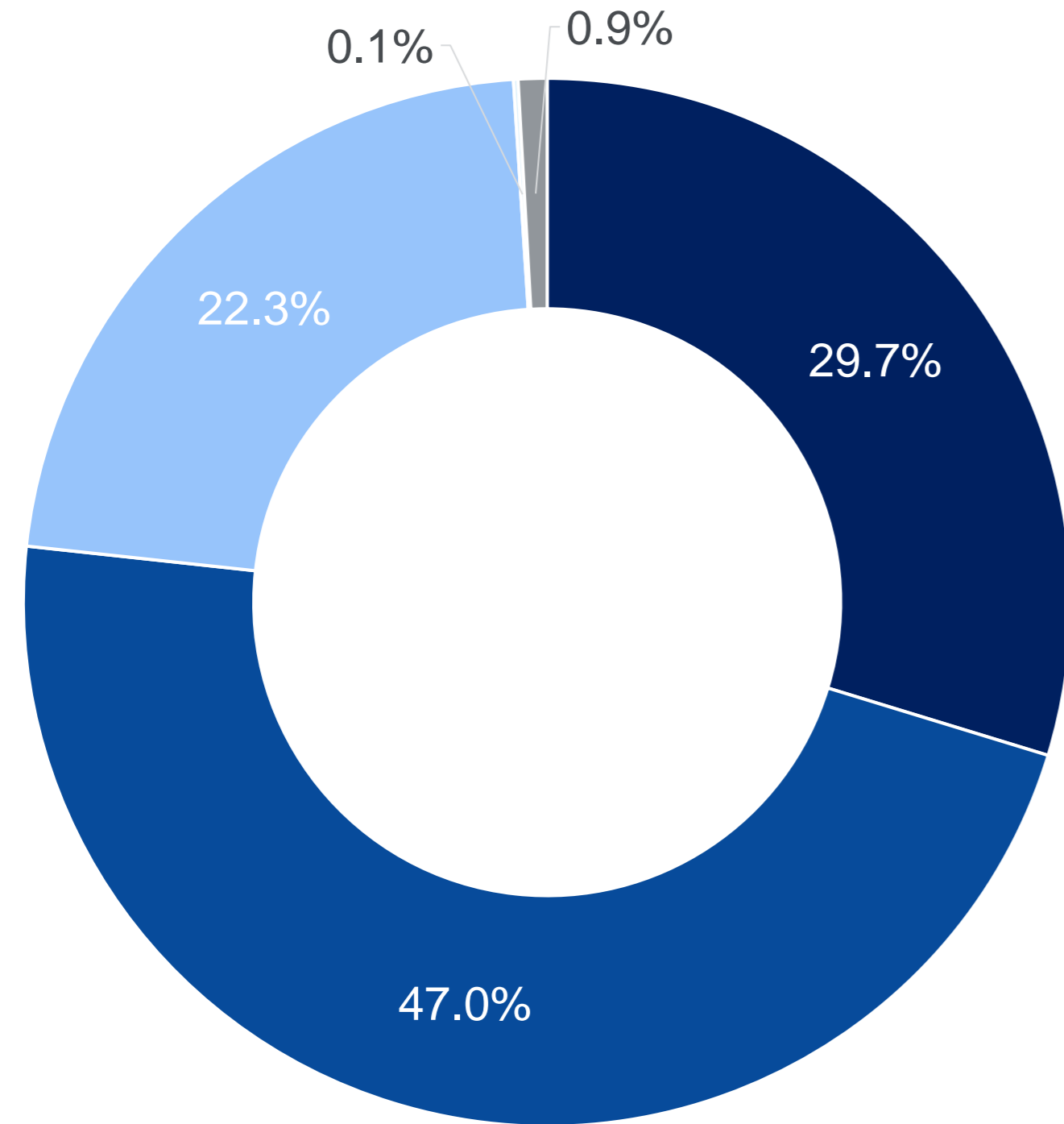
Business Results



Business Results (billion VND)	Q1.2024	Q1.2023	+/-%	Y2024 Plan	% completed
Total revenue (*)	722	489	48%	3,182	23%
Operating expenses (*)	377	334	13%	1,732	22%
Profit before tax	346	154	124%	1,450	24%
Profit after tax	277	124	124%	1,160	24%
Balance Sheet					
Total assets	20,409	14,140	44%	25,265	81%
Shareholders' equity	8,589	8,016	7%	11,225	77%
Equity					
Outstanding shares – share	525,791,880	457,211,949	15%	770,397,855	
Earnings per share – VND	566	271	109%	1,890	
Book value per share - VND	16,335	17,531	-7%	14,323	

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

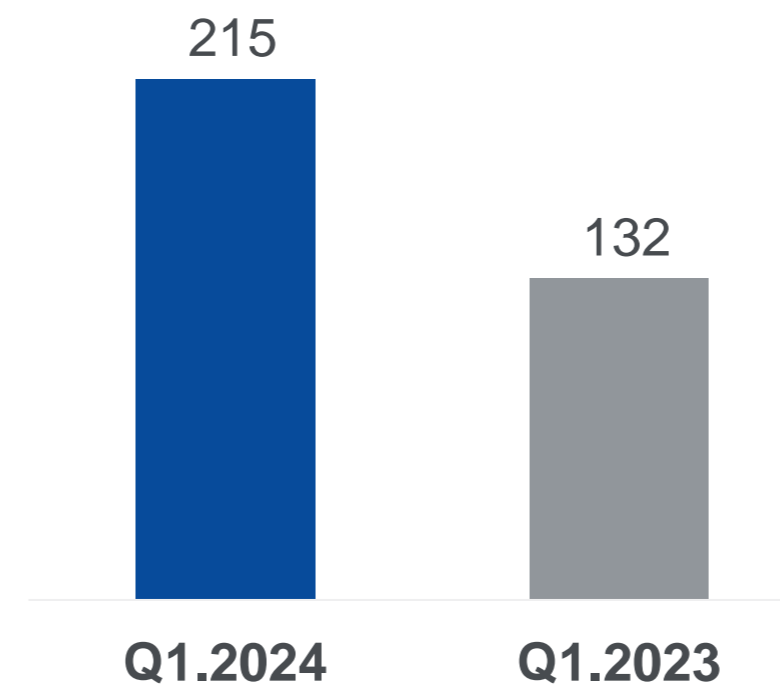
Revenue Structure



- Securities brokerage
- Margin lending
- Proprietary investments
- Corporate Finance

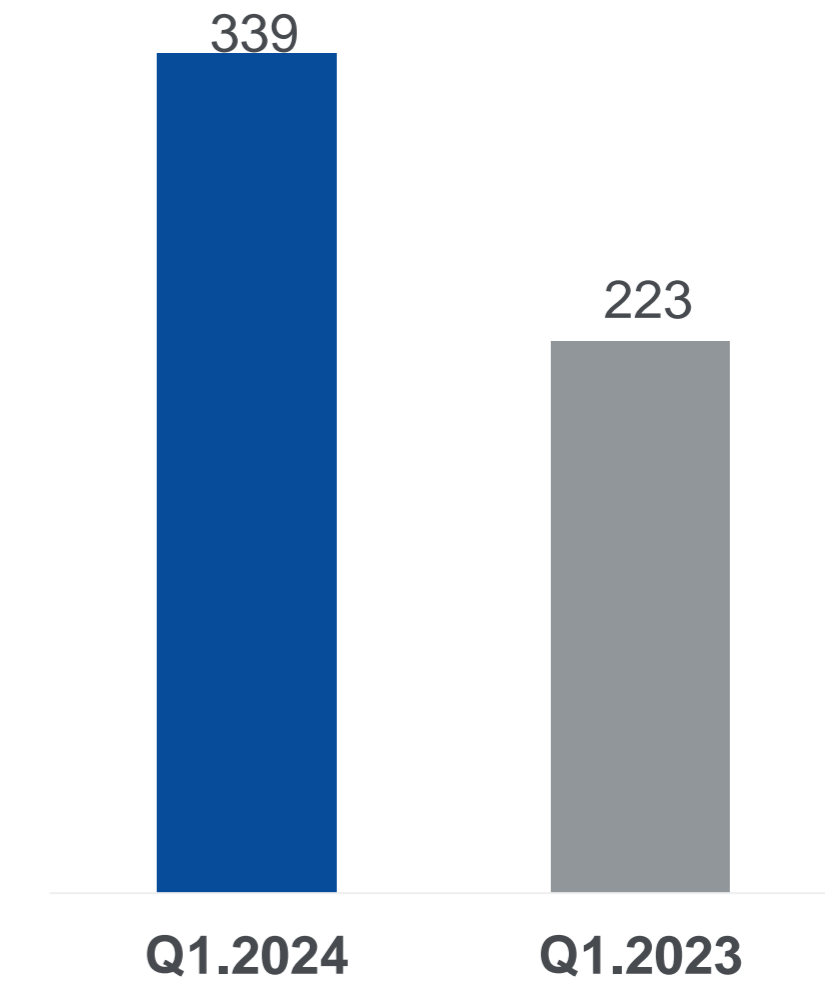
Securities Service

▲ 62%



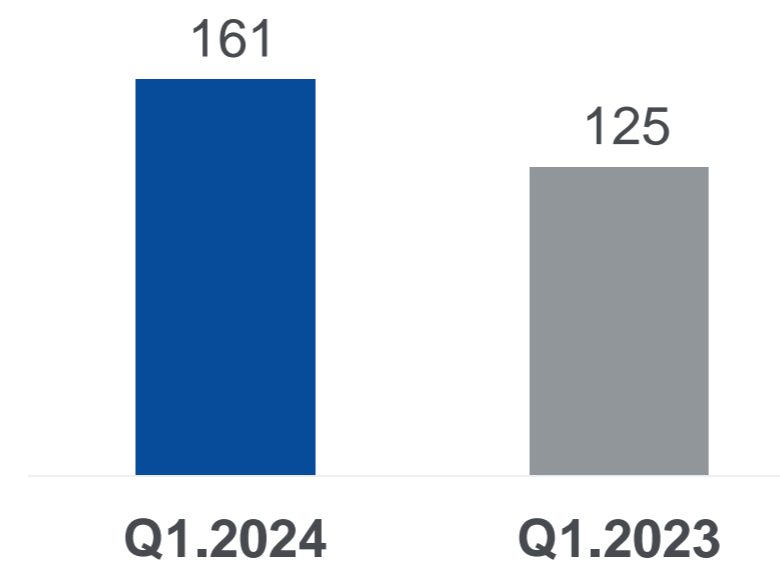
Margin Lending

▲ 52%



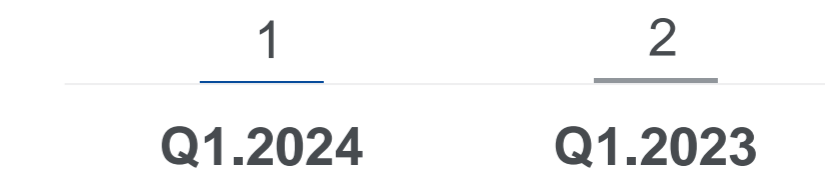
Prop. Investment

▲ 28%



Corporate Finance

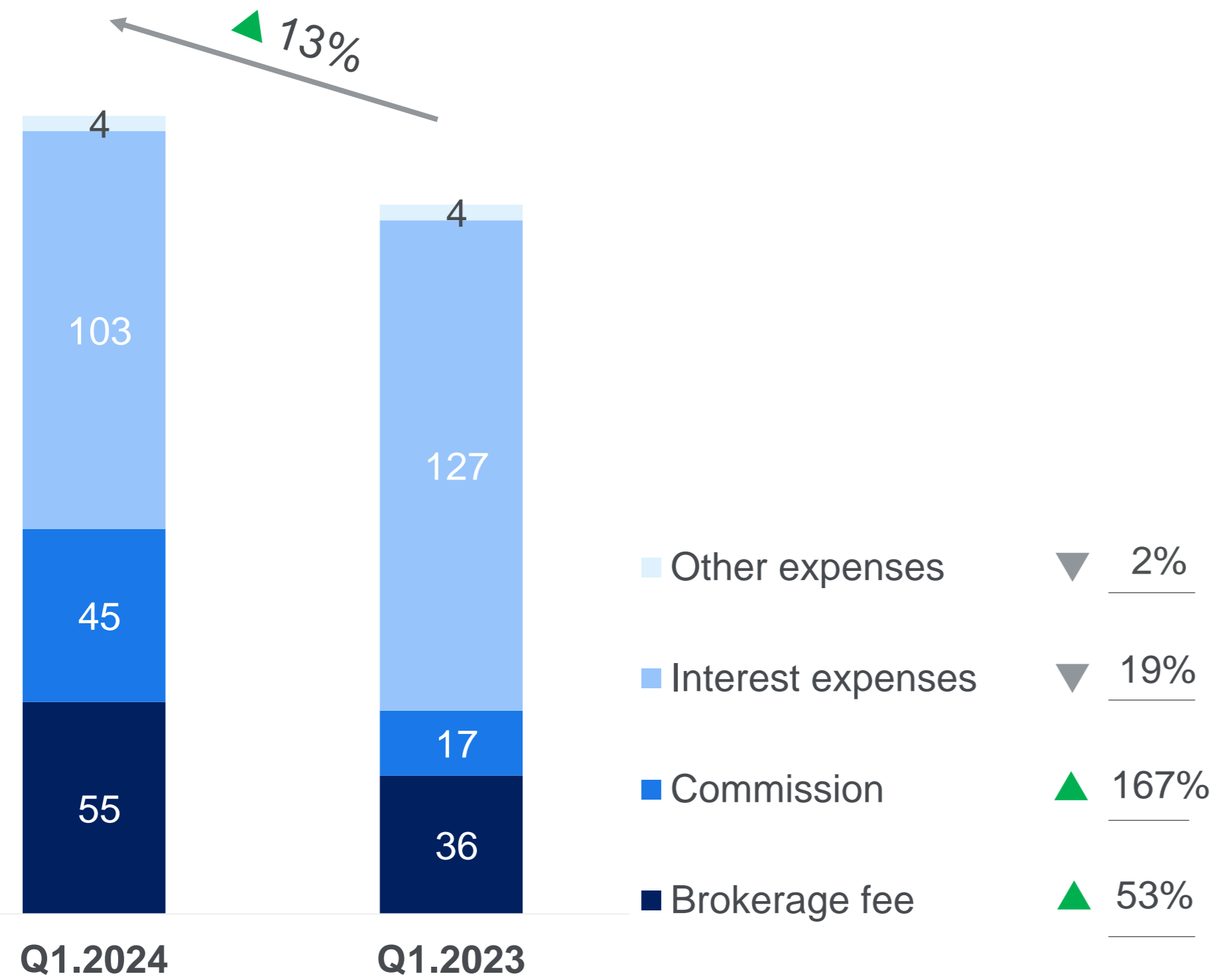
▼ 45%



Expenses Structure

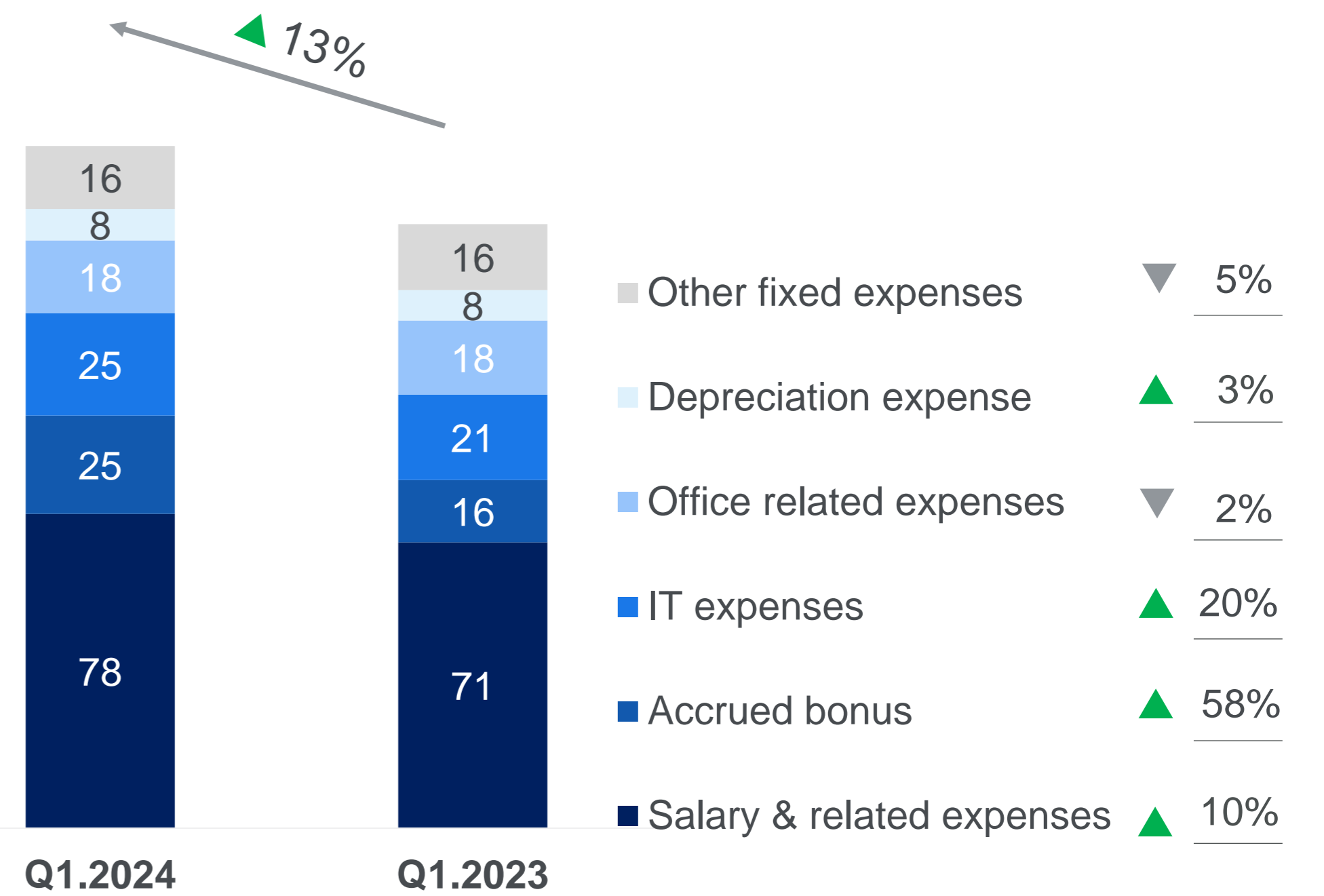
Variable Expenses

207 billion VND



Variable Expenses

170 billion VND

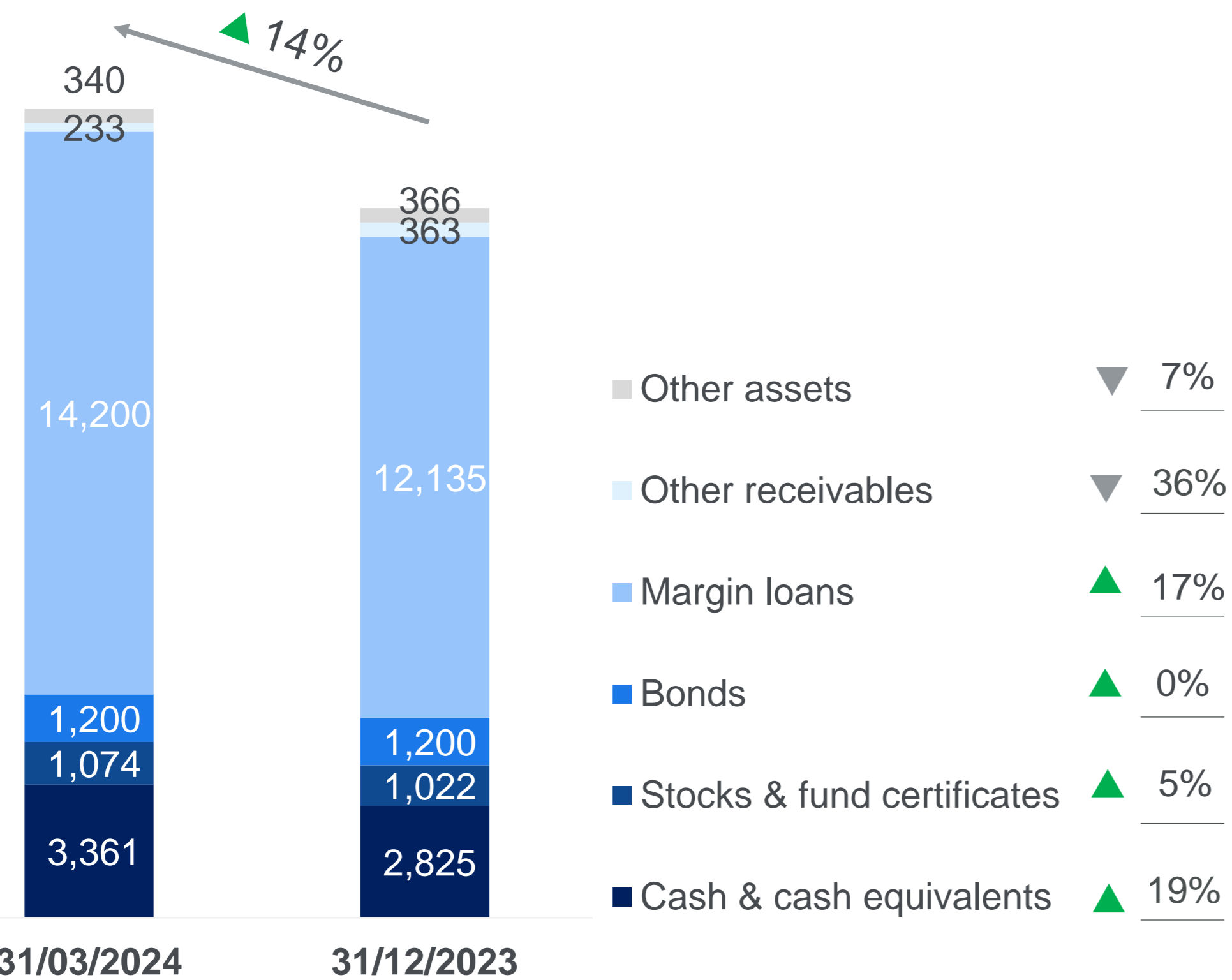


Financial Position as of 31/03/2024



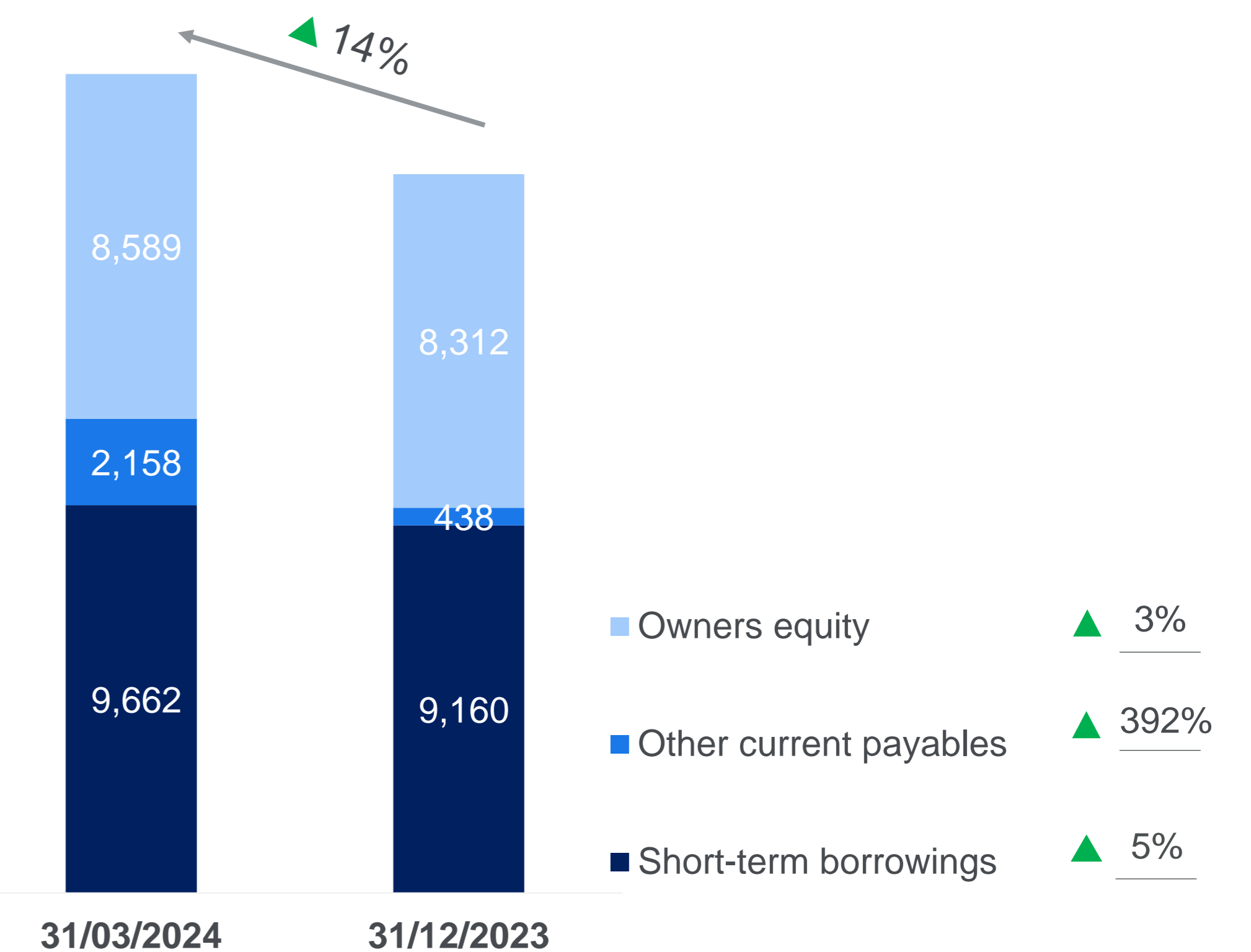
Assets

20,409 billion VND



Liabilities & Equity

20,409 billion VND



THANK YOU!

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