



HO CHI MINH CITY SECURITIES COMPANY

Q3 & 9M.2024 EARNINGS CALL

Highlights



- 1 | The VN Index closed at 1,288, up 3% from Q2. Average daily trading was subdued at VND18,600 billion, down 24% YoY and 26% QoQ.
- 2 | In Q3.2024, HSC netted VND831 billion in revenue and VND275 billion in profit, up 30% and 3% YoY respectively.
For 9M, revenue was VND2,423 billion and profit was VND1,011 billion, increasing 46% and 64% YoY respectively.
- 3 | HSC gained market share on HOSE in 5 consecutive quarters, reaching 6.7% in Q3.2024, up 1.6% points YoY
- 4 | Margin lending activities increased significantly, with loan balance reaching VND19,300 billion.

Summary



Q3.2024

VND831 billion

Revenue

▲ 30% YoY

VND275 billion

Profit before tax

▲ 3% YoY

6.7%

Brokerage market share

▲ 1.6% points YoY

9M.2024

VND2,423 billion

Revenue

▲ 46% YoY

VND1,011 billion

Profit before tax

▲ 64% YoY

VND19,286 billion

Margin loan balance

▲ 70% YoY

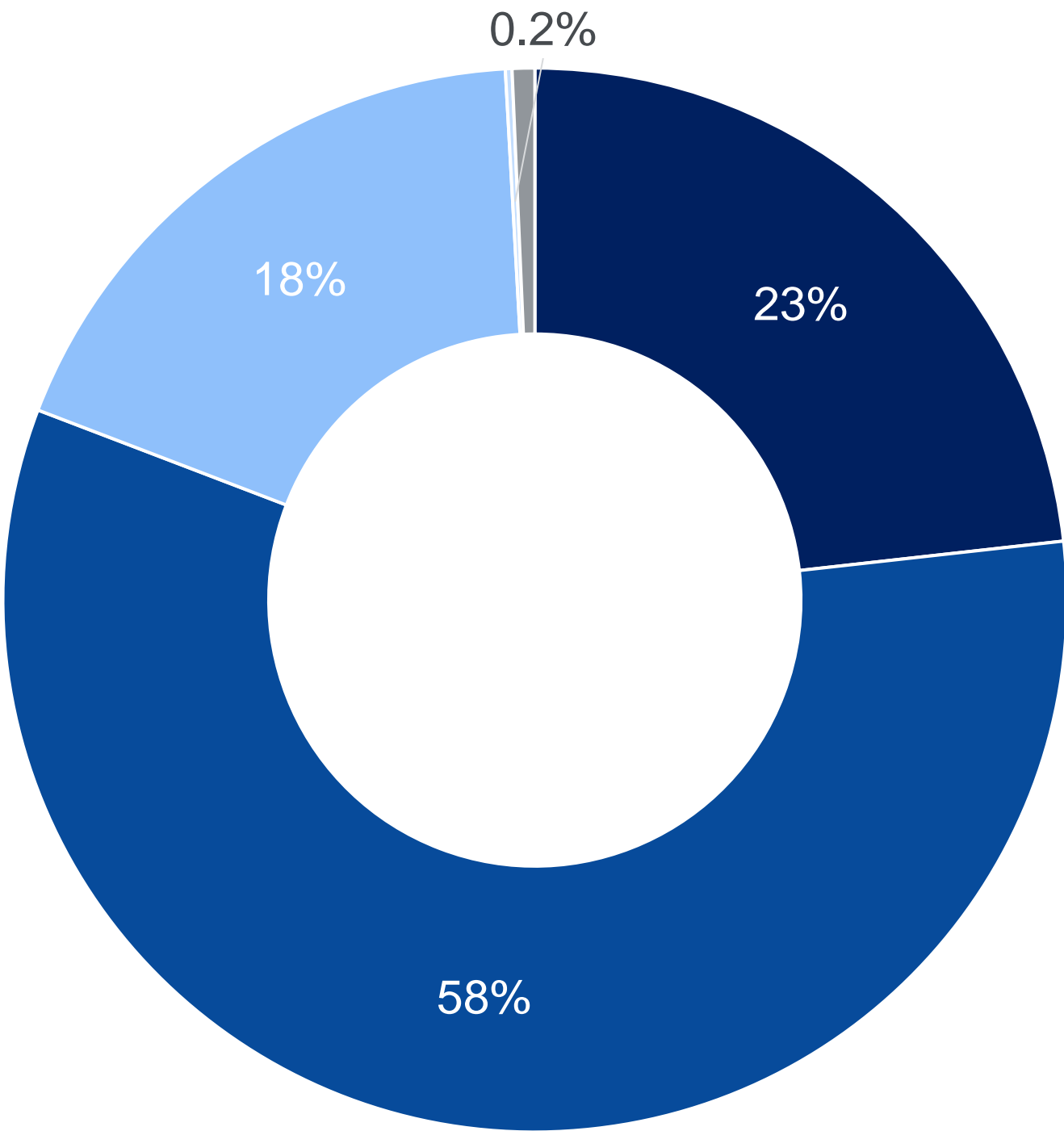
Business Results



| Business Results (VND bn) | Q3.2023 | Q3.2024 | +/-% | 9M.2023 | 9M.2024 | +/-% | FY2024 Plan | % completed |
|-------------------------------------|------------|------------|-----------|------------|--------------|------------|--------------|-------------|
| Total revenue (*) | 637 | 831 | 30% | 1,655 | 2,423 | 46% | 3,182 | 76% |
| Operating expenses (*) | 370 | 555 | 50% | 1,038 | 1,412 | 36% | 1,732 | 82% |
| Profit before tax | 266 | 275 | 3% | 617 | 1,011 | 64% | 1,450 | 70% |
| | | | | | | | | |
| Total assets | 16,663 | 32,715 | 96% | 16,663 | 32,715 | 96% | 25,265 | 129% |
| Shareholders' equity | 8,133 | 10,057 | 24% | 8,133 | 10,057 | 24% | 11,225 | 90% |
| | | | | | | | | |
| ROAE | 10.7% | 8.6% | -20% | 8.2% | 11.8% | 43% | 12.4% | 95% |
| | | | | | | | | |
| Outstanding shares (million shares) | 457 | 704 | 54% | 457 | 704 | 54% | 770 | |
| Earnings per share – VND | 468 | 316 | -33% | 1,083 | 1,391 | 28% | 1,890 | 74% |

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

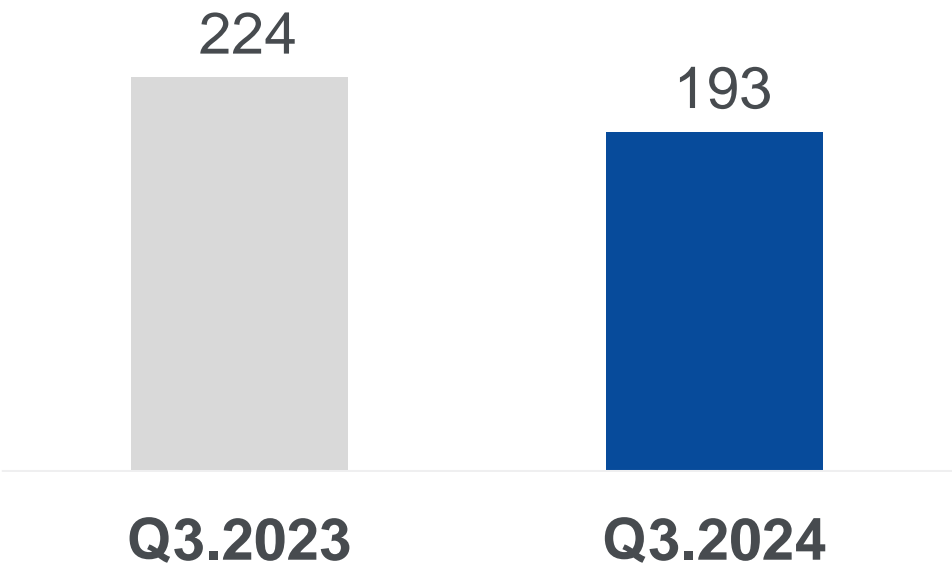
Revenue Structure| Q3.2024



- Securities Brokerage
- Margin Lending
- Proprietary Investments
- Corporate Finance

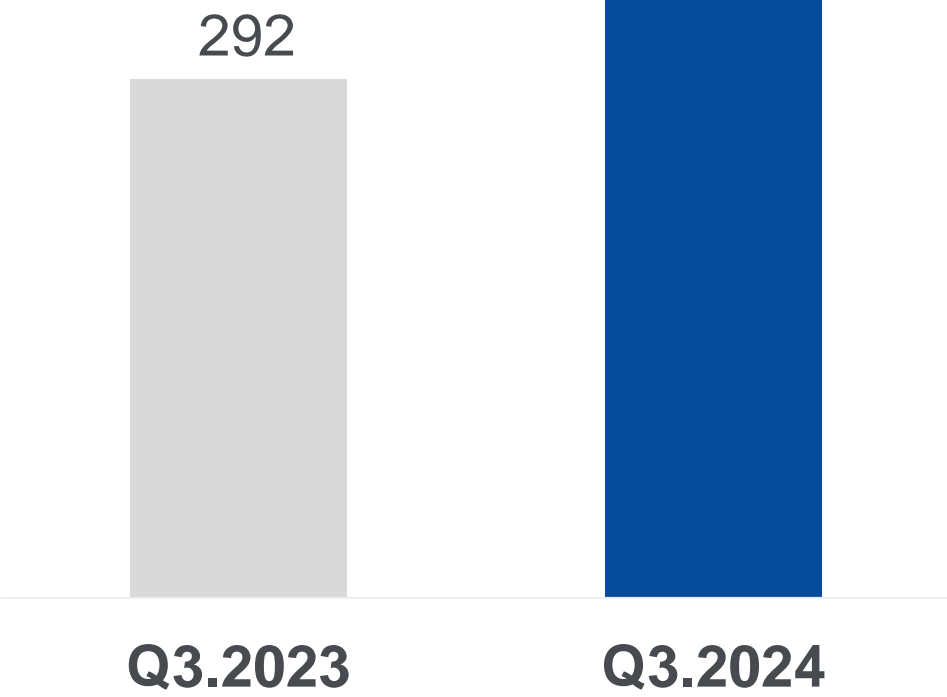
Securities Brokerage

▼ 14%



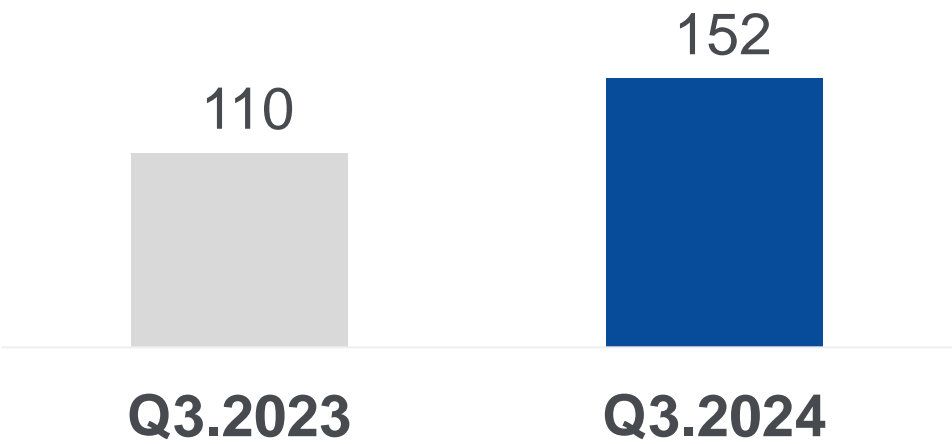
Margin Lending

▲ 64%



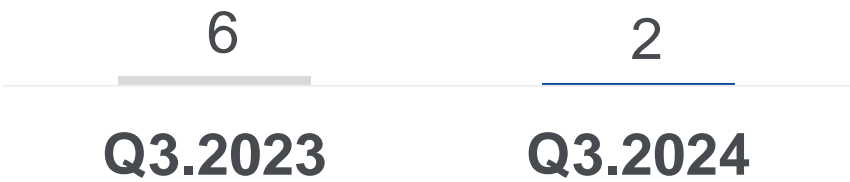
Prop. Investment

▲ 38%

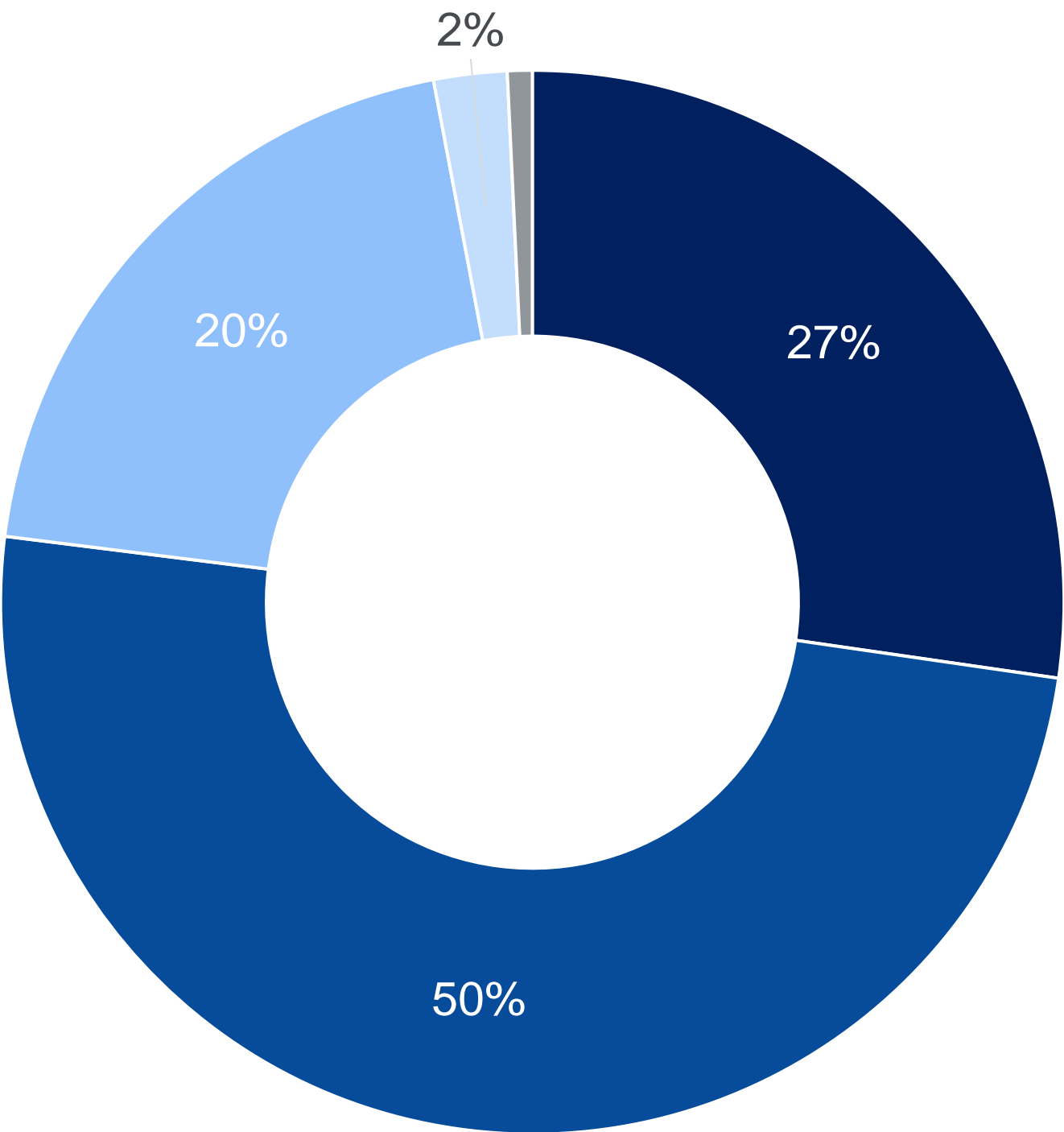


Corporate Finance

▼ 70%



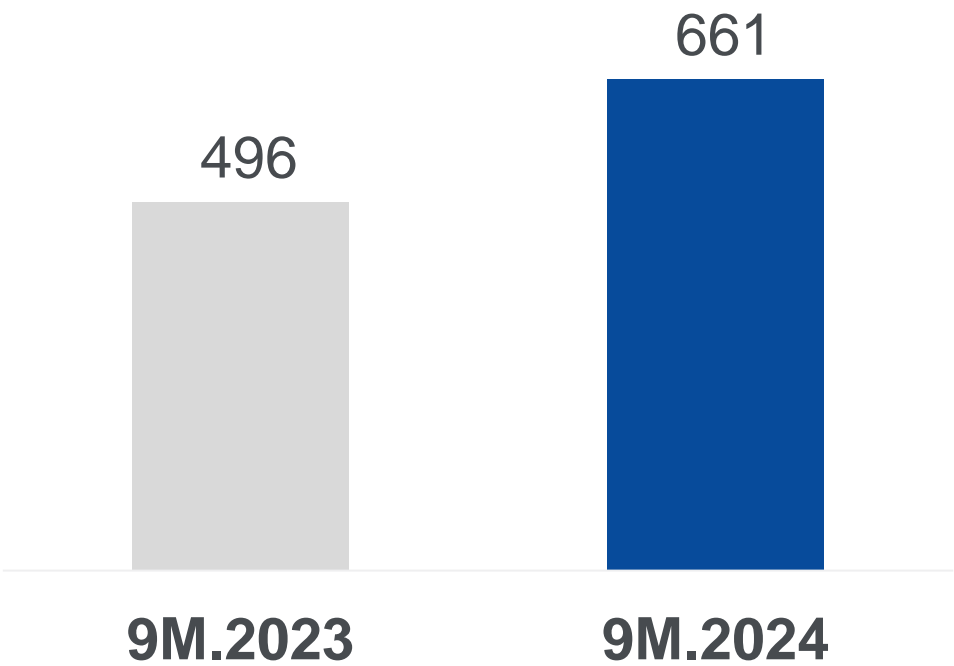
Revenue Structure| 9M.2024



- Brokerage Services
- Margin Lending
- Proprietary Investments
- Corporate Finance

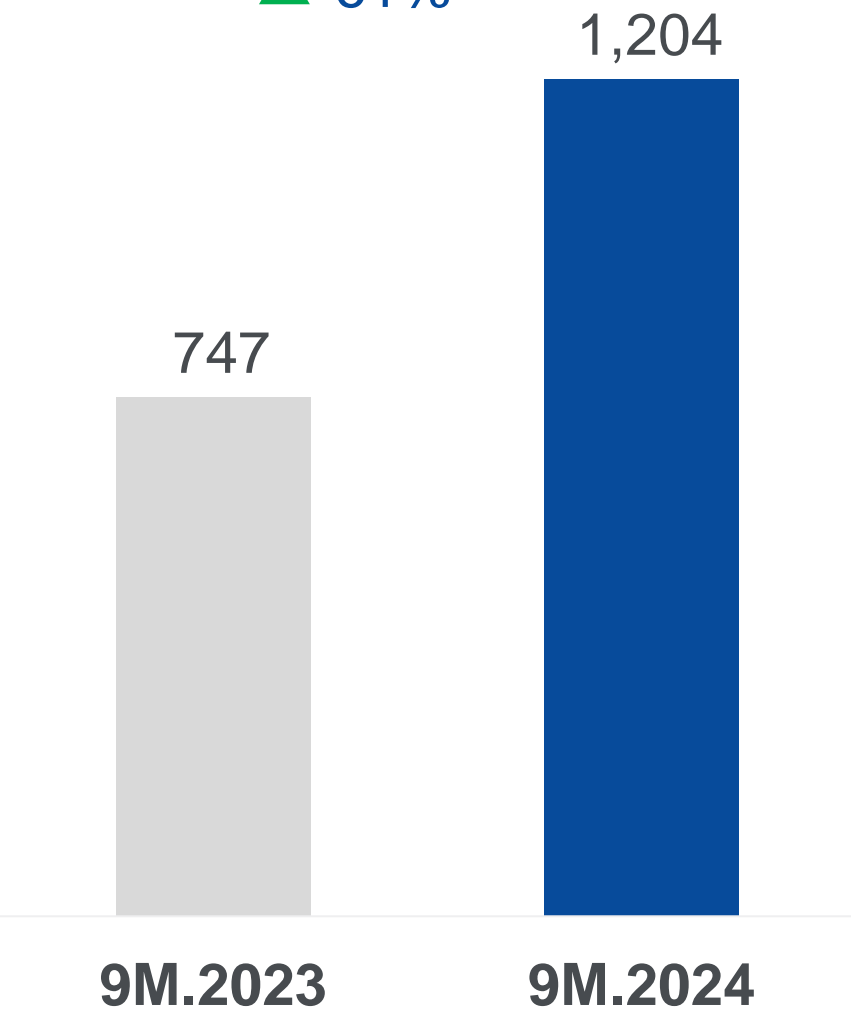
Securities Brokerage

▲ 33%



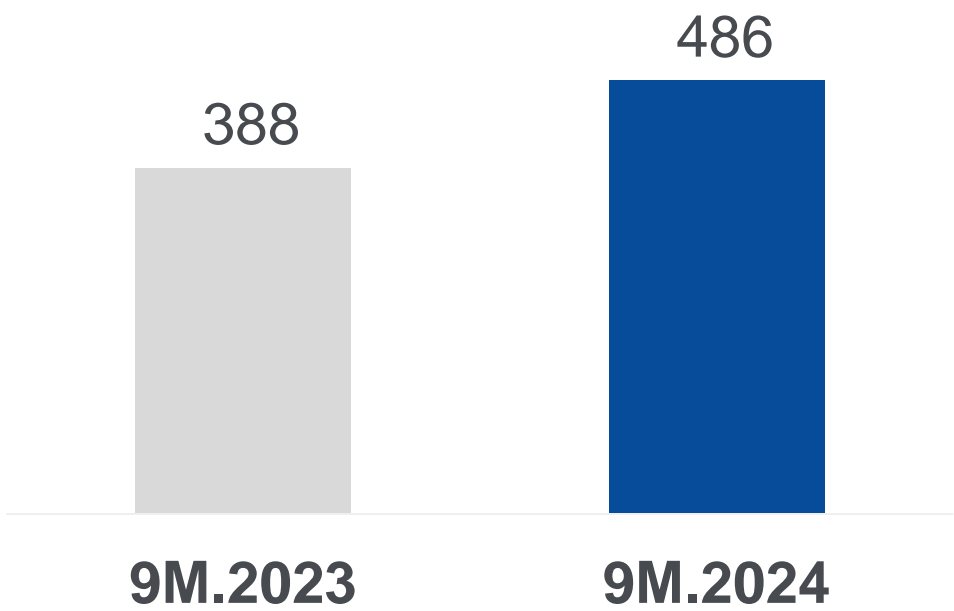
Margin Lending

▲ 61%



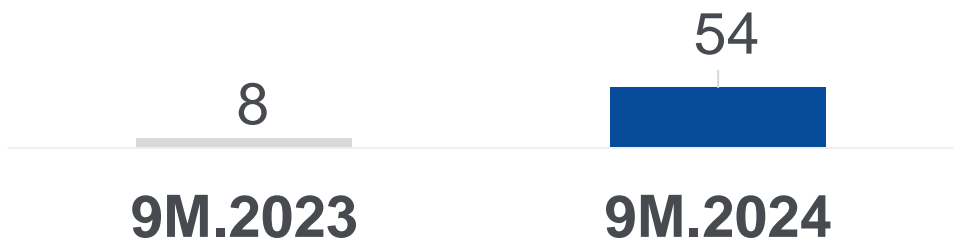
Prop. Investment

▲ 25%



Corporate Finance

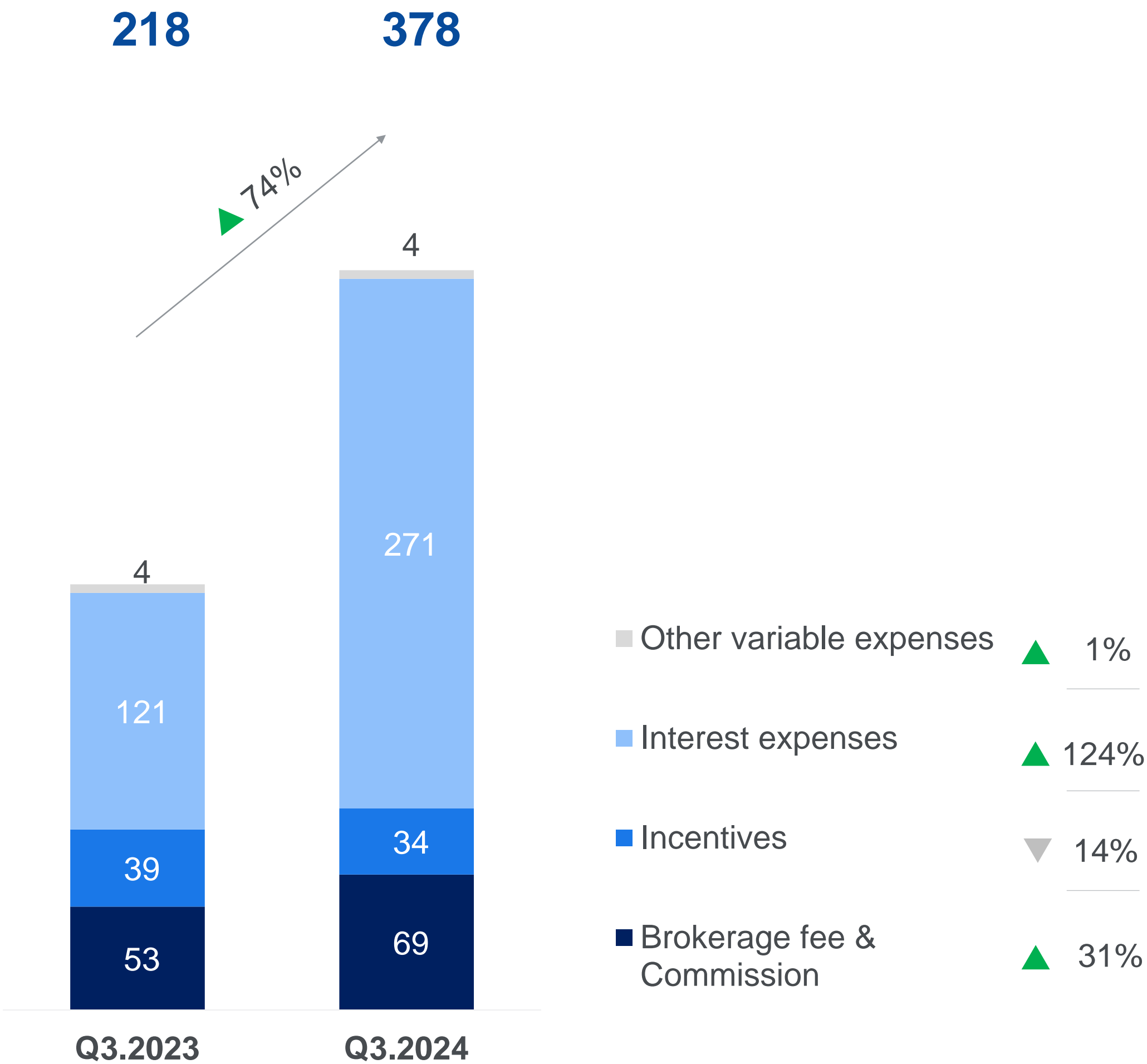
▲ 564%



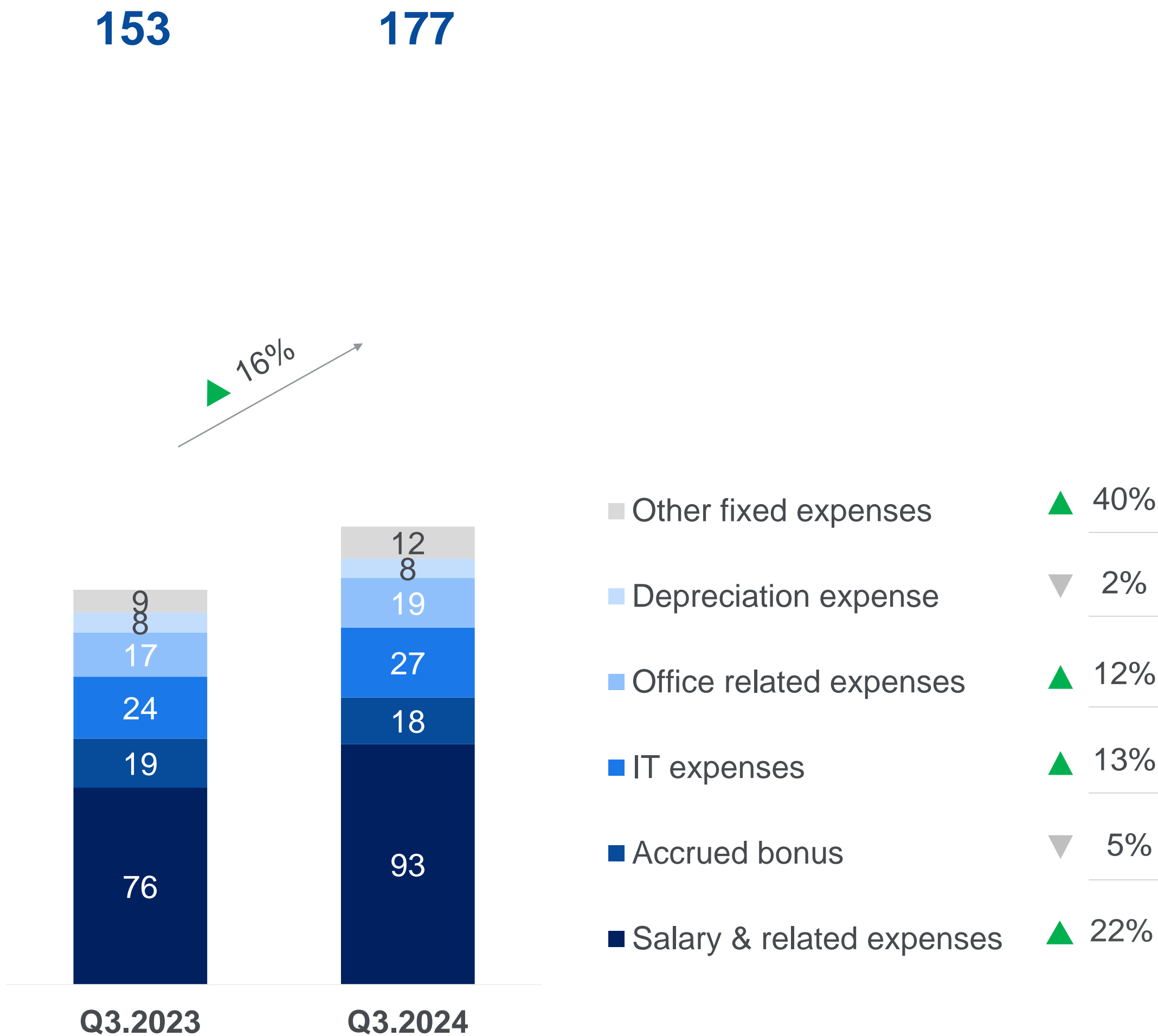
Expenses Structure| Q3.2024



Variable expenses



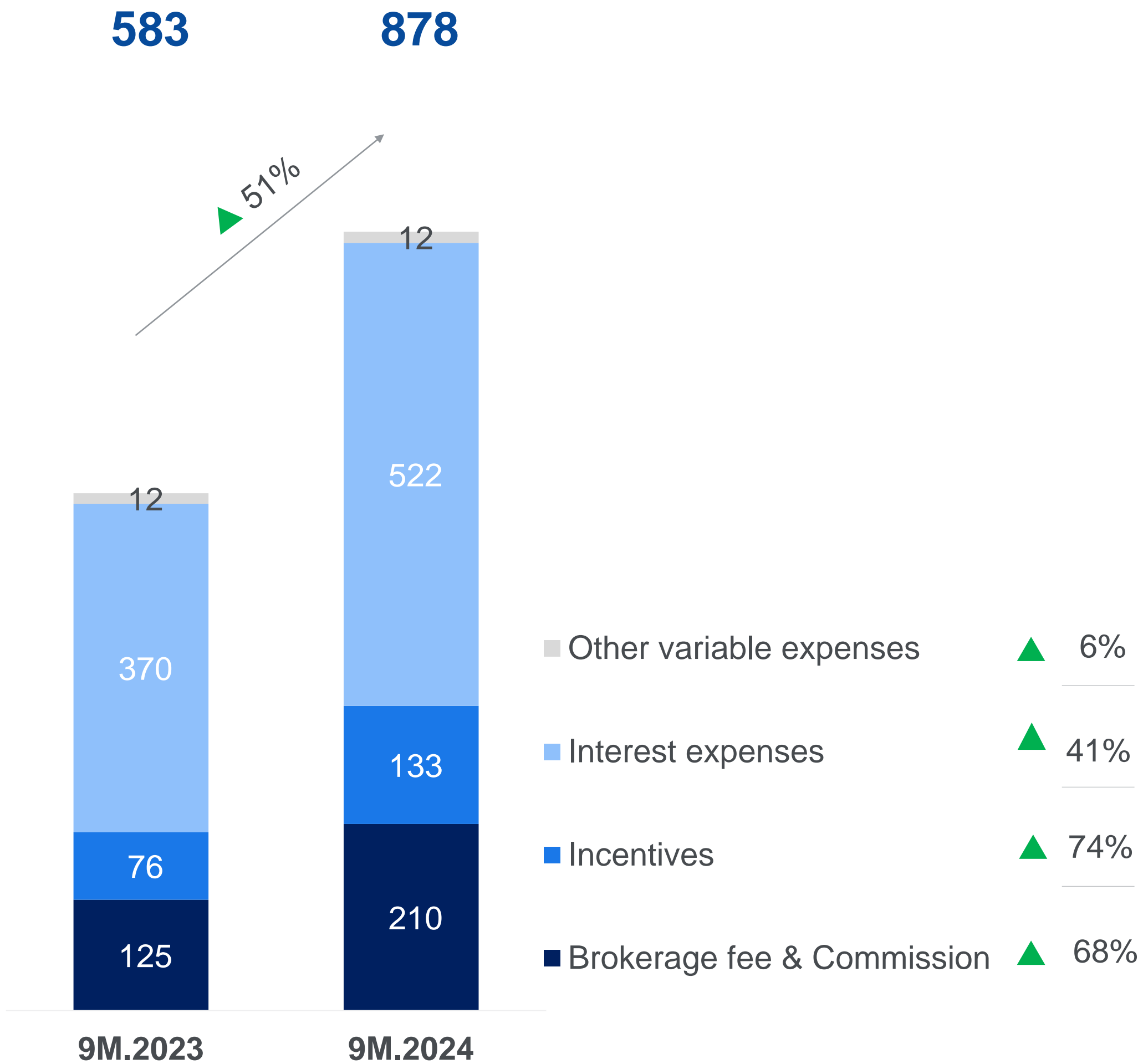
Fixed expenses



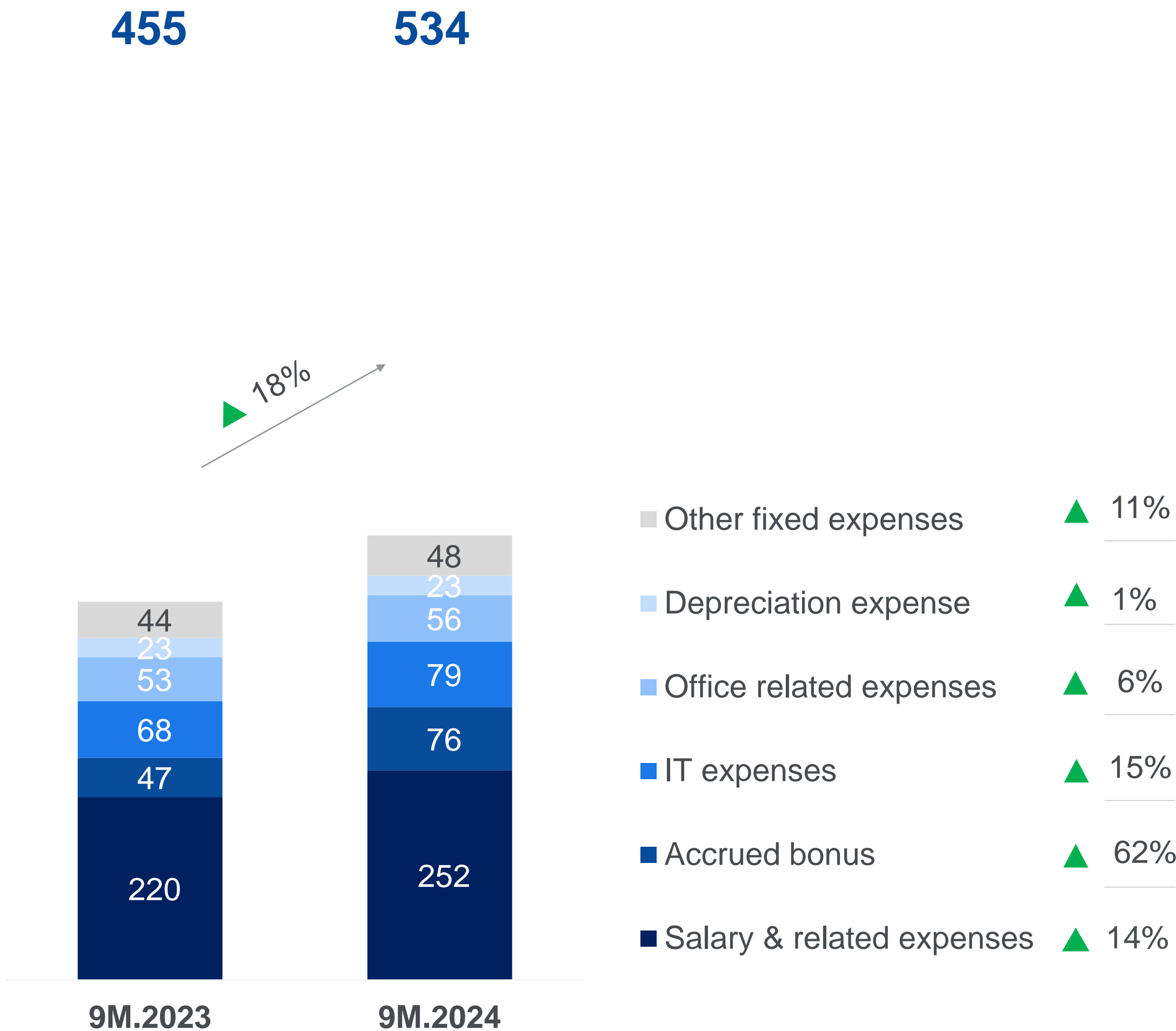
Expenses Structure| 9M.2024



Variable expenses



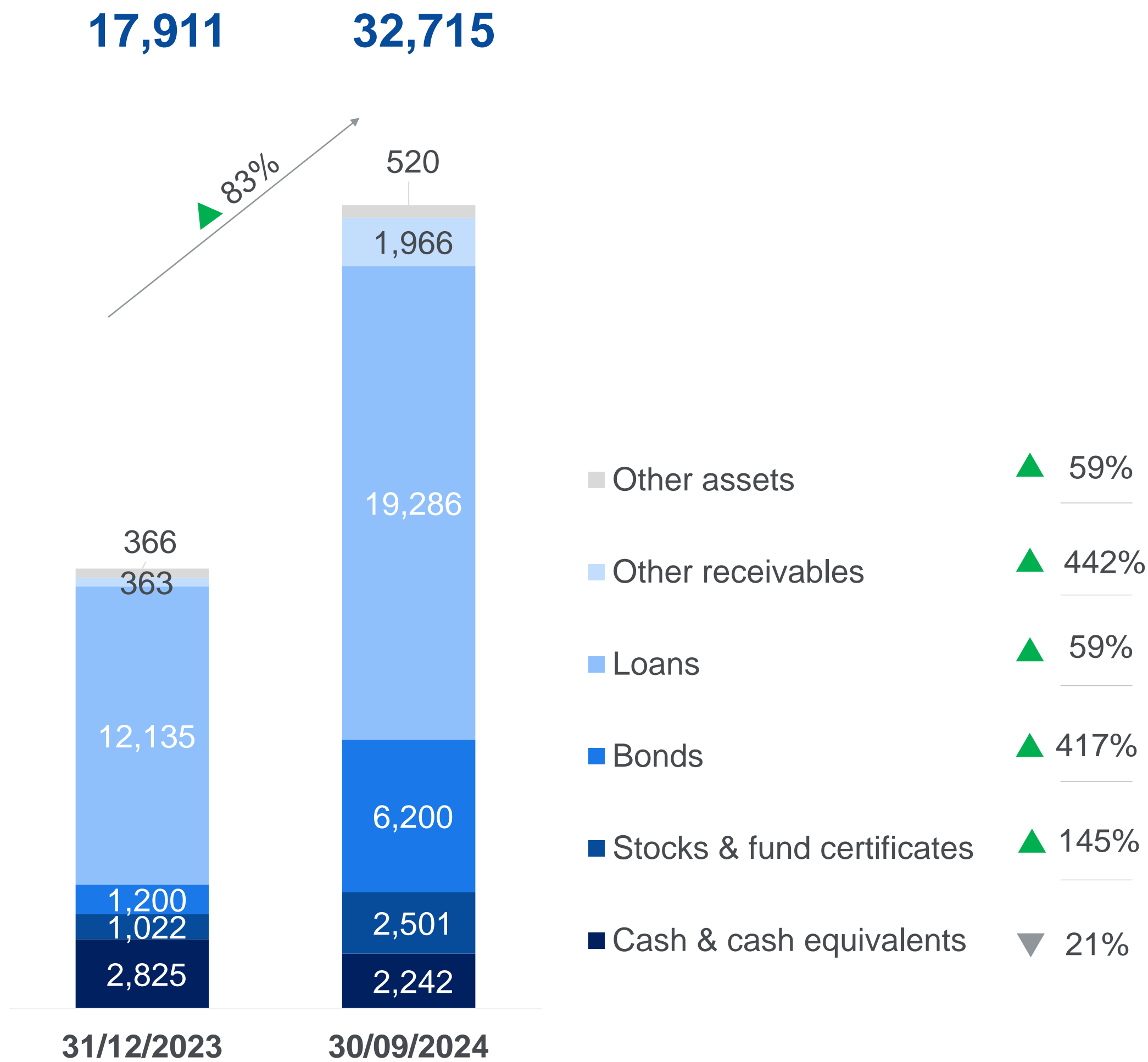
Fixed expenses



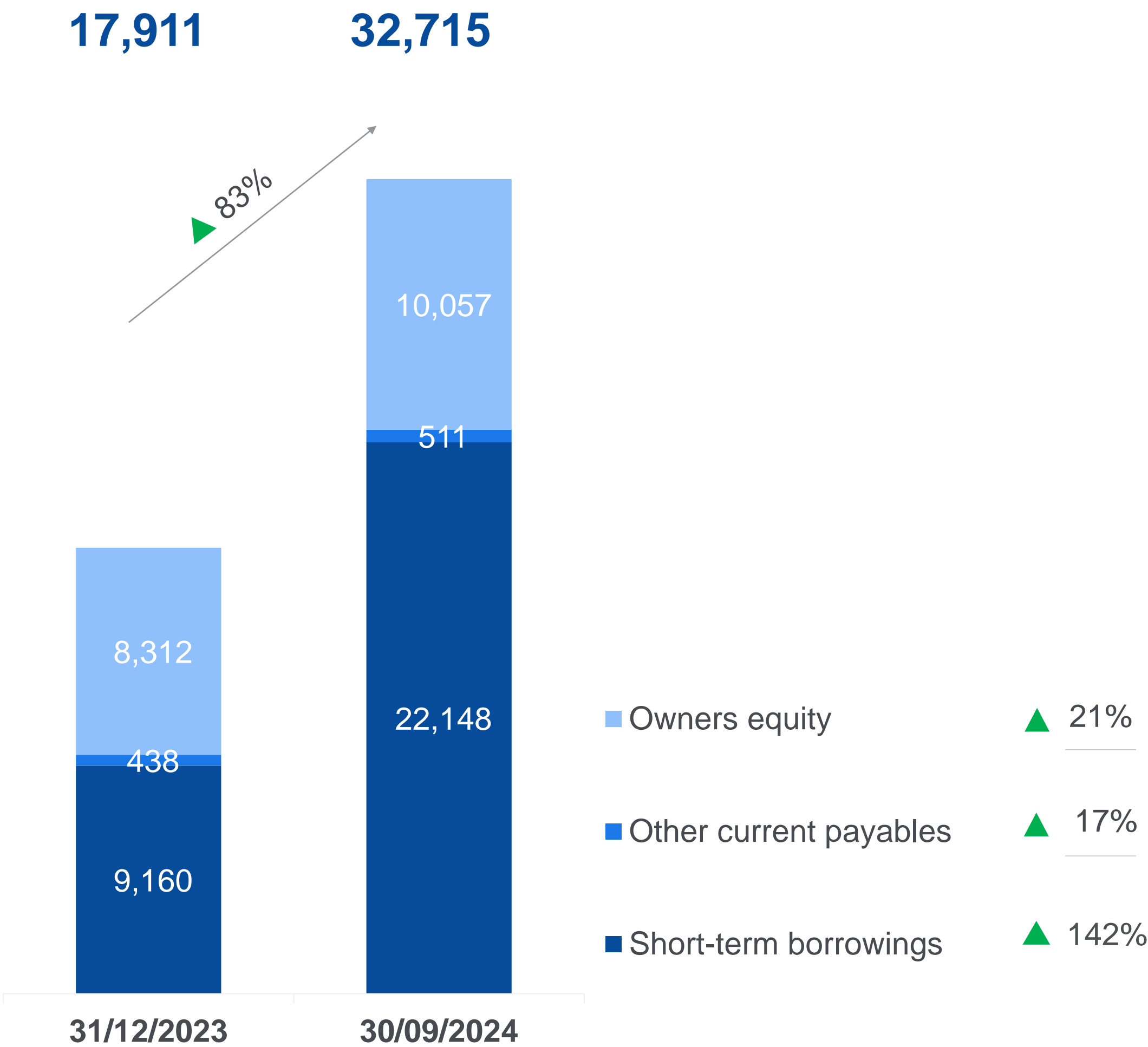
Financial Position as of 30/09/2024



Assets



Liabilities & Equity





THANK YOU

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