



# HO CHI MINH CITY SECURITIES CORPORATION

## 2Q.2021 & 1H2021 EARNINGS PRESENTATION

Ho Chi Minh City, July 20th , 2021



1. VN Index rose 18% QoQ in Q2.2021. ADV rose to VND26,342 billion, up 38% QoQ and 318% YoY.
2. HSC Q2 revenue was VND767 billion, increasing 105% YoY. PBT was VND352 billion, up 87% YoY.
3. H1.2021 accumulative revenue was VND1,505 billion, increasing 122%. PBT was VND751 billion, up 106% YoY.
4. HSC maintained leading positions across its key businesses: #3 in securities service and #2 in derivatives within which we were the market leader in Covered warrants.
5. Total assets reached VND15,541 billion at end of Q2. The margin loan balance rose to VND9,169 billion, #3 in the market.

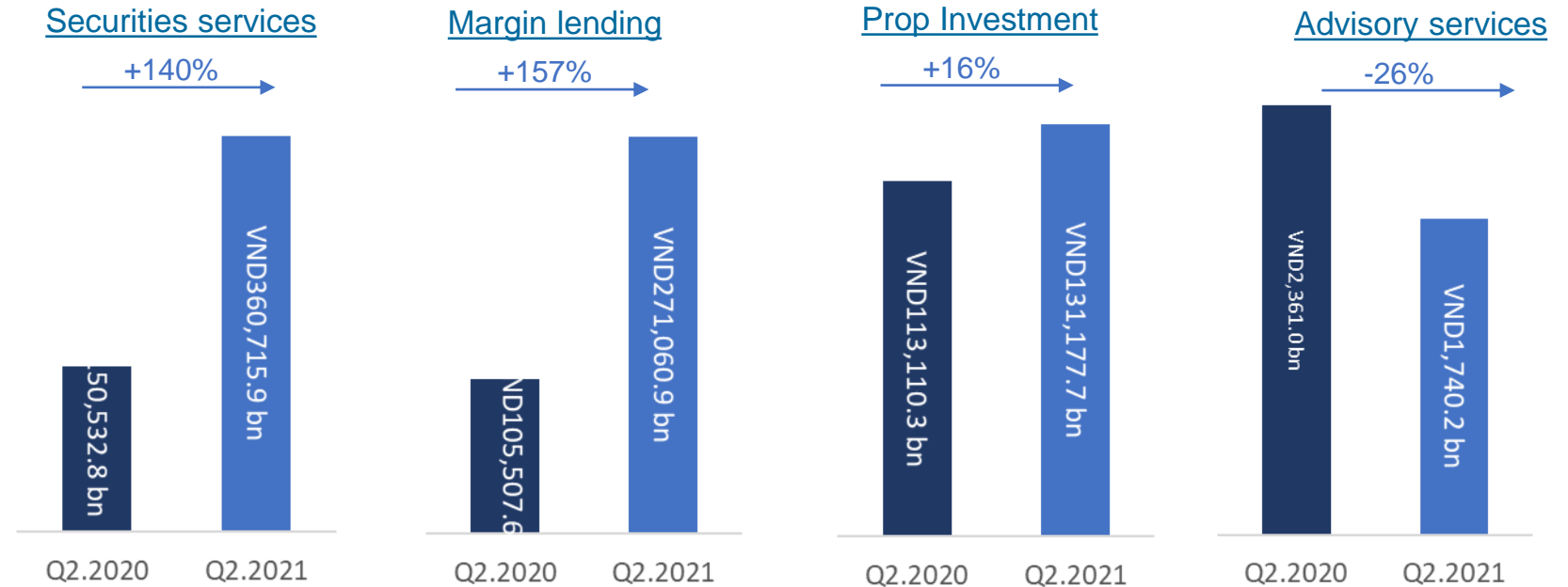
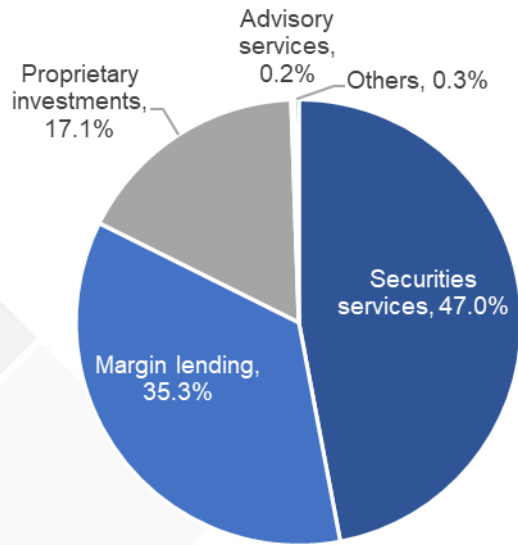
<p>Q2.2021</p>	<p>Net revenue (VND bn)</p> <p><b>767</b></p> <p>105% YoY</p>	<p>Profit before tax (VND bn)</p> <p><b>352</b></p> <p>87% YoY</p>	<p>Margin loan balance (VND bn)</p> <p><b>9,169</b></p> <p>7% YoY</p>
<p>H1.2021</p>	<p>Net revenue (VND bn)</p> <p><b>1,505</b></p> <p>122% YoY</p>	<p>Profit before tax (VND bn)</p> <p><b>754</b></p> <p>140% YoY</p>	<p>Earnings per share (VND)</p> <p><b>928</b></p> <p>89% YoY</p>

# BUSINESS RESULTS SUMMARY



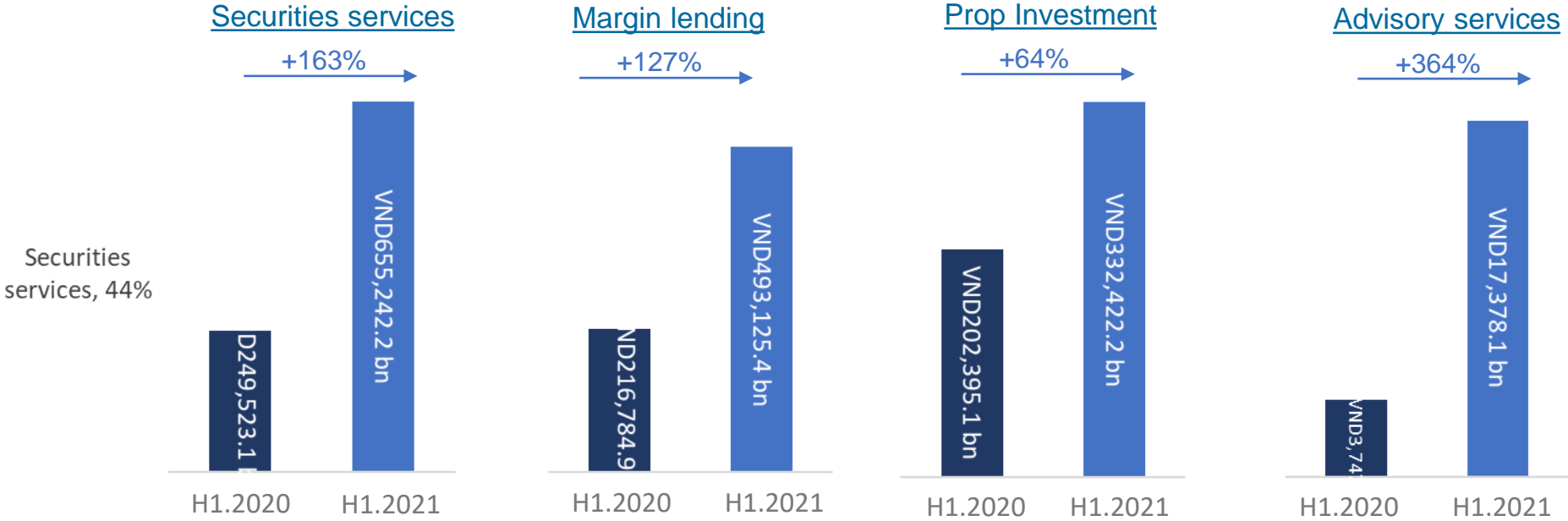
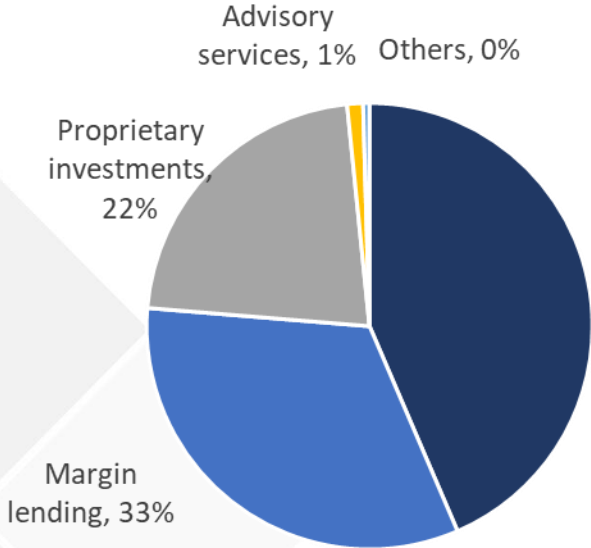
	Q2.2021	Q2.2020	+/-%	H1.2021	H1.2020	+/-%	Target 2020	% plan
Total revenue	767,179	374,504	105%	1,505,027	679,102	122%	2,668,634	56%
Operating expenses	415,160	186,749	122%	751,307	365,240	106%	1,465,326	51%
<b>Profit before tax</b>	<b>352,019</b>	<b>187,755</b>	<b>87%</b>	<b>753,719</b>	<b>313,863</b>	<b>140%</b>	<b>1,203,308</b>	<b>63%</b>
<b>Profit after tax</b>	<b>283,184</b>	<b>150,122</b>	<b>89%</b>	<b>604,989</b>	<b>251,101</b>	<b>141%</b>	<b>962,646</b>	<b>63%</b>
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Total assets	15,541,039	6,742,639	130%	15,541,039	7,115,659	118%	20,000,000	78%
Shareholders' equity	4,805,409	4,314,308	11%	4,805,409	4,309,225	12%	6,984,641	69%
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ROAA	1.9%	2.3%		4.3%	3.4%		5.9%	1.9%
ROAE	5.9%	3.4%		13.1%	5.8%		17.1%	5.9%
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Outstanding shares	305,041,845	305,097,813		305,041,845	305,097,813		457,562,768	67%
Earnings per share - VND	928	492	89%	1,983	823	241%	2,093	95%
Book value per share - VND	15,753	14,141	11%	15,753	14,124		15,184	104%

# Q2.2021 - REVENUE STRUCTURE



- **Securities Services** posted 140% revenue growth in Q2. HSC remained the leader in the institutional client segment with 25% market share.
- **Margin Lending** revenue rose 157%, driven by increasing demand from the market
- **Proprietary Investments** revenue slightly rose 16%
- **Financial Advisory Services** revenue decreased 26% YoY, as a result of deal execution limitation due to Covid pandemic.

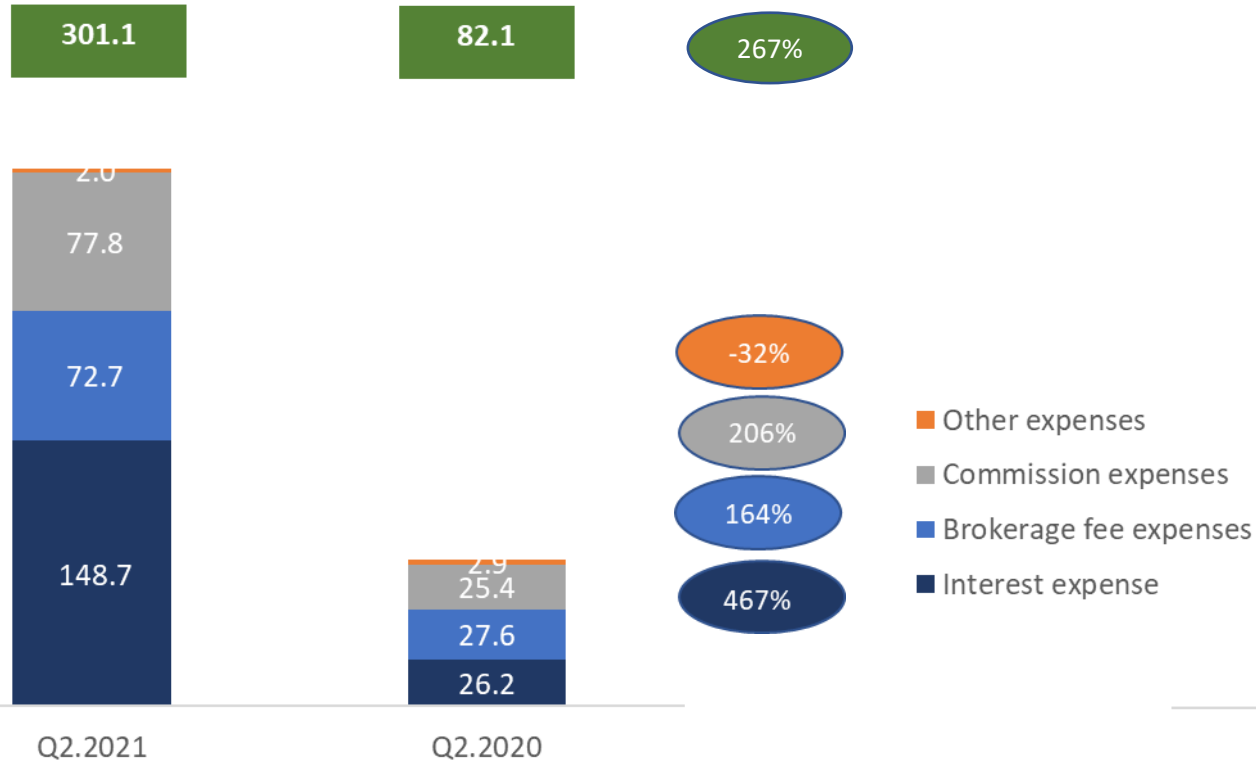
# H1.2021 - REVENUE STRUCTURE



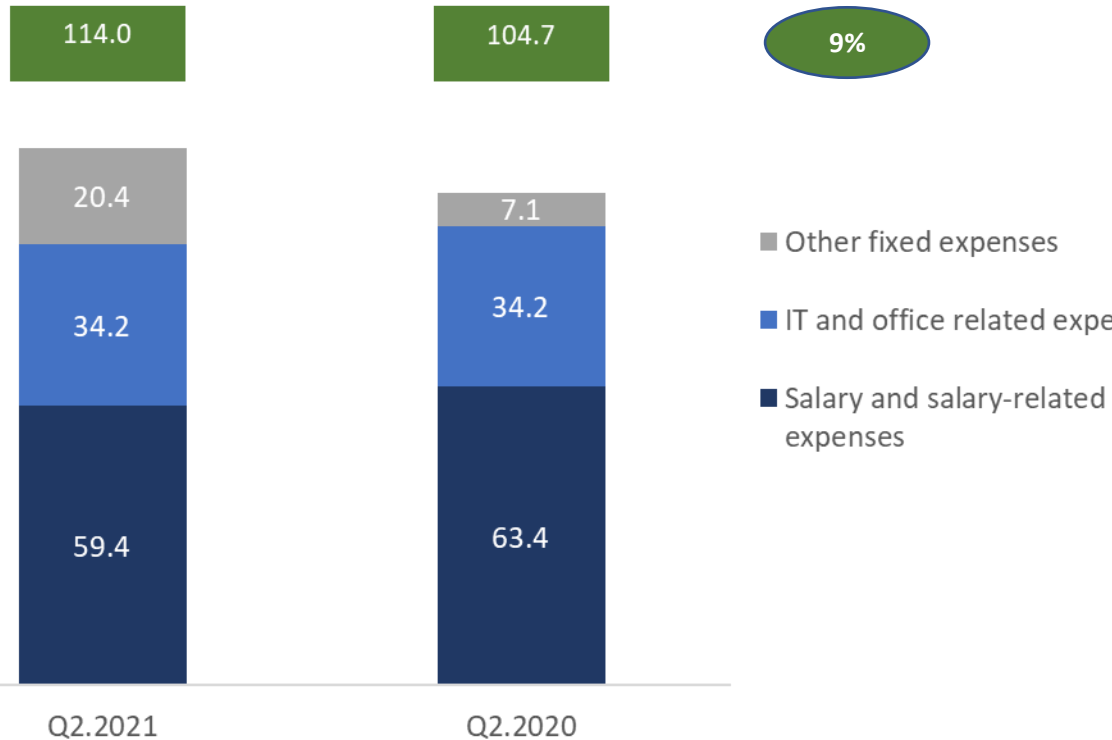
# Q2.2021 - COST STRUCTURE



## Variable expenses (VND bn)



## Fixed expenses (VND bn)

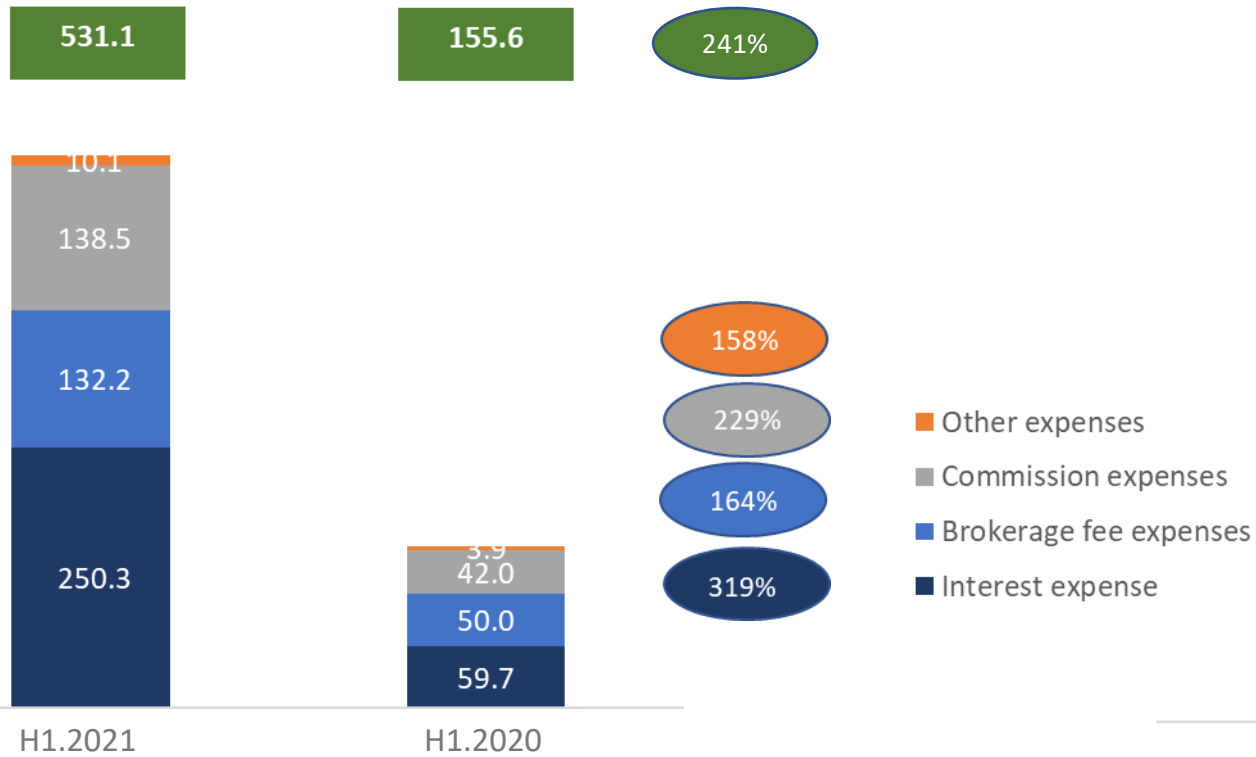


- Total **Operating Expenses** in Q2 increased by 122%
- **Variable Expenses** were up 267%, driven by increasing interest expenses
- **Fixed Expenses** broadly flat, up 9%

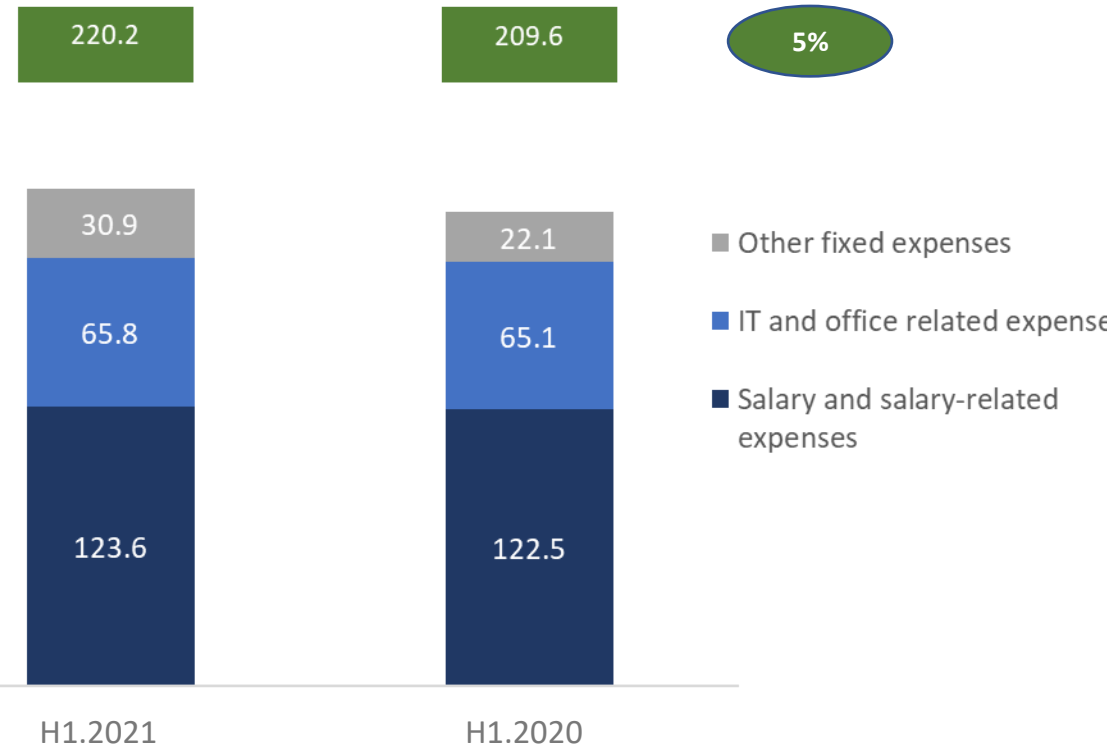
# H1.2021 - COST STRUCTURE



## Variable expenses (VND bn)



## Fixed expenses (VND bn)



- YTD **Total Cost** was up by 106%
- **Variable Expenses** were up 241%, driven by increasing interest expenses
- **Total Fixed Expenses** were flat, up 5%

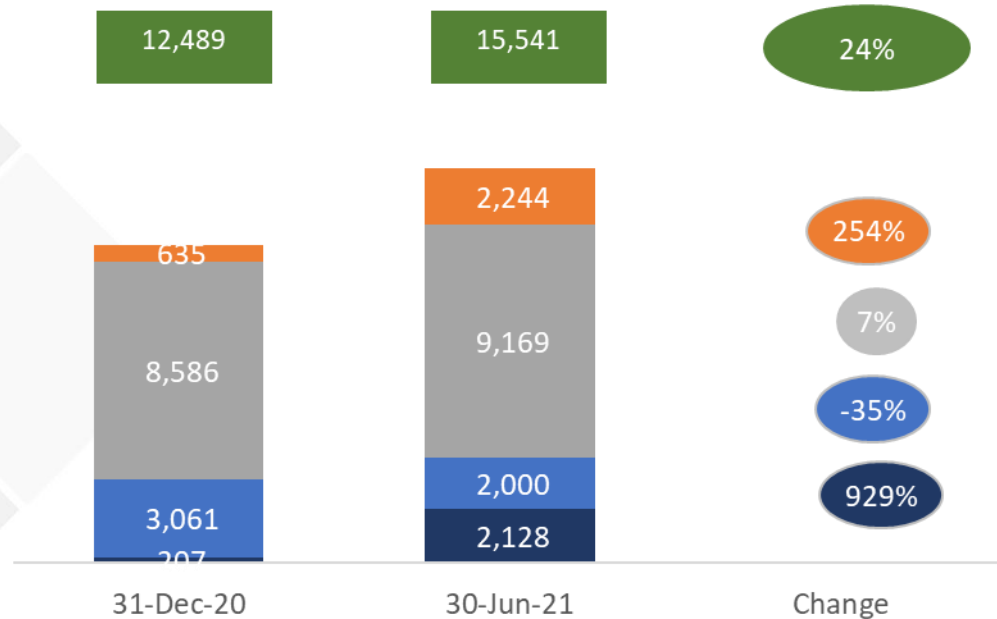


# FINANCIAL POSITION AS OF 30/06/2021



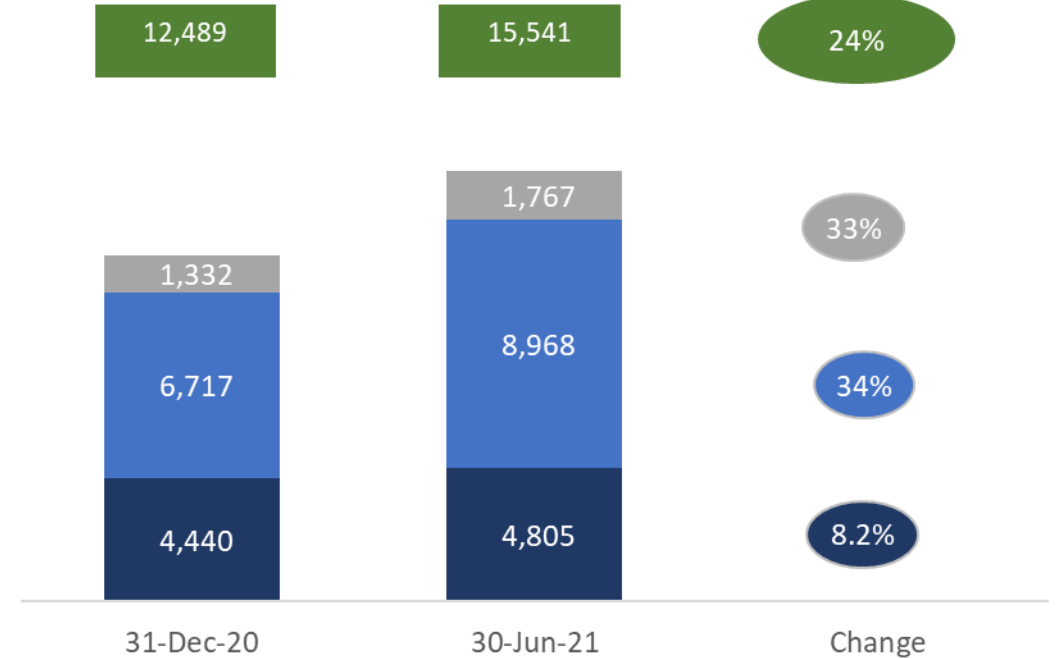
## Assets Allocation (VND bn)

■ Cash ■ Financial assets ■ Margin loan ■ Other assets



## Equity and Liabilities (VND bn)

■ Shareholders' equity ■ Short-term loan ■ Other short-term payables



**Total Assets** increased 24% on higher margin lending.

**Short-term loan** increased to VND8,968 billion, close to statutory limit of 2x equity.



**THANK YOU!**

