



Q2 & H1.2024 EARNINGS CALL

Highlights



- 1 | The VN Index increased by over 10%, from 1,130 at the end of 2023 to 1,245. The average daily value surpassed VND24,000 in H1.2024, up 80% YoY.
- 2 | In Q2.2024, HSC delivered VND859 billion in revenue and VND390 billion in profit, up 62% and 99% YoY respectively. For H1, revenue was VND1,581 billion and profit was VND736 billion, increasing 55% and 110% YoY respectively.
- 3 | HSC maintain a position in the top 5 largest brokerage market shares on HOSE with 6.4% in Q2.2024, up 1.4% points YoY.
- 4 | Margin lending activities has significantly increased, with margin loan balance reaching VND18,500 billion, moving to the 3rd place in the market by the end of Q2.2024.
- 5 | Corporate financial advisory activities recorded revenue of over VND50 billion from an M&A deal in Q2.2024.
- 6 | In June 2024, HSC officially launched the new online trading platform **HSC ONE** which enhances security, update time, and ease of adding new features.
- 7 | HSC successfully organized 10th Emerging Vietnam event: 500 participants, and over 100 meetings between investors & corporates.

Summary



Q2.2024

VND859 billion

Revenue

▲ 19% QoQ

▲ 62% YoY

VND390 billion

Profit before tax

▲ 13% QoQ

▲ 99% YoY

6.4%

Brokerage market share

▲ 0.5% QoQ

▲ 1.4% YoY

H1.2024

VND1,581 billion

Revenue

▲ 55% YoY

VND736 billion

Profit before tax

▲ 110% YoY

VND18,542 billion

Margin loan balance

▲ 109% YoY

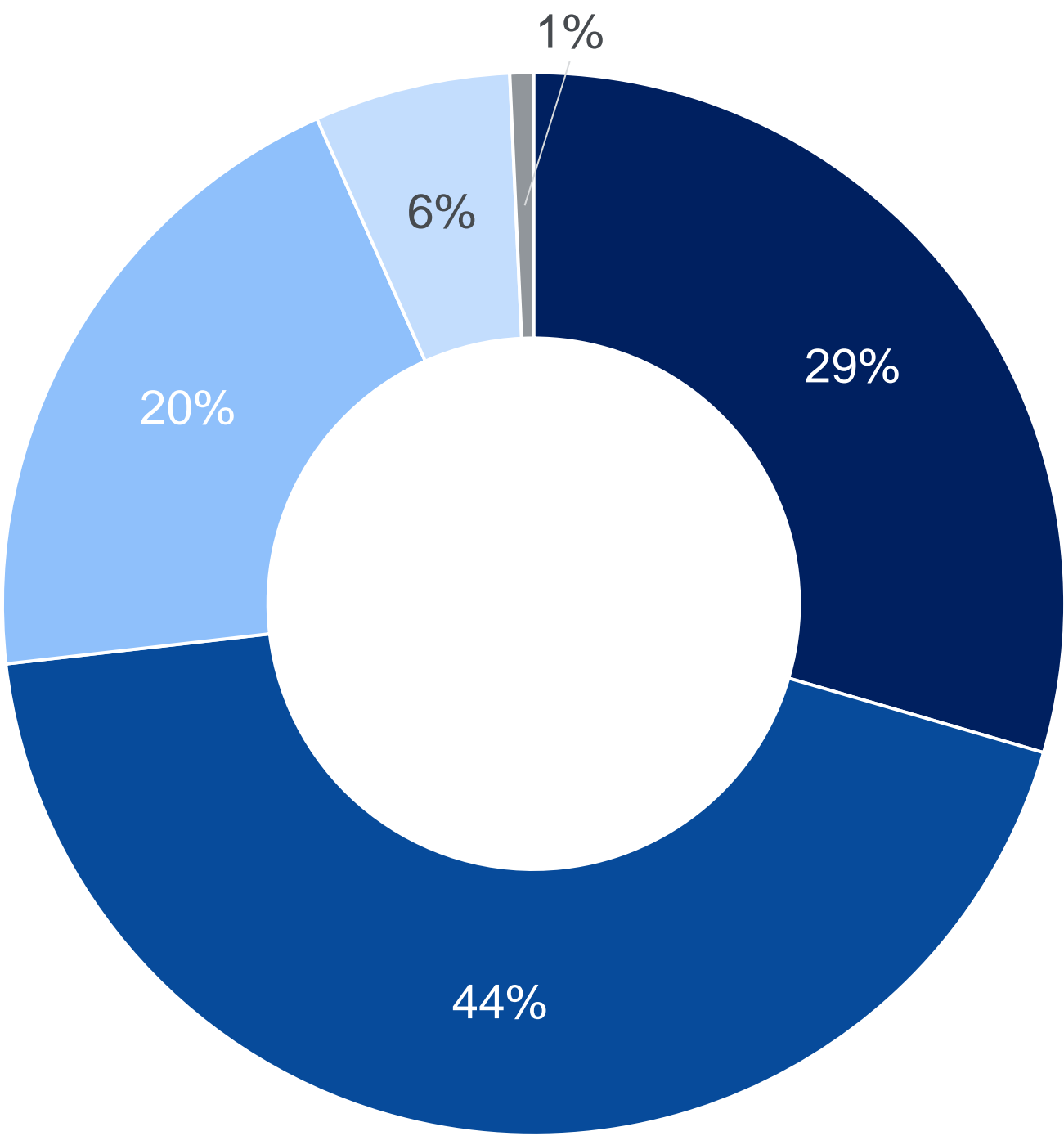
Business Results



Business Results (VND bn)	Q2.2023	Q2.2024	+/-%	H1.2023	H1.2024	+/-%	FY2024 Plan	% completed
Total revenue (*)	529	859	62%	1,018	1,581	55%	3,182	50%
Operating expenses (*)	333	469	41%	667	845	27%	1,732	49%
Profit before tax	196	390	99%	351	736	110%	1,450	51%
Total assets	14,300	27,756	94%	14,300	27,756	94%	25,265	110%
Shareholders' equity	7,919	10,664	35%	7,919	10,664	35%	11,225	95%
ROAE	7.9%	13.0%	64%	7.1%	12.4%	75%	12.4%	100%
Outstanding shares (million shares)	457	704	54%	457	704	54%	770	-
Earnings per share – VND	344	525	53%	615	1,090	77%	1,890	58%

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

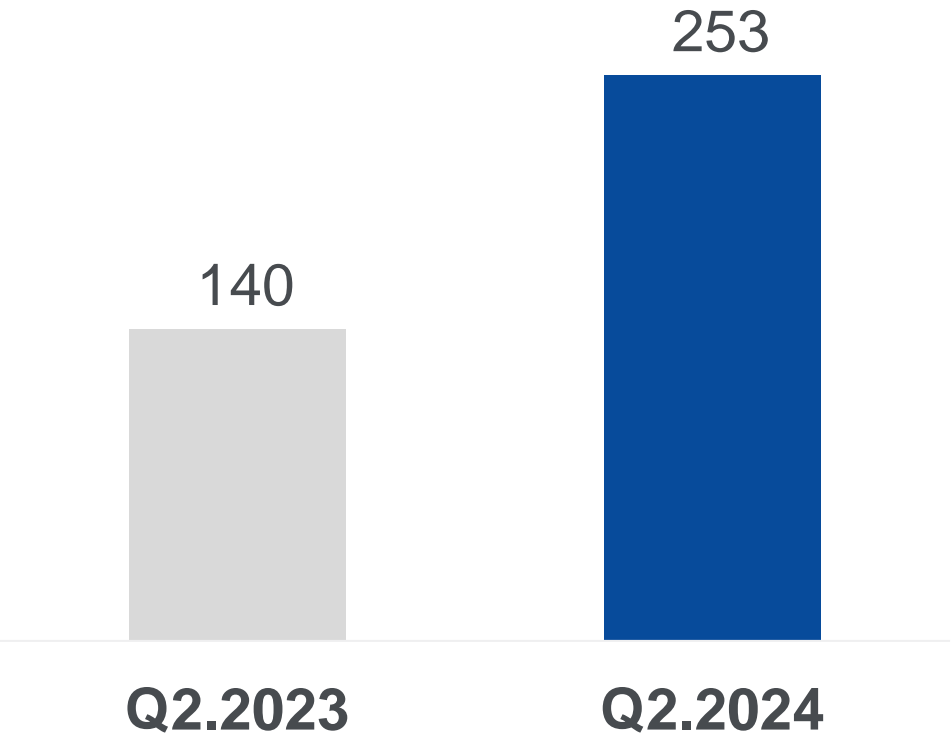
Revenue Structure| Q2.2024



- Securities Brokerage
- Margin Lending
- Proprietary Investments
- Investment Baking

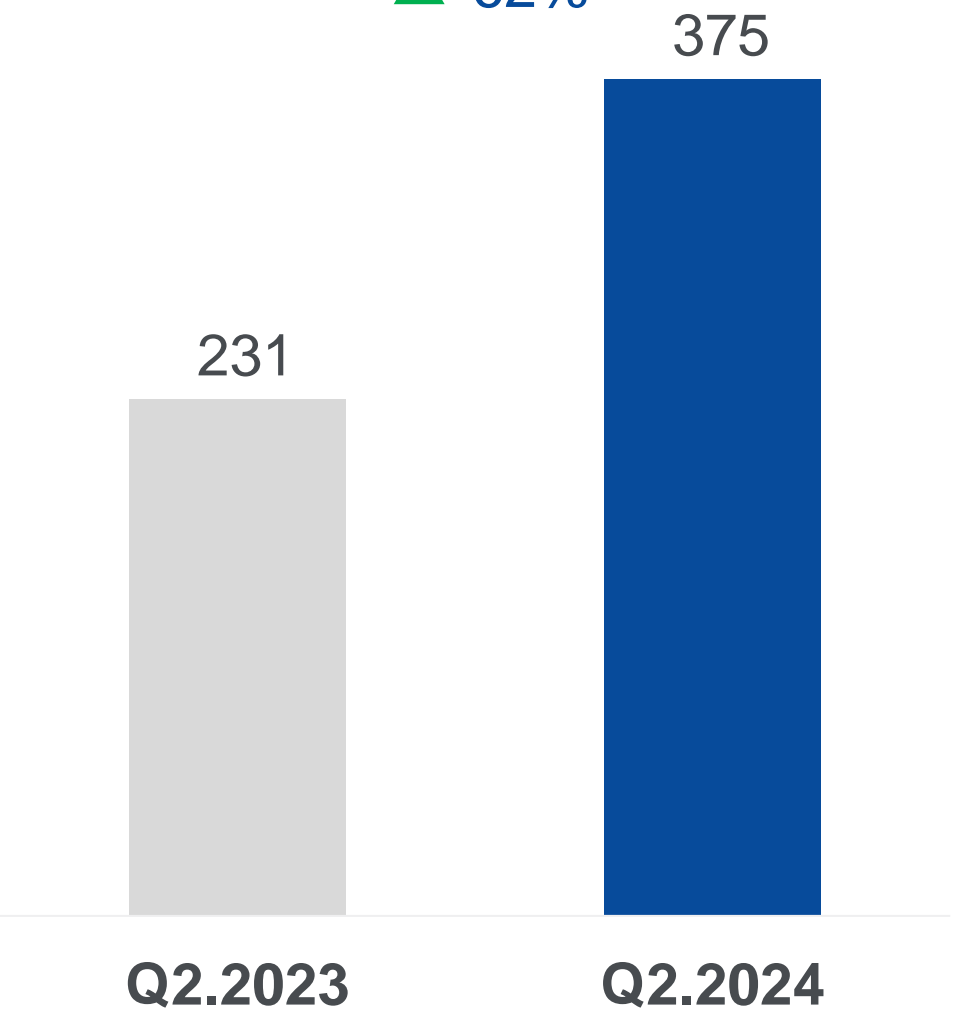
Securities Service

▲ 81%



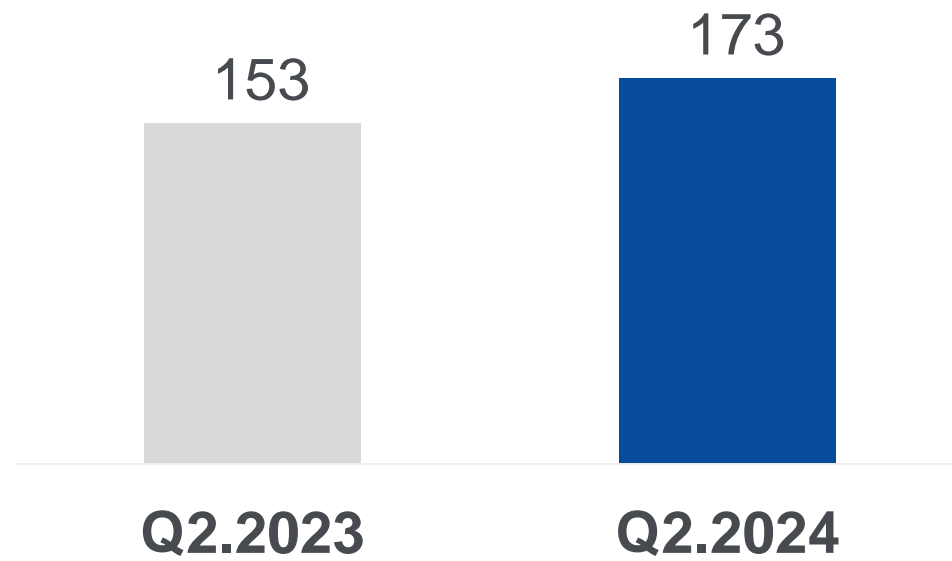
Margin Lending

▲ 62%



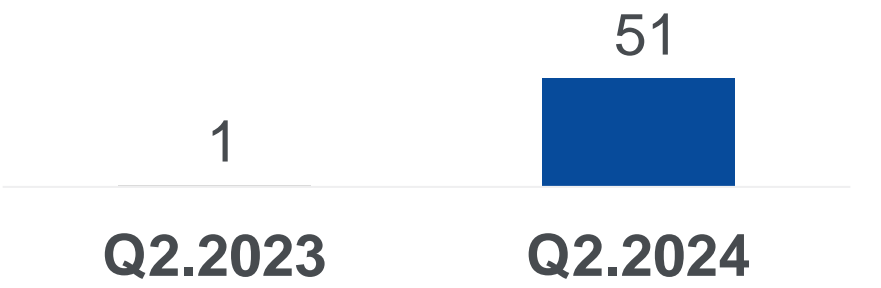
Prop. Investment

▲ 13%

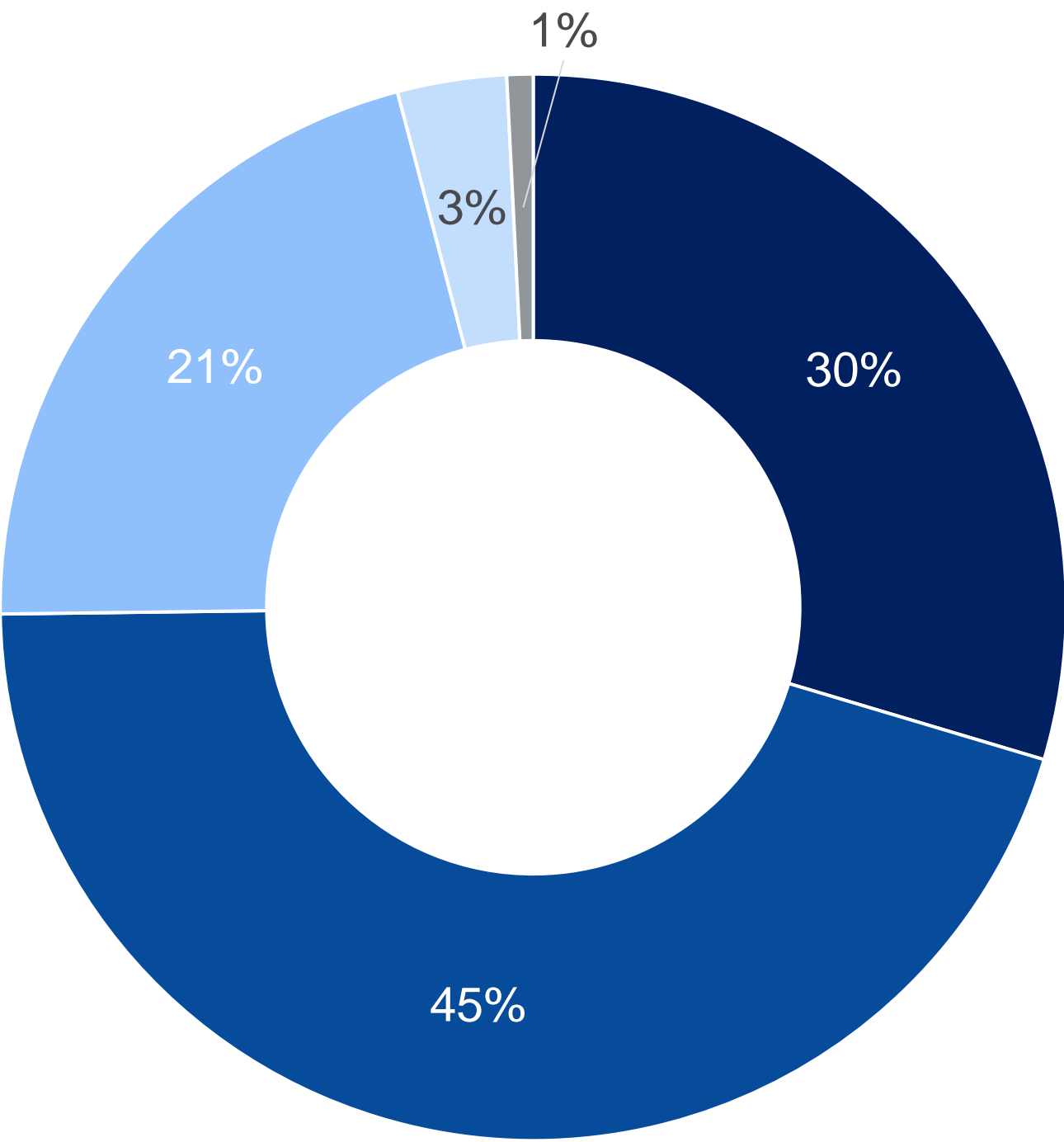


Corporate Finance

▲ 7,557%



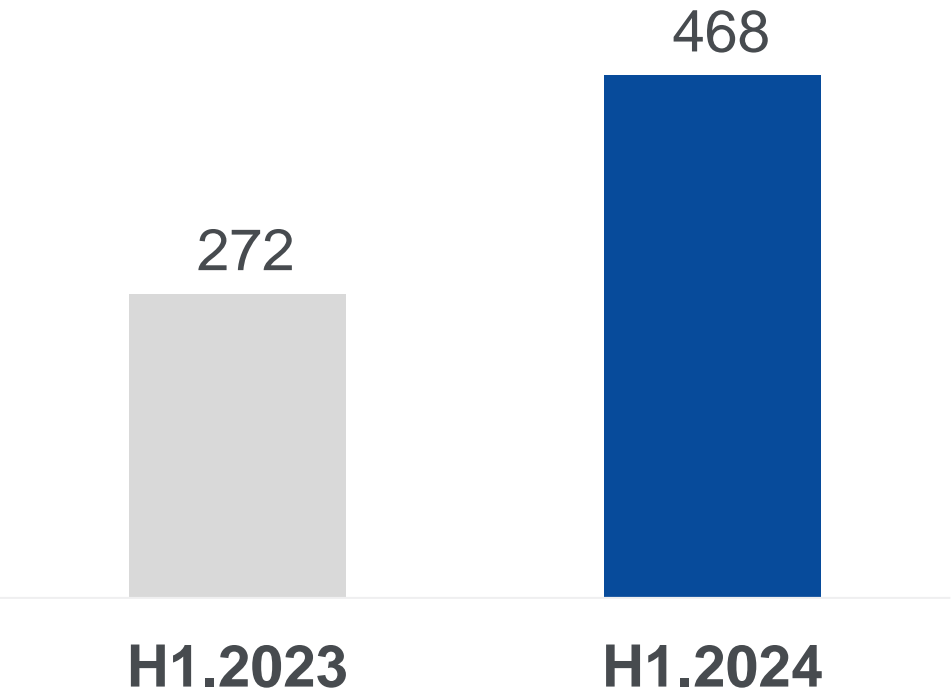
Revenue Structure| H1.2024



- Brokerage Services
- Margin Lending
- Proprietary Investments
- Investment Baking

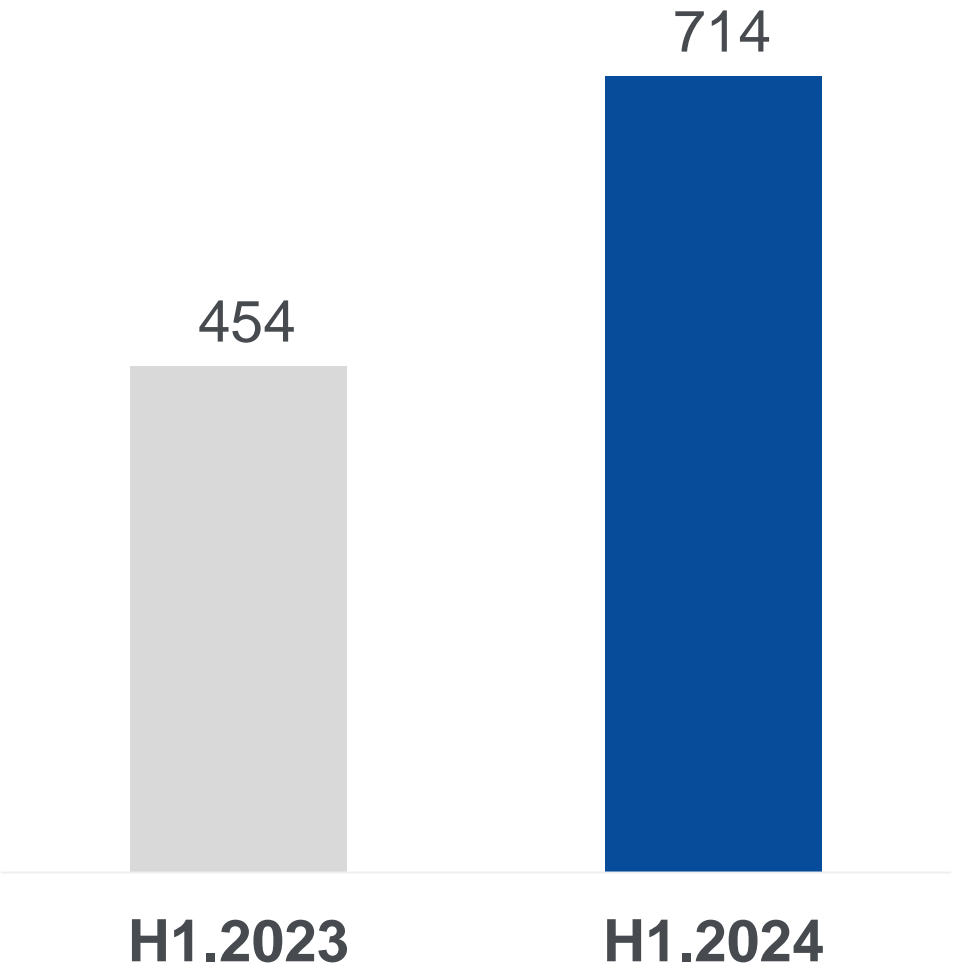
Brokerage Services

▲ 72%



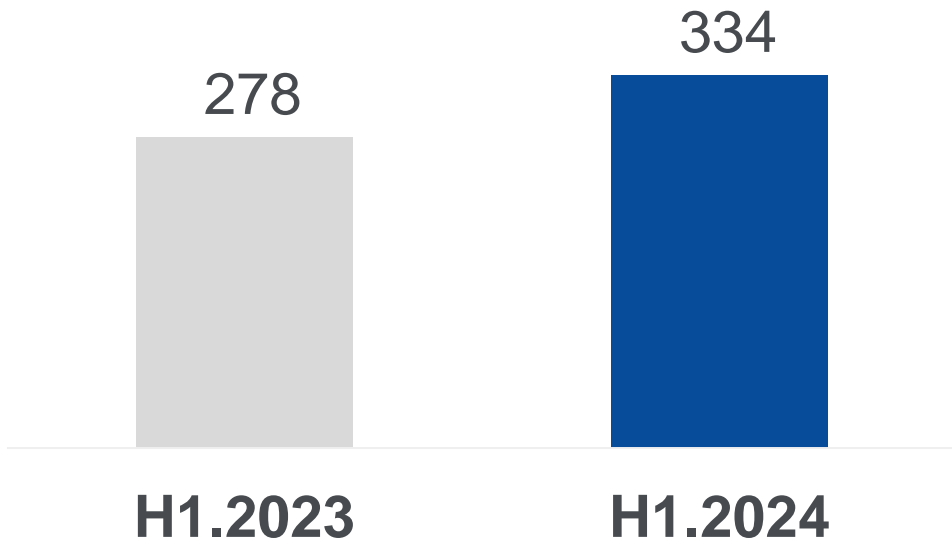
Margin Lending

▲ 57%



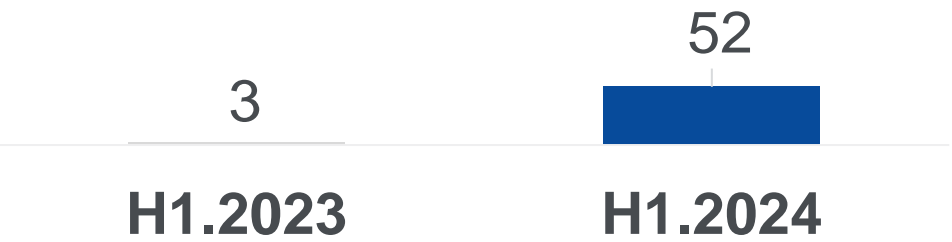
Prop. Investment

▲ 20%



Corporate Finance

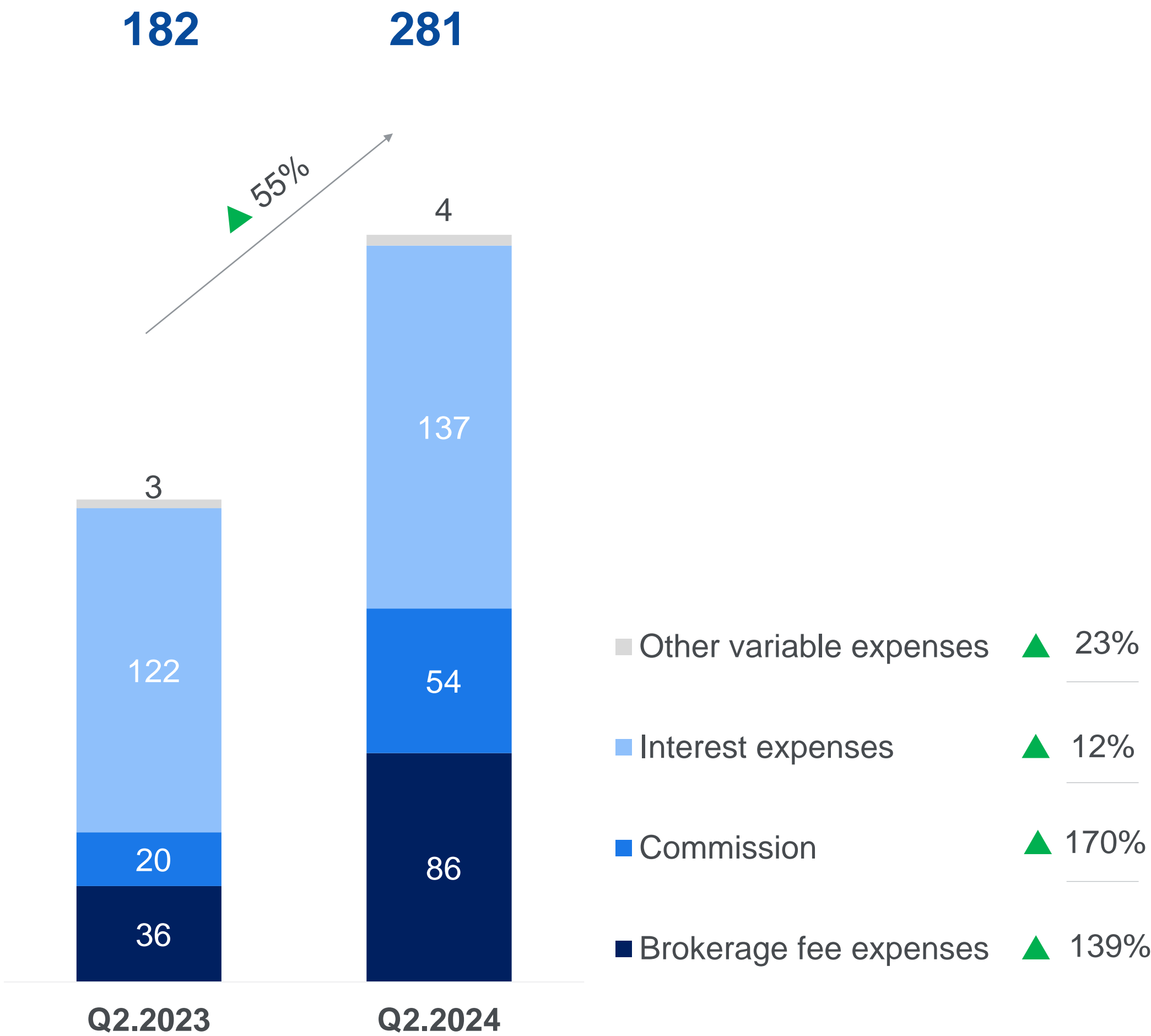
▲ 1,962%



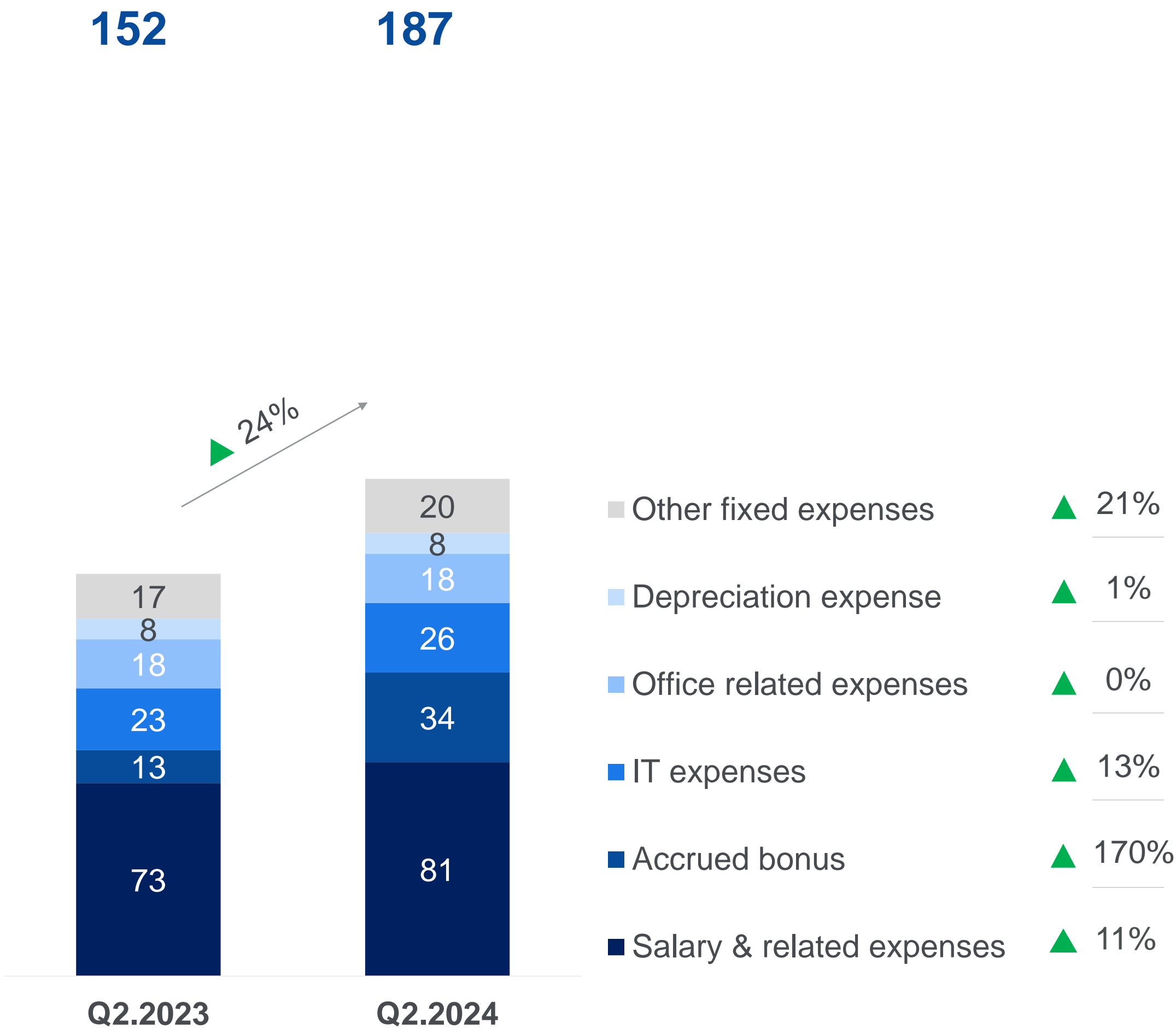
Expenses Structure| Q2.2024



Variable expenses



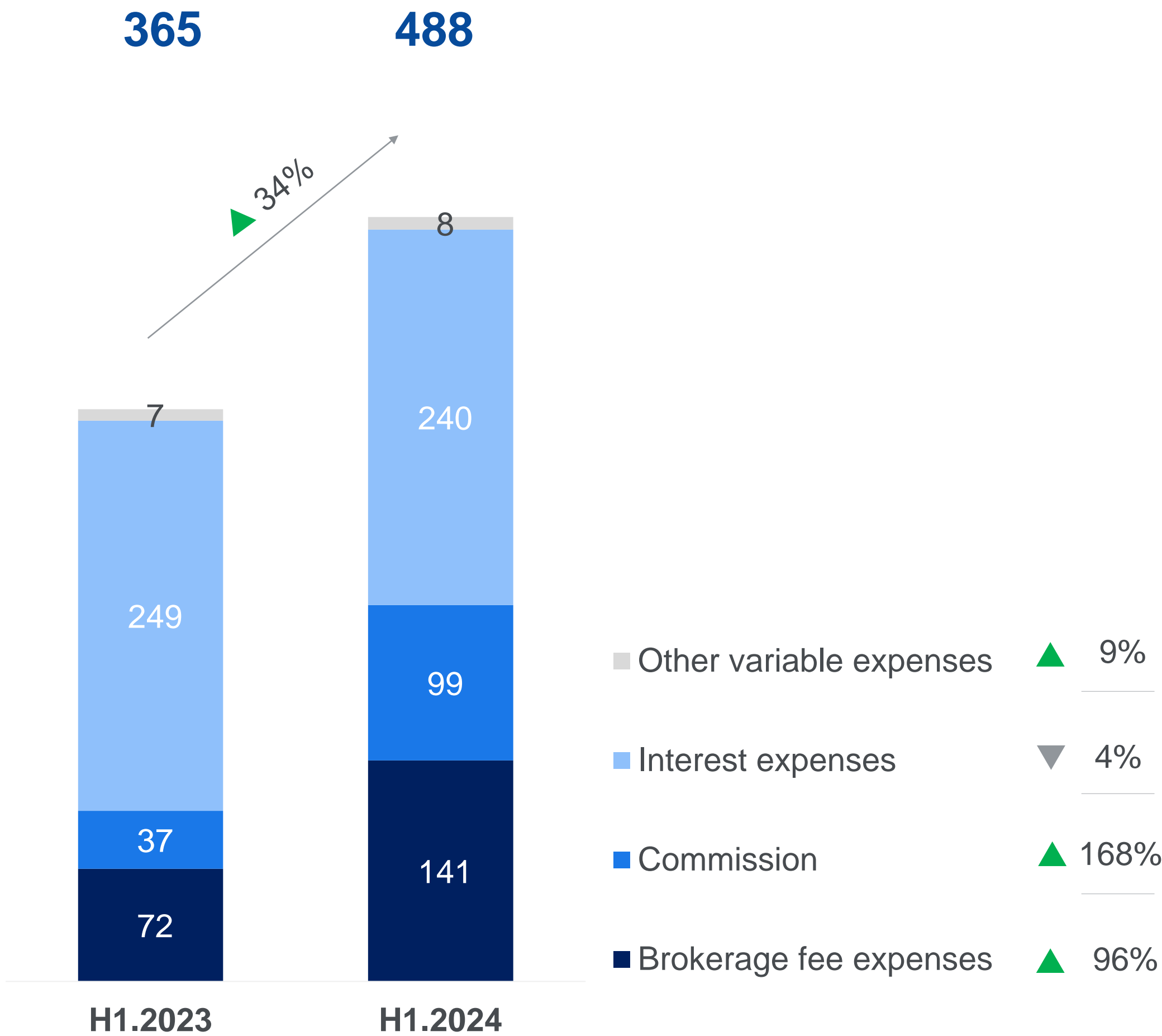
Fixed expenses



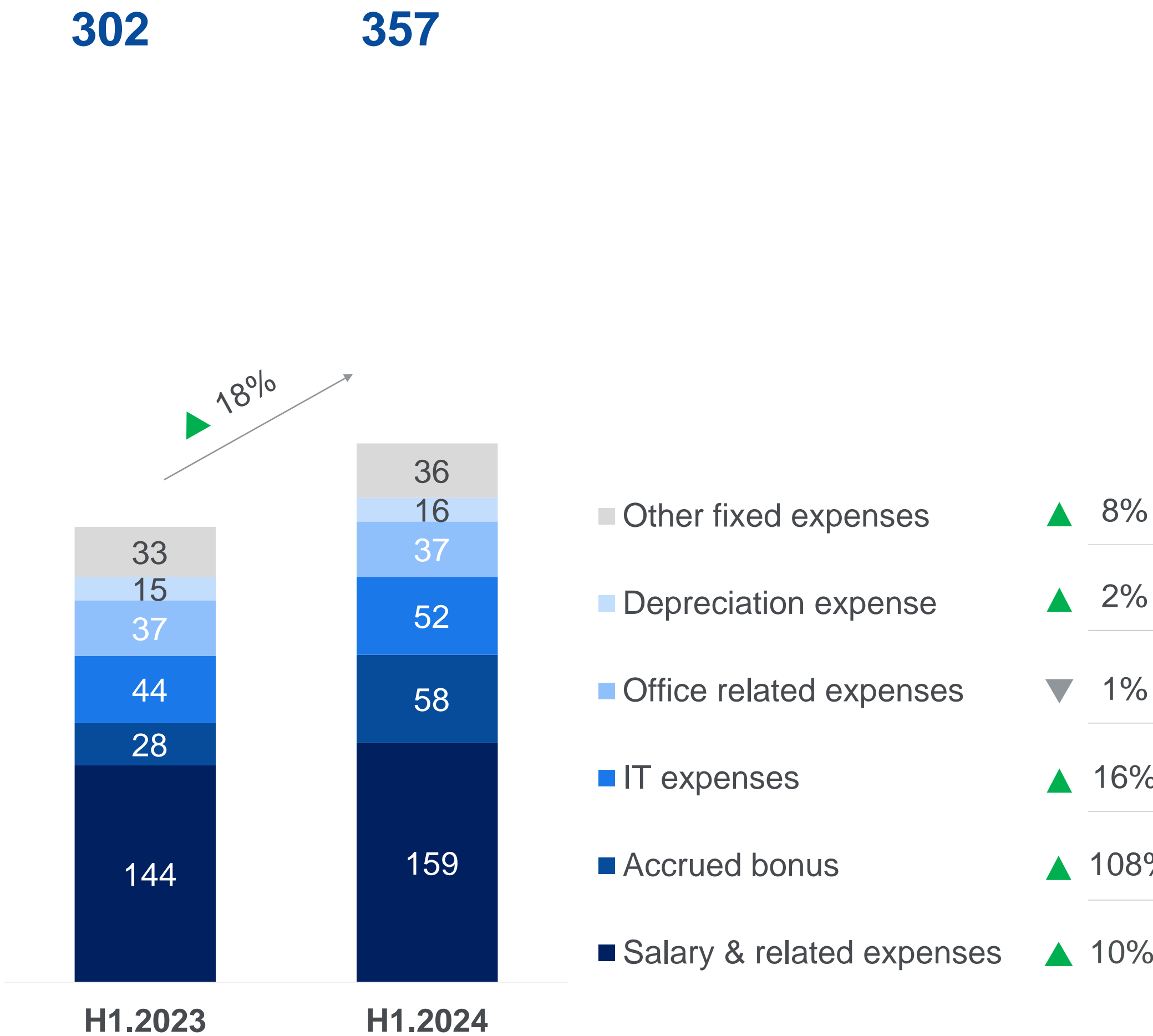
Expenses Structure| H1.2024



Variable expenses



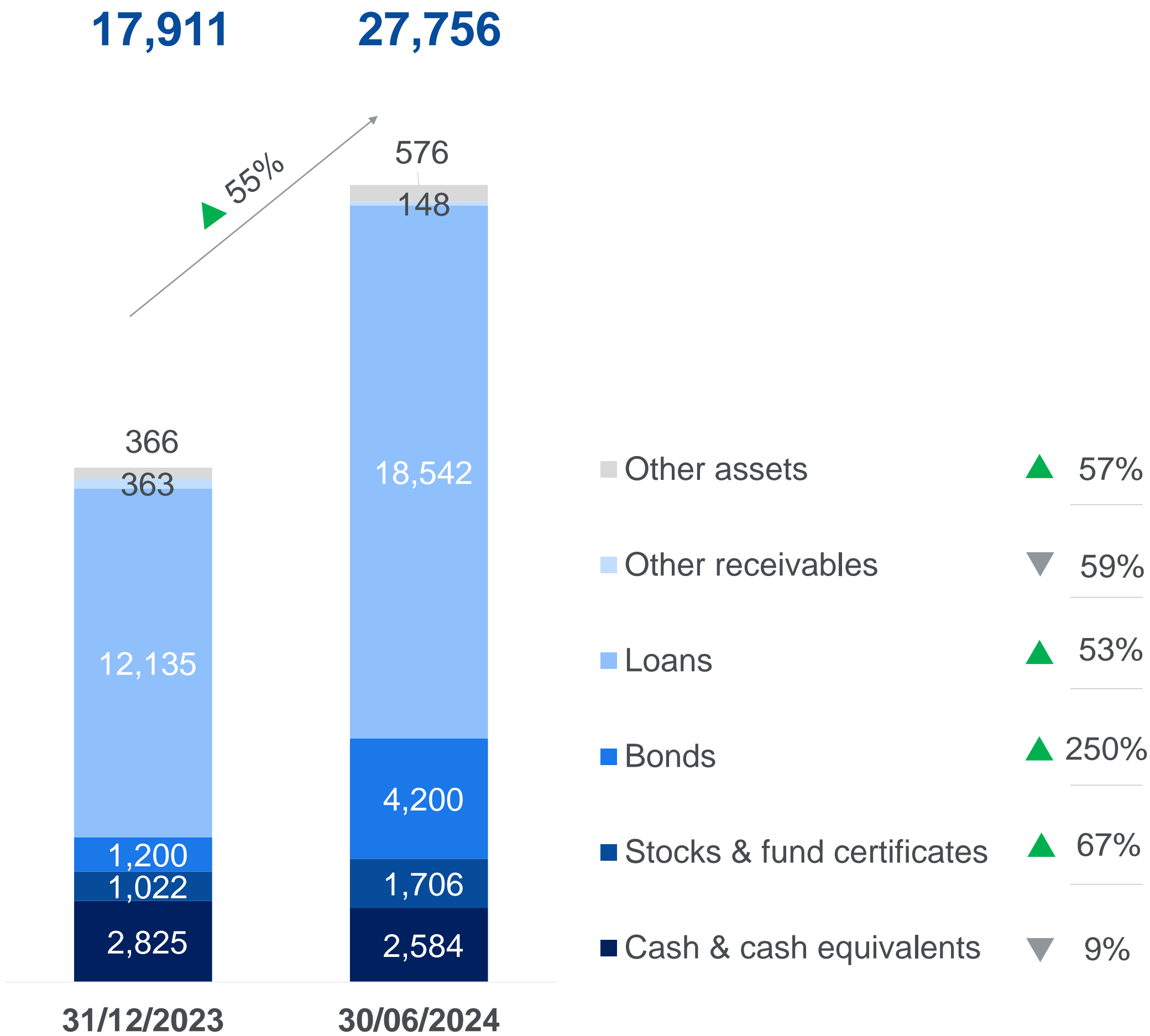
Fixed expenses



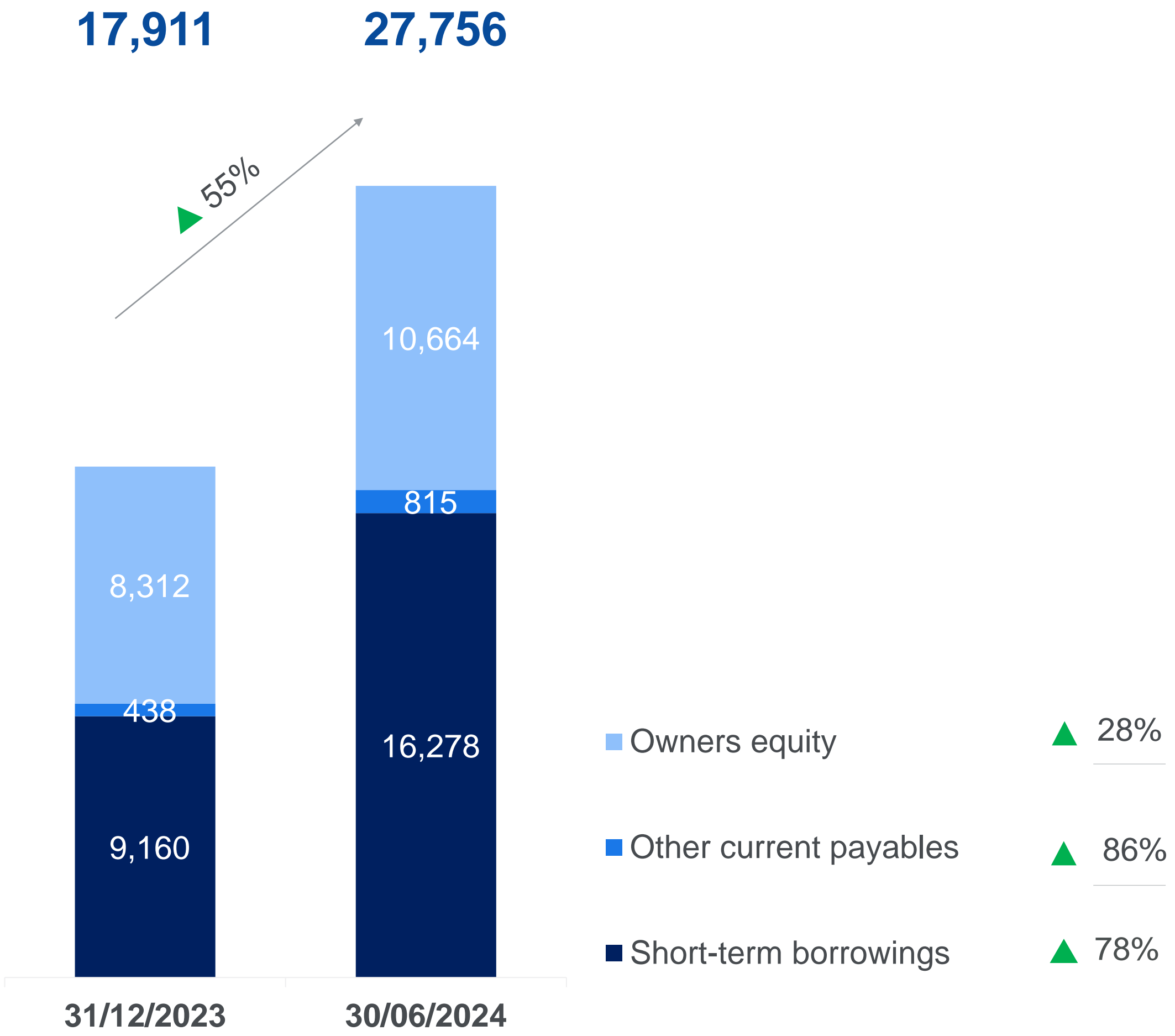
Financial Position as of 30/06/2024



Assets



Liabilities & Equity



THANK YOU!

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