



HO CHI MINH CITY SECURITIES CORPORATION

3Q & 9M.2022 EARNINGS PRESENTATION

Ho Chi Minh City, October 25th, 2022



HIGHLIGHTS



3Q.2022	Net revenue (VND bn) 637 -30% YoY	Profit before tax (VND bn) 206 -48% YoY	Margin loan balance (VND bn) 10,927 -20% YoY
9M.2022	Net revenue (VND bn) 2,270 -6% YoY	Profit before tax (VND bn) 908 -21% YoY	Earnings per share (VND) 1,590 -47% YoY

1. VN Index was down 5% QoQ and ADV declined to VND15,937 billion, down 22% QoQ and 40% YoY as bearish sentiment prevailed in the face of tightening credit conditions.
 2. In Q3, HSC generated VND637 billion in revenue and VND206 billion PBT, down 30% and 48% YoY respectively.
 3. Cumulatively, YTD revenue was VND2,270 billion, down 6% YoY. PBT dropped 21% YoY to VND908 billion. Rigorous risk management and disciplined expense control supported profitability
 4. Total assets were VND20,688 billion at end of Q3. The margin loan balance decreased to VND10,927 billion.
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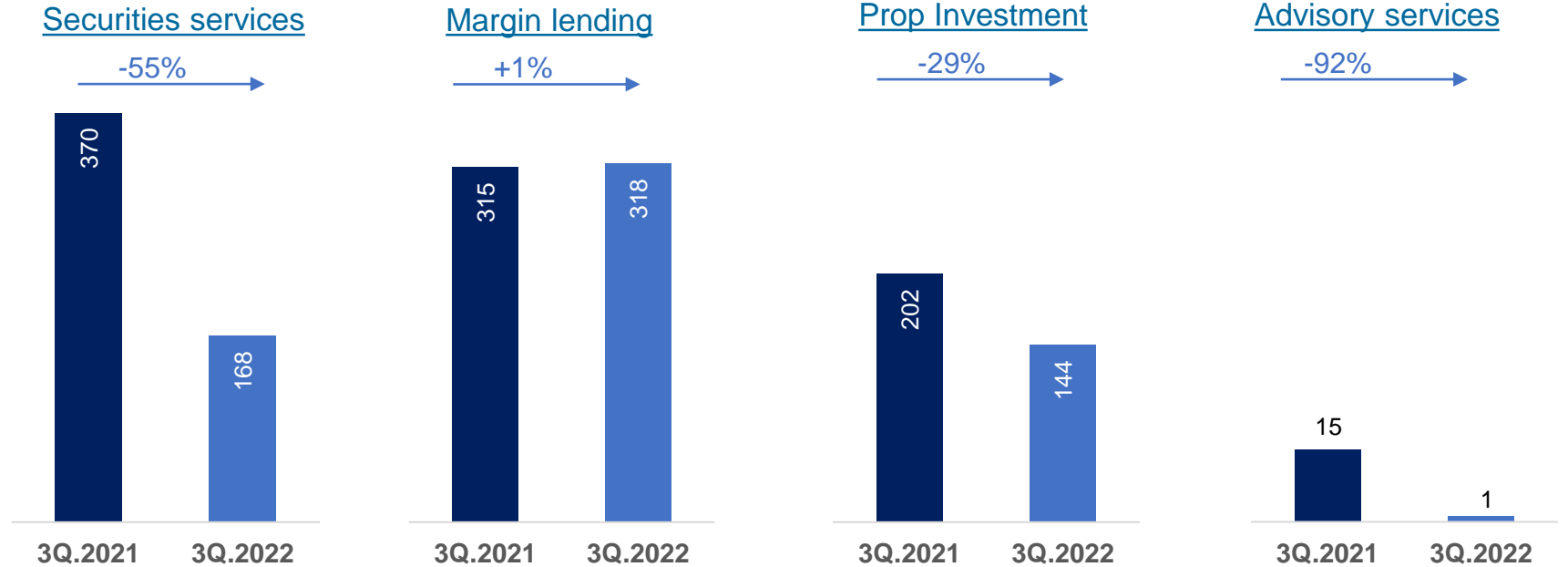
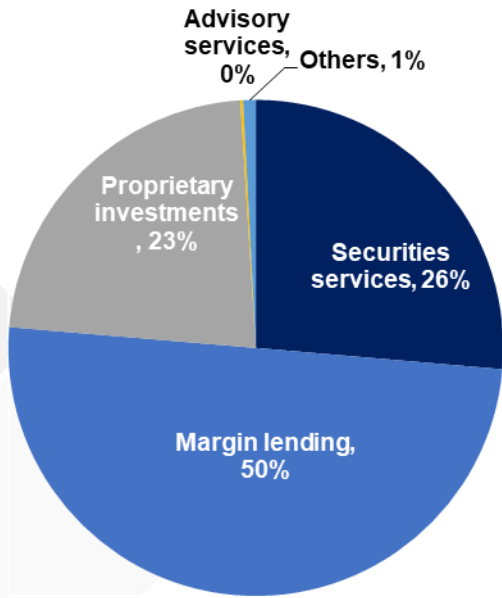
BUSINESS RESULTS SUMMARY



Business Results (VND bn)	3Q.2022	3Q.2021	+/-%	9M.2022	9M.2021	+/-%	Y2022 Plan	% completion
Total revenue (*)	637	906	-30%	2,270	2,411	-6%	3,592	63%
Operating expenses (*)	431	509	-15%	1,362	1,260	8%	2,090	65%
Profit before tax	206	397	-48%	908	1,151	-21%	1,502	61%
Profit after tax	165	318	-48%	727	923	-21%	1,202	61%
Total assets	20,688	18,881	10%	20,688	18,881	10%	25,050	83%
Shareholders' equity	7,995	5,124	56%	7,995	5,124	56%	8,127	98%
Outstanding shares – share	457,211,949	305,041,845	50%	457,211,949	305,041,845	50%	457,211,949	
Earnings per share - VND	361	1,044		1,590	3,027		2,629	60%
Book value per share - VND	17,487	16,797	4%	17,487	16,797	4%	17,487	

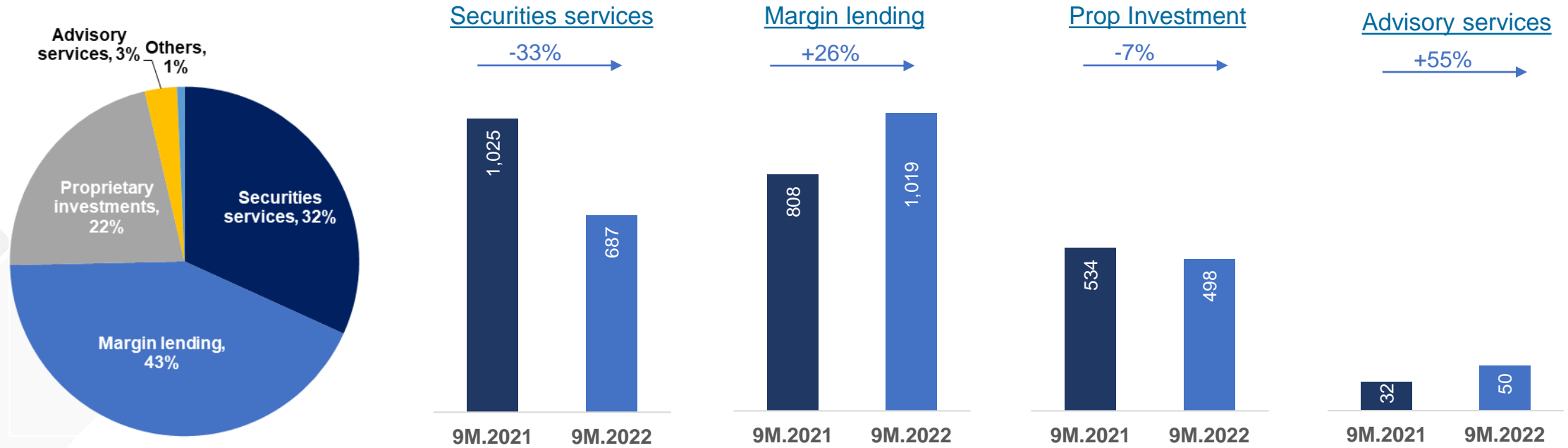
(*): Gains and losses arising from proprietary investments were netted off for comparative purposes

3Q.2022 - REVENUE STRUCTURE (VND bn)



- **Securities Services** revenue decreased 55% on lower ADV.
- **Margin Lending** revenue was almost flat YoY, suggesting HSC customer activity is sticky
- **Proprietary Investment** revenue fell 29% on reduced risk appetite and tighter risk management
- **Financial Advisory Services IBD** did not record any closed deals in 3Q.22; Q4 should be better

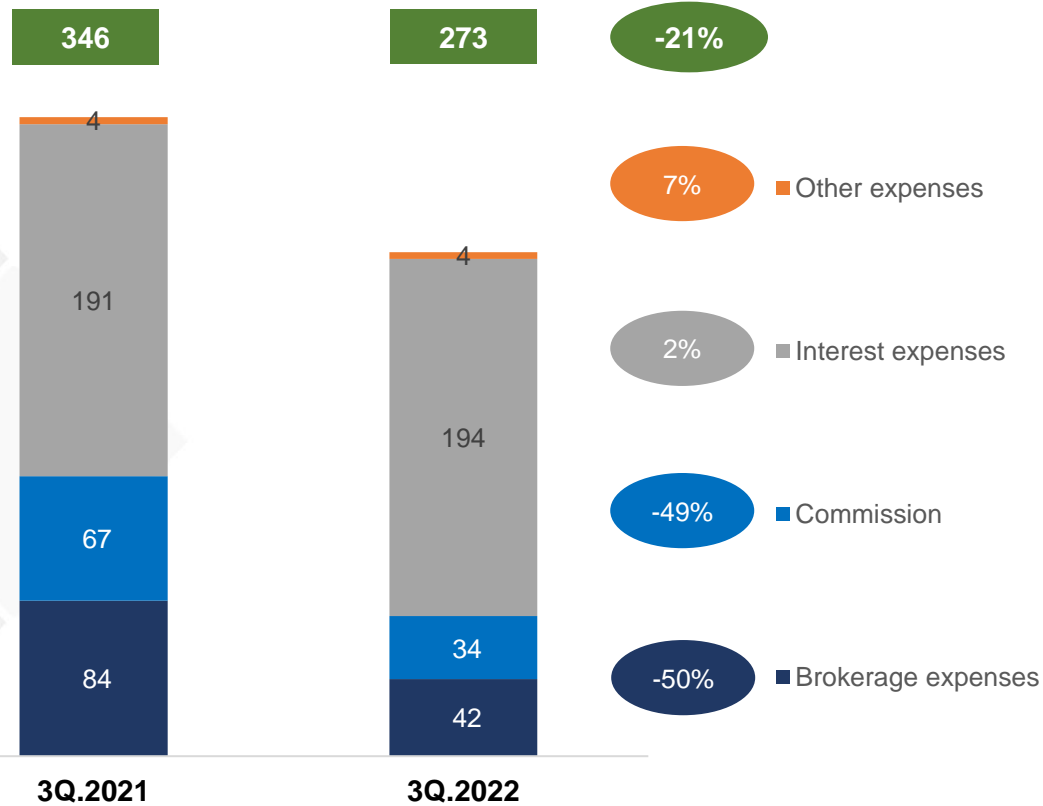
9M.2022 - REVENUE STRUCTURE (VND bn)



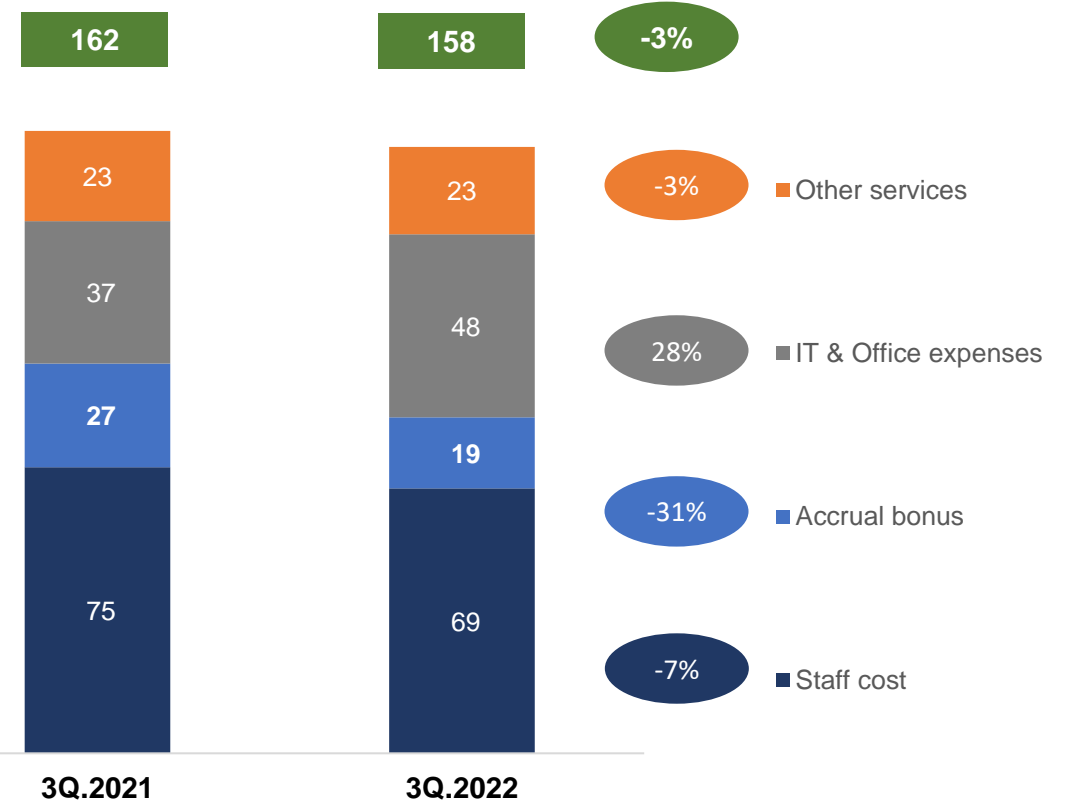
- **Margin Lending** up 26% YoY
- **Securities Services** and **Proprietary Investment** revenue declined along with market activity
- **IBD** revenue lumpy but showing solid uplift YoY

3Q.2022 – DISCIPLINED EXPENSE CONTROL

Variable Expenses (VND billion)



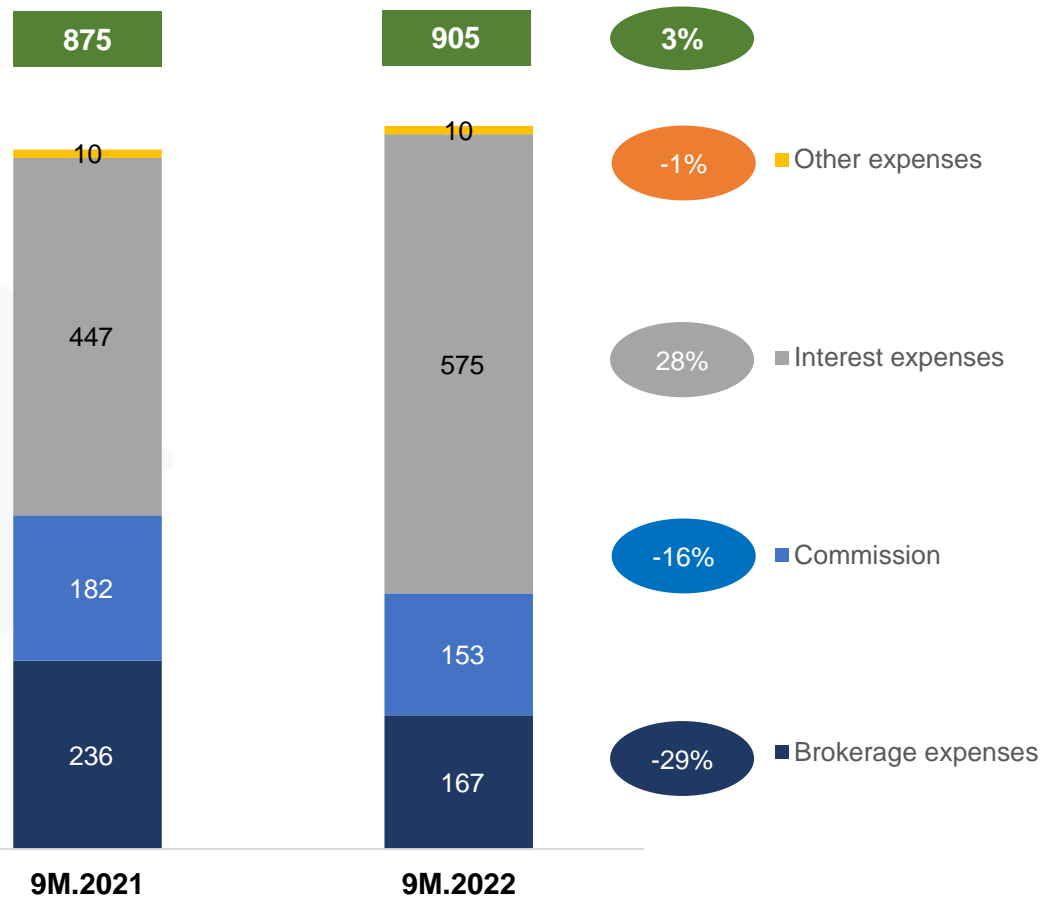
Fixed Expenses (VND billion)



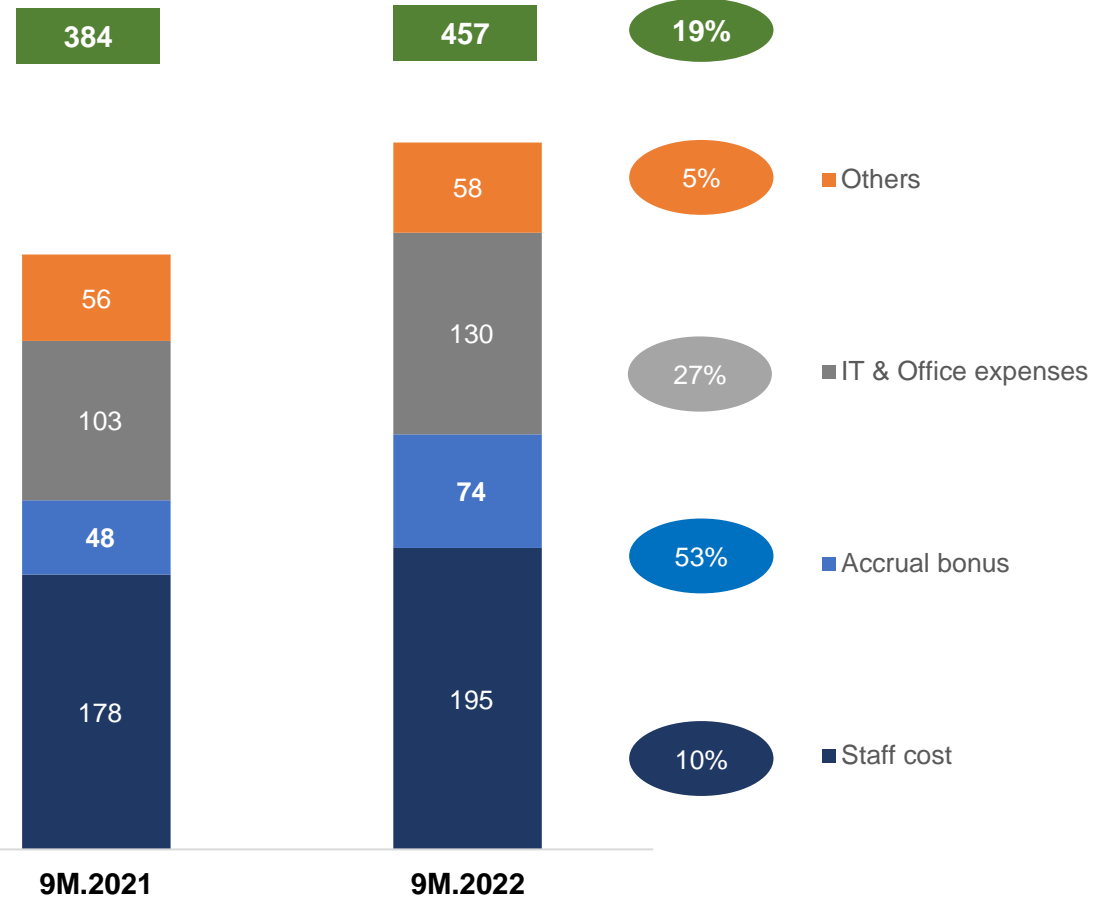
- Total **Operating Expenses** in 2Q decreased 15% YoY
- **Variable Expenses** decreased 21% on lower commission expense
- **Fixed Expenses** declined by 3% on lower compensation accruals

9M.2022 – COST STRUCTURE

Variable Expenses (VND billion)



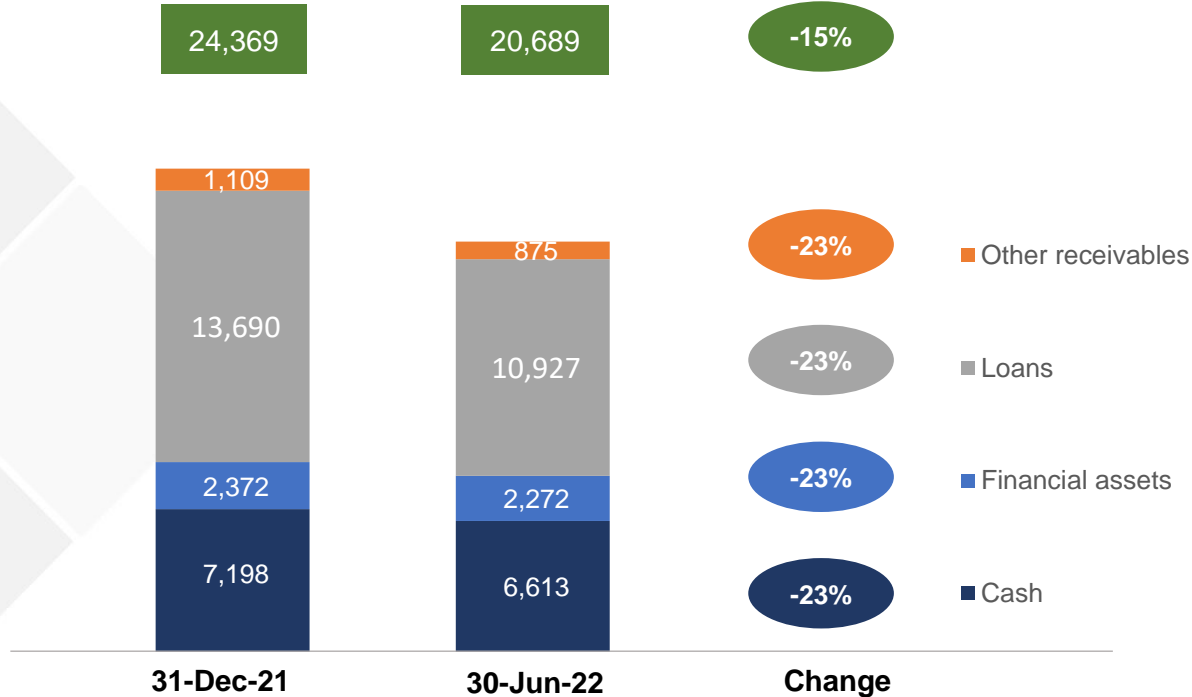
Fixed Expenses (VND billion)



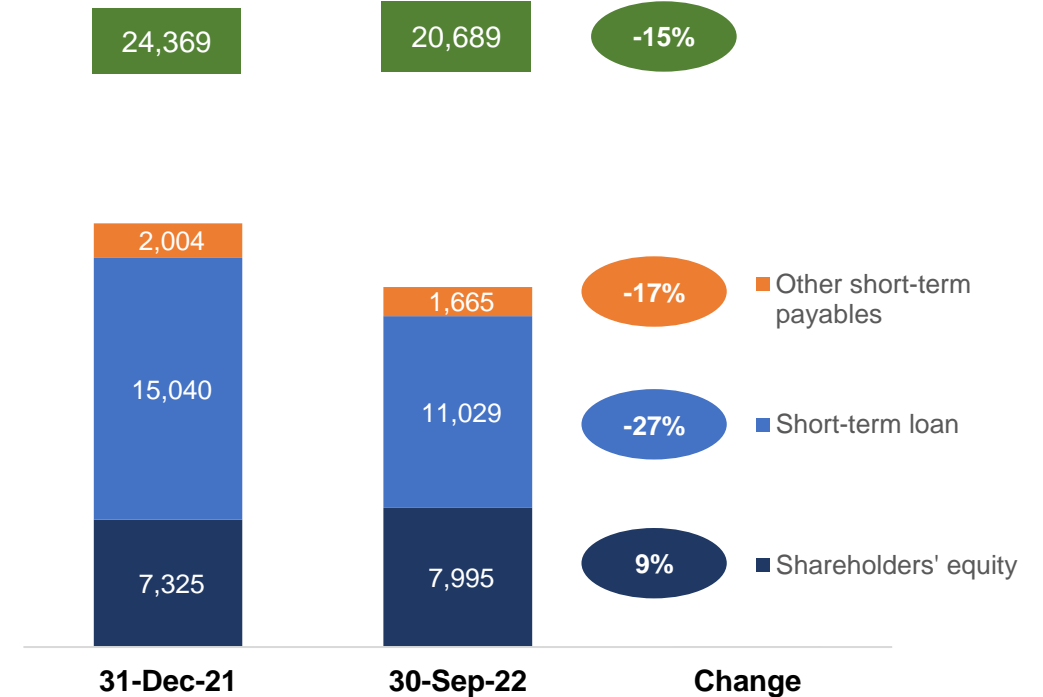
FINANCIAL POSITION AS OF 30/09/2022



Assets Allocation (VND bn)



Equity and Liabilities (VND bn)



Total Assets decreased 15% due to lower margin outstanding and investment.

Short-term loan decreased to 27%.



THANK YOU!

