

The SSi logo, consisting of the letters 'SSi' in a white, stylized font, is positioned in the top left corner within a red square. The background of the slide features a composite image: a hand holding a pen over a cityscape, with a large white curved shape on the right side.

SSi

SSi EARNINGS CALL

Oct 2024



EARNINGS CALL 3Q2024



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BUSINESS ENVIRONMENT

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EARNINGS UPDATE

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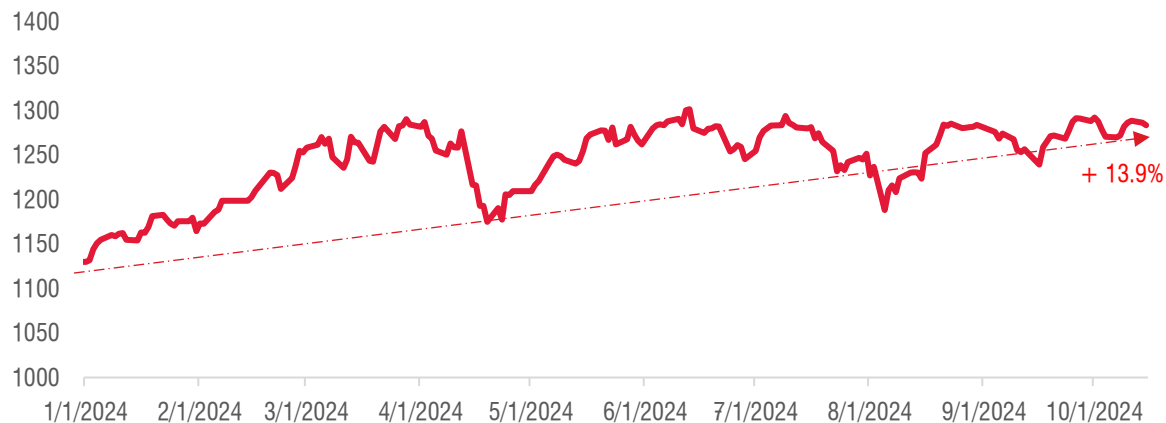
Q&A



BUSINESS ENVIRONMENT

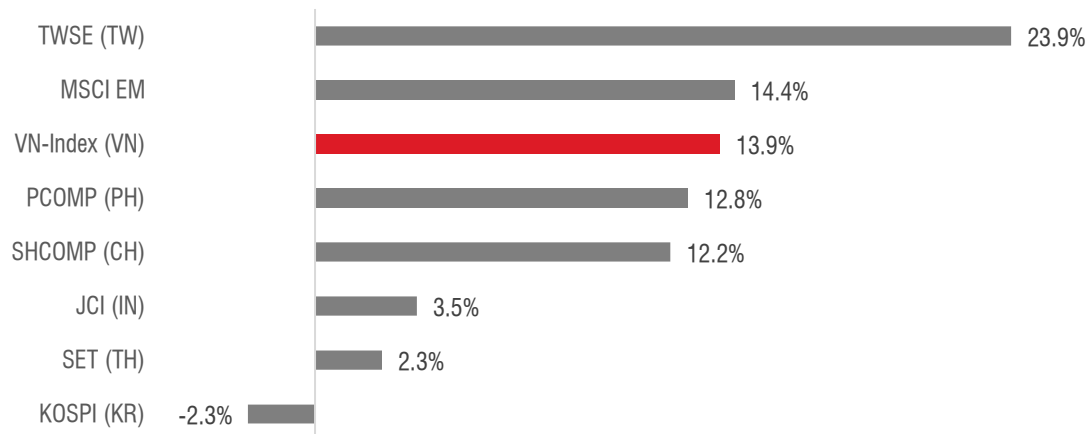


VN-Index movement in 2024



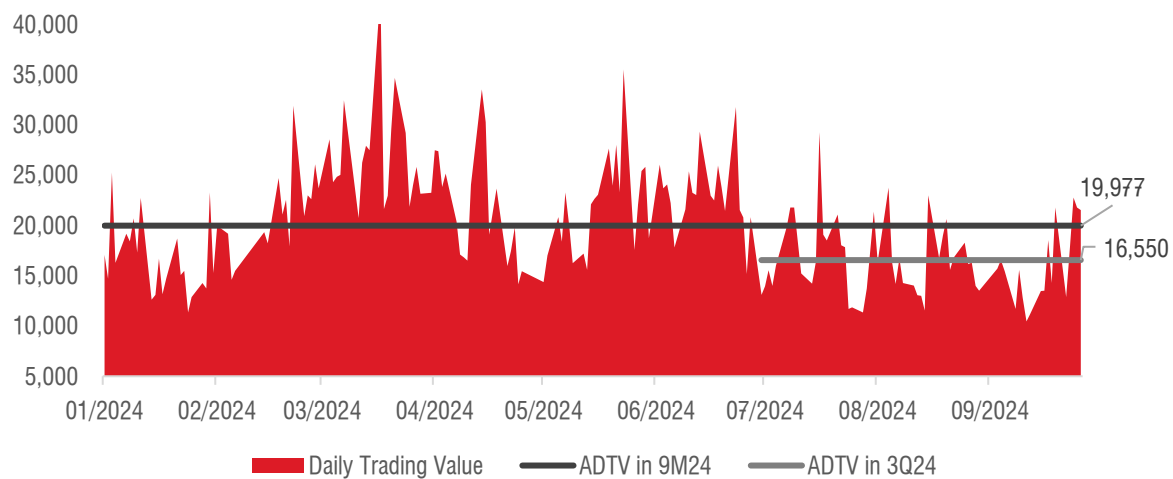
Source: SSI Research

APAC stock market movement in 9M 2024



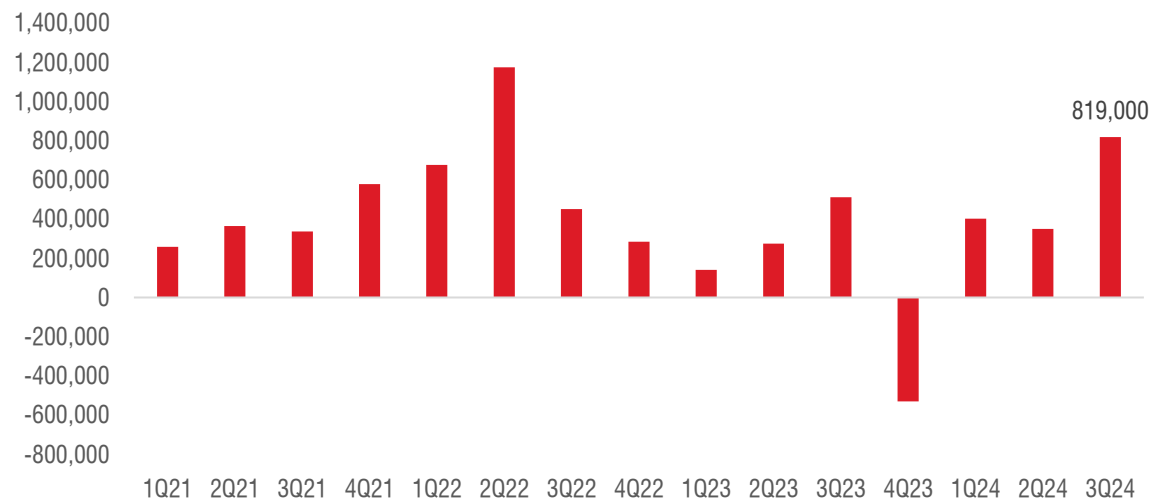
Source: Bloomberg

Average daily trading value in HOSE (VND Bn)



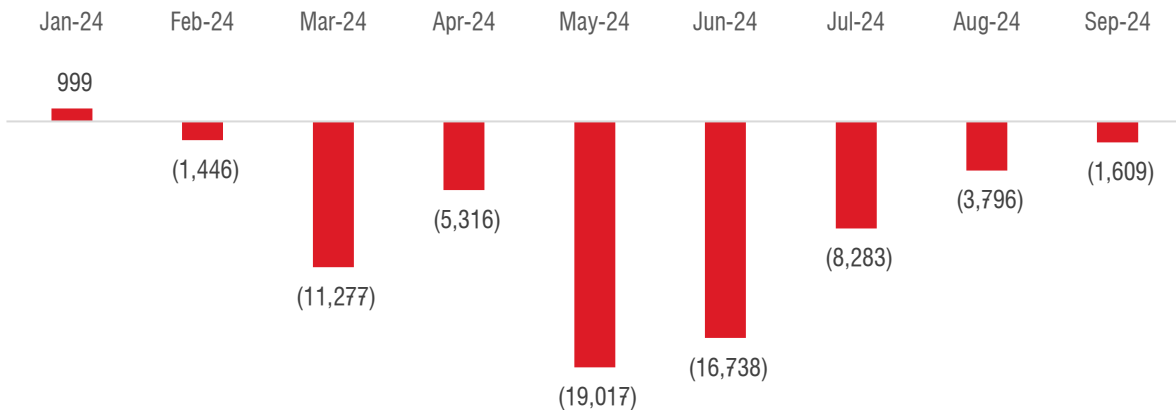
Source: HOSE

Net new trading accounts opening



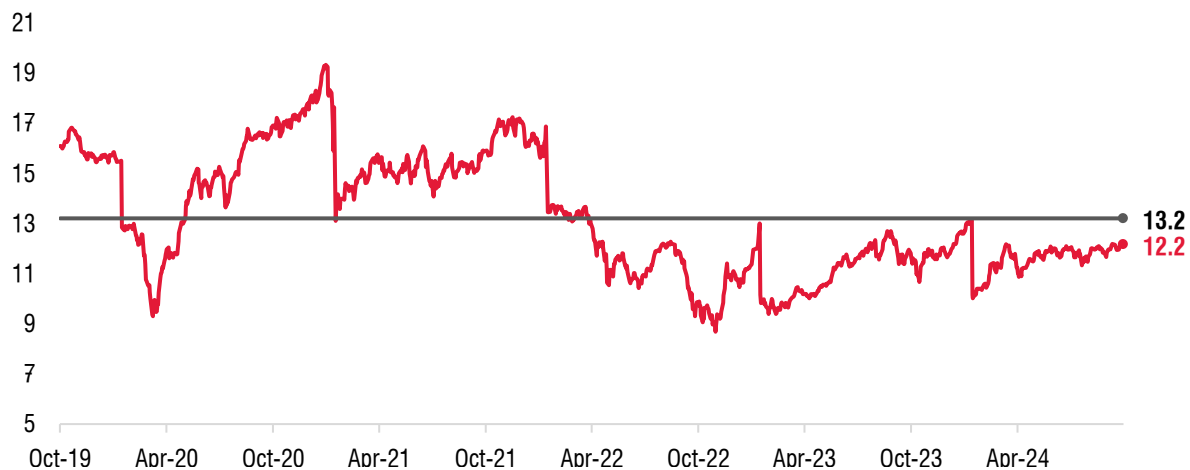
Source VSDC

Foreign net inflow (VND Bn)



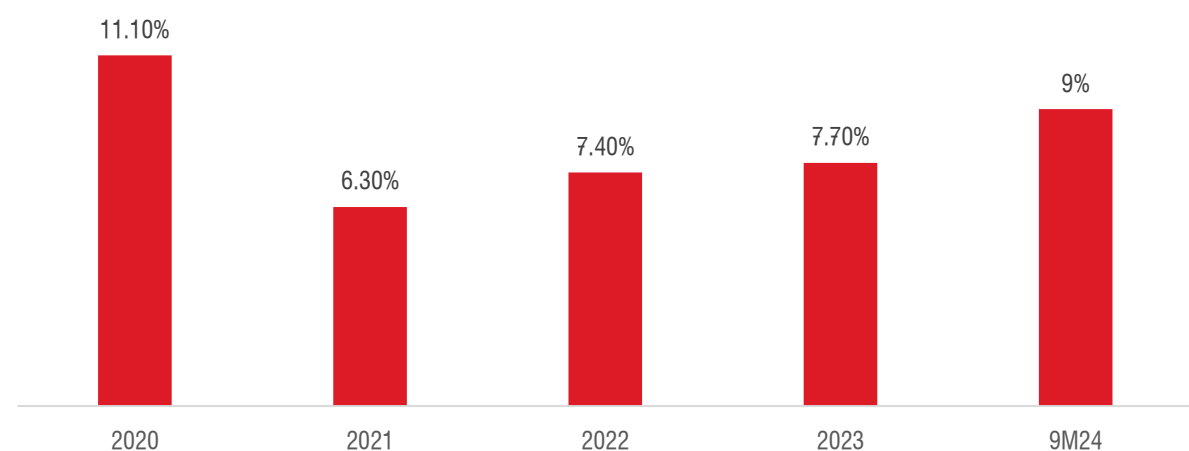
Source: SSI Research

Market still at relatively attractive valuation (Forward P/E)

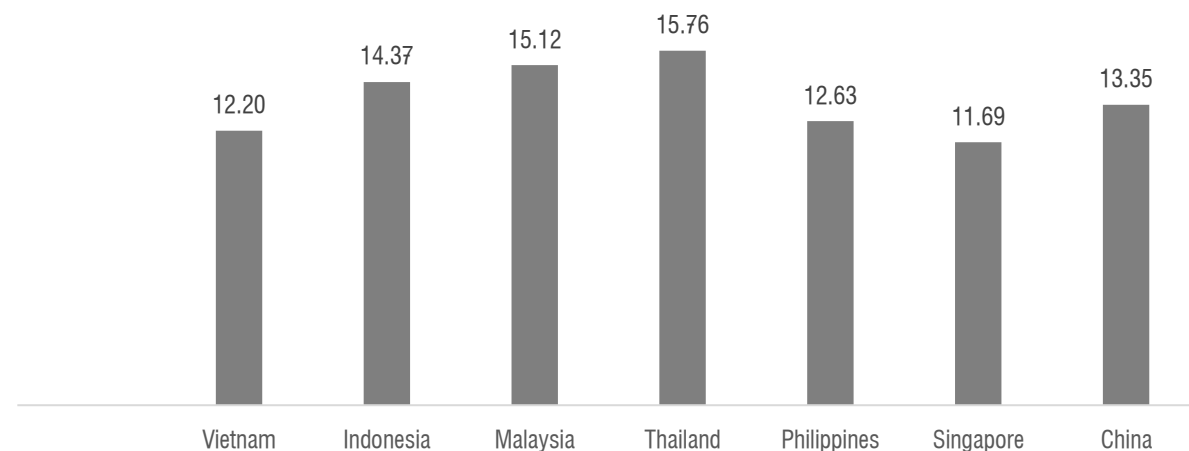


Source: Bloomberg

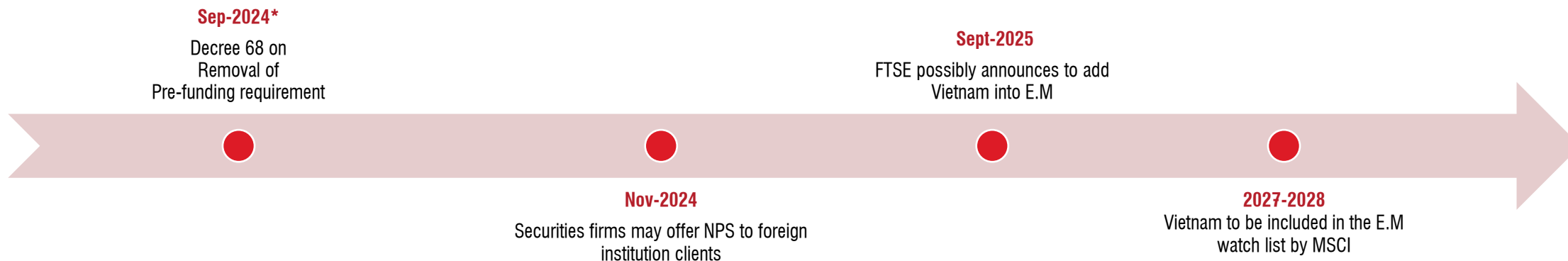
Foreign participation as % of market turnover



Source: Fiiipro



Source: Bloomberg



Source: SSI Estimation

*: On Sep-2024, FTSE retains Vietnam in watch list for reclassification to emerging market status

Non-Prefunding solution: An alternative solution for prefunding requirement:

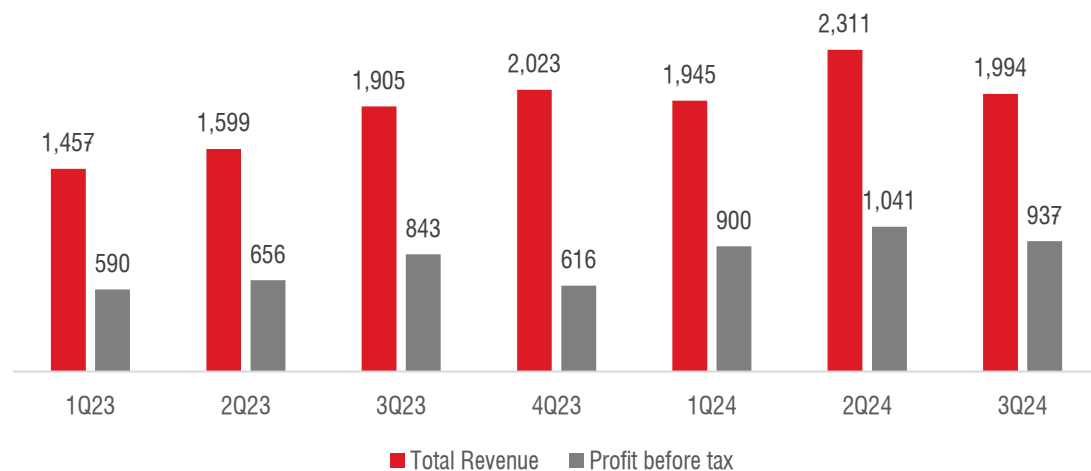
- On 18th September 2024, the Ministry of Finance (MoF) issued Circular 68/2024 offering non-prefunding solutions to foreign institutional investors. The Circular will be effective from 2nd November 2024
- Brokers will offer payment support to foreign institutional investors on T+0; buy T+2 9:30 if cash is not available in investors' account then Brokers will clear payment on their behalf
- Brokers publicly announce any failed trades within 24 hours if investors do not buy back the shares by T+3



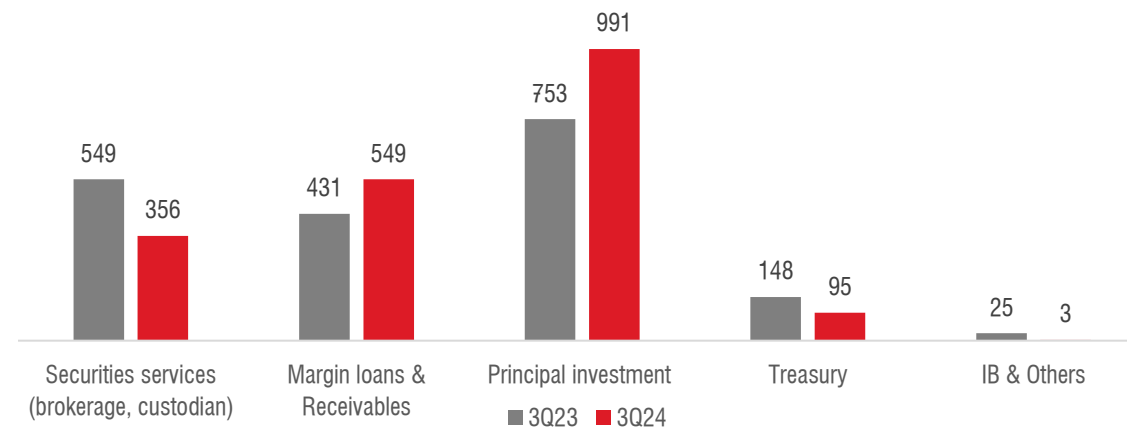
3Q2024 EARNINGS UPDATE



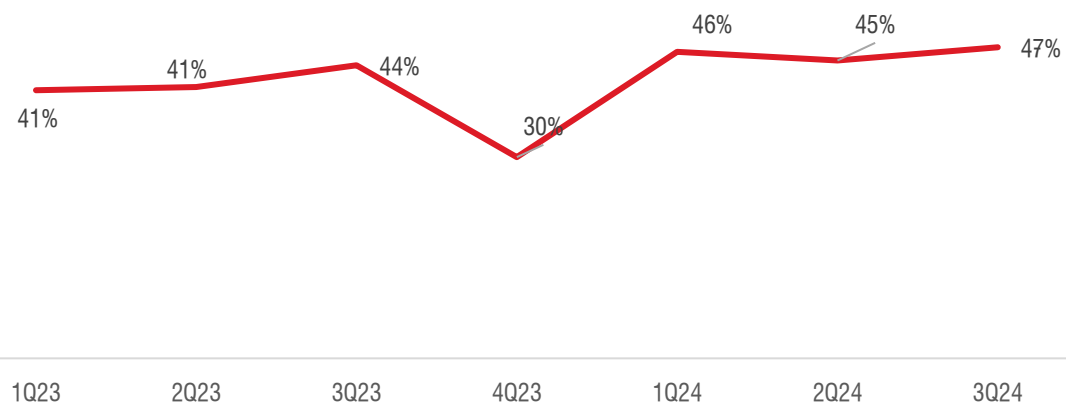
Quarterly Revenue and Profit Before Tax (VND bn)



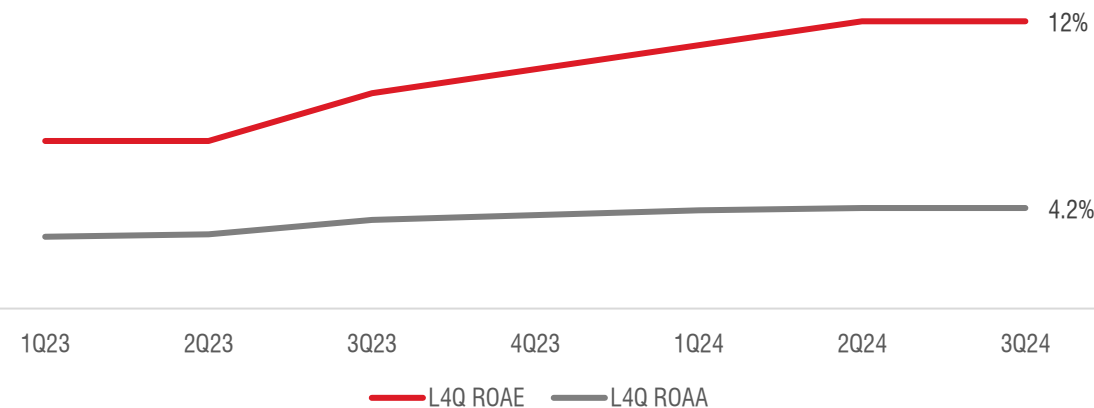
Strong performance in revenue of all business units (VND bn)



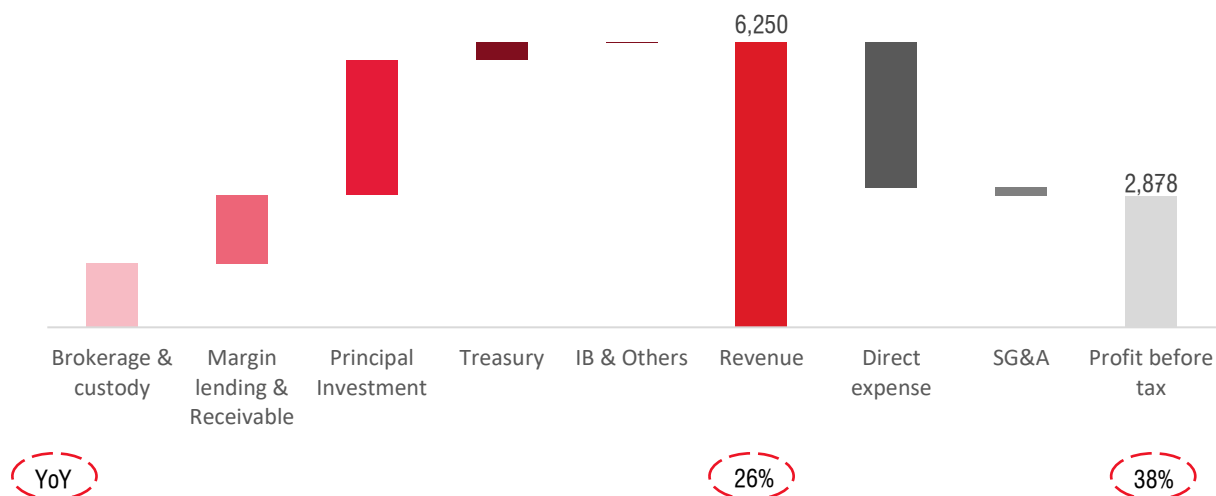
Quarterly profit before tax margin



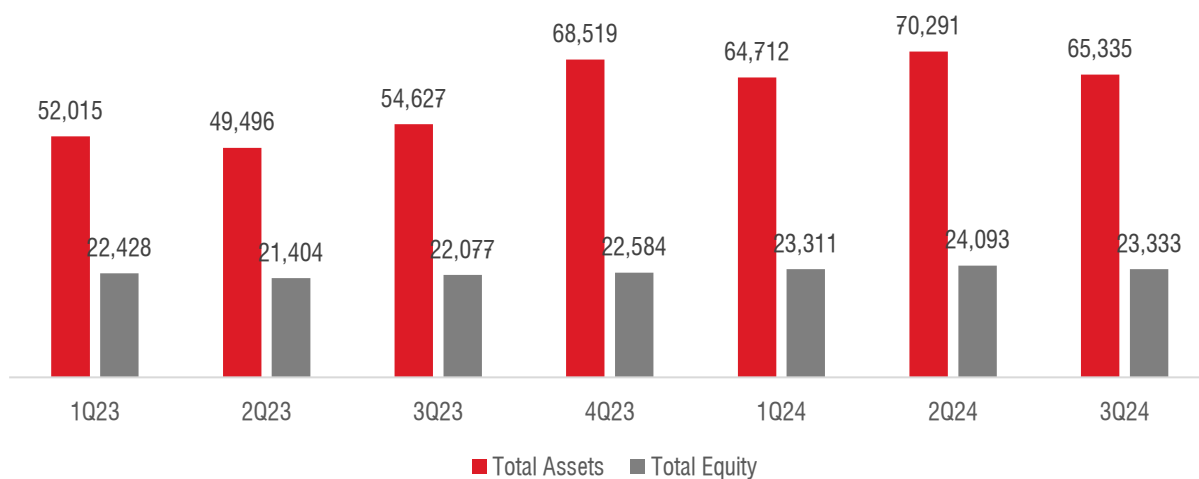
Trailing ROAE & ROAA (%)



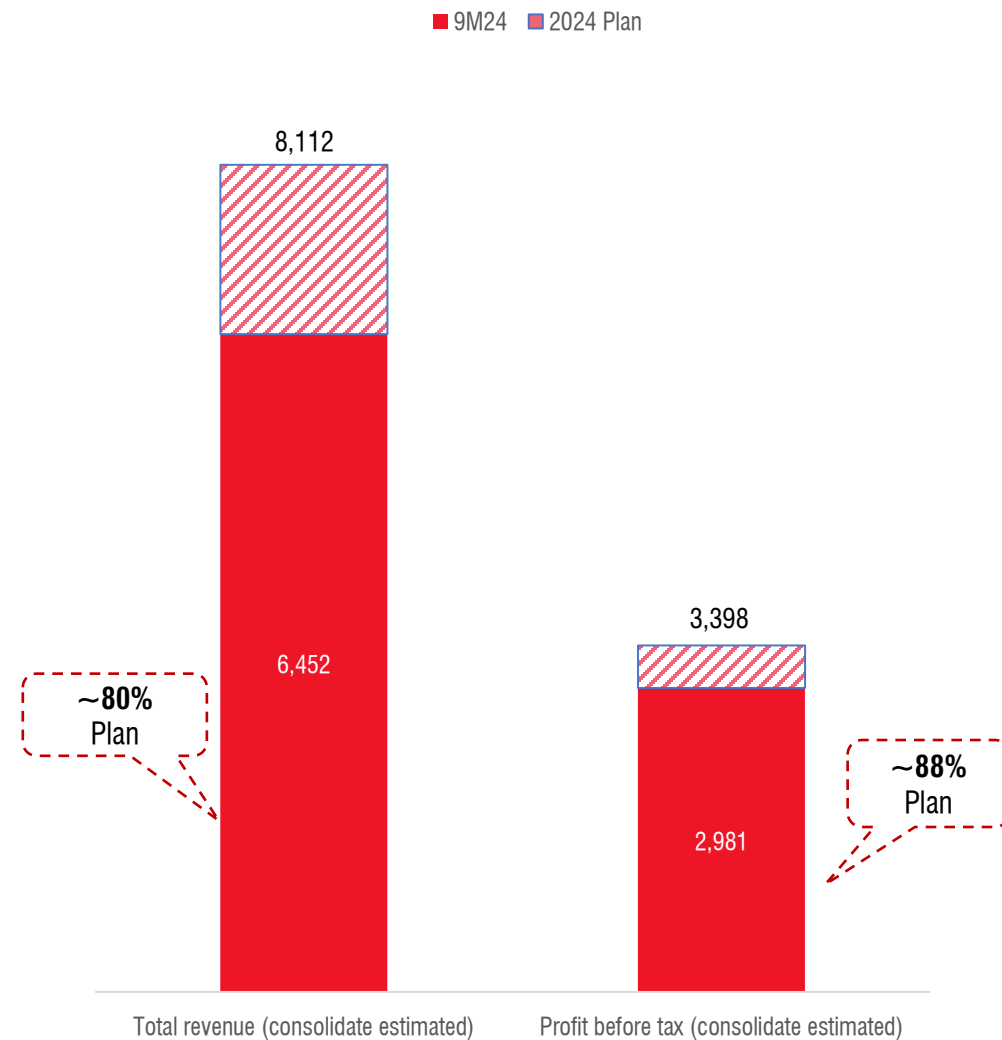
1H2024 Revenue and Profit Before Tax (VND bn)



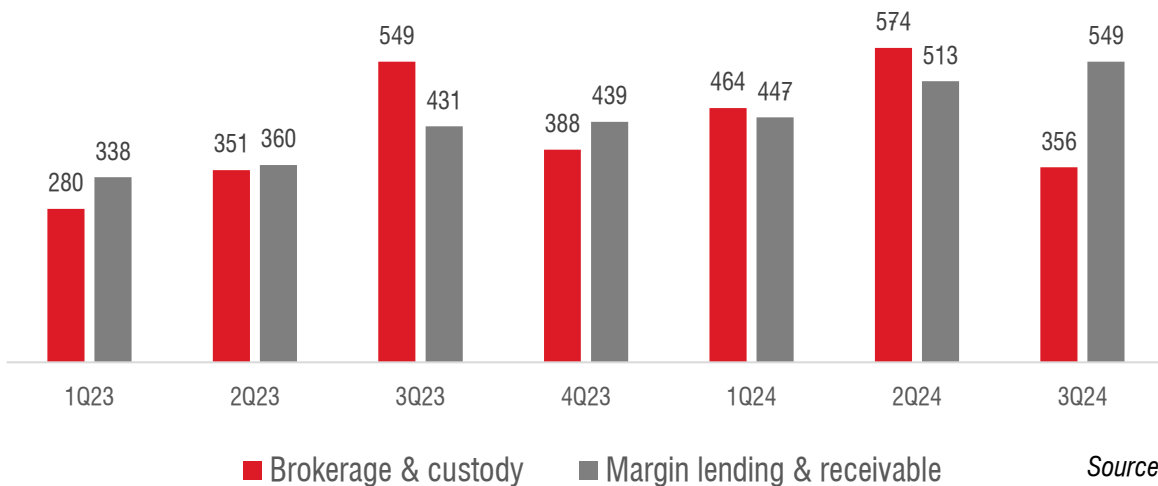
Total assets and equity at the end of Sept



Estimated consolidate earnings in 9M2024 versus 2024 Plan

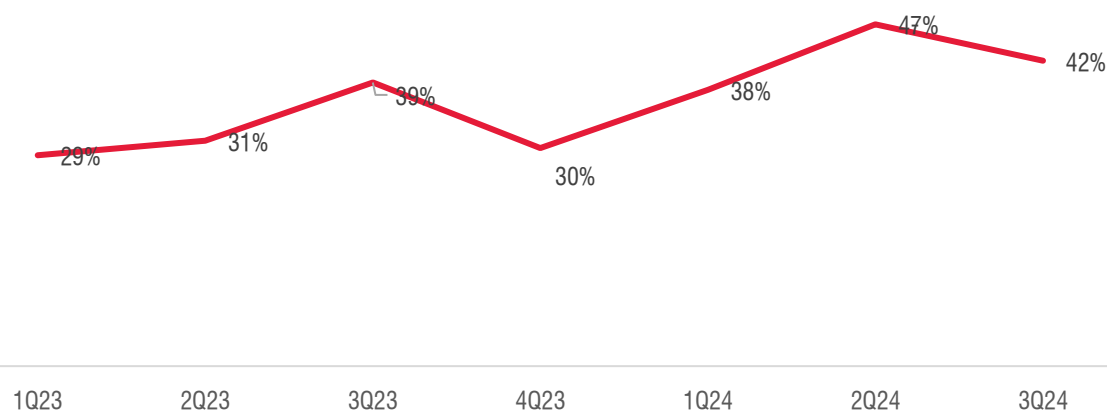


Brokerage & Margin Lending revenue (VND bn)

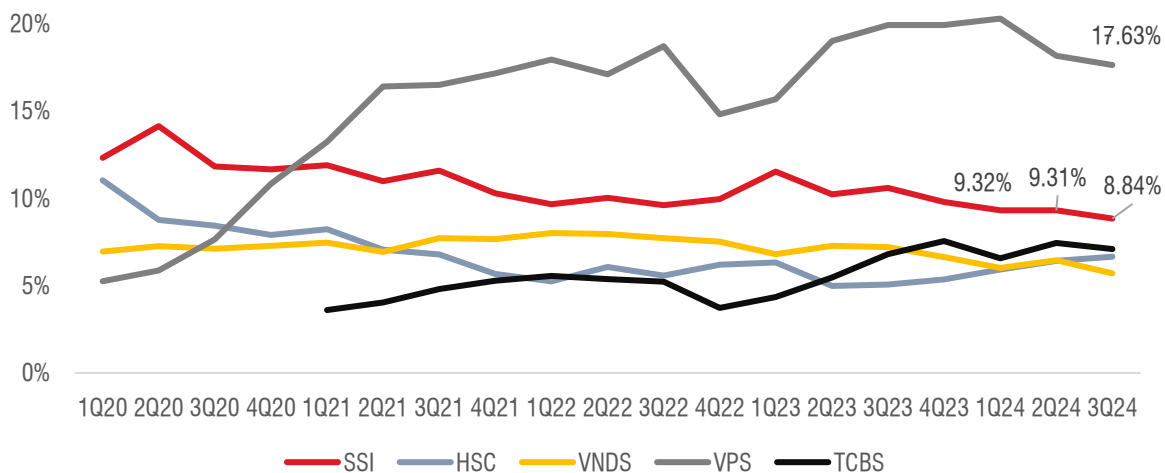


Source: Separate FS 3Q24

PBT margin of Brokerage & Margin lending services

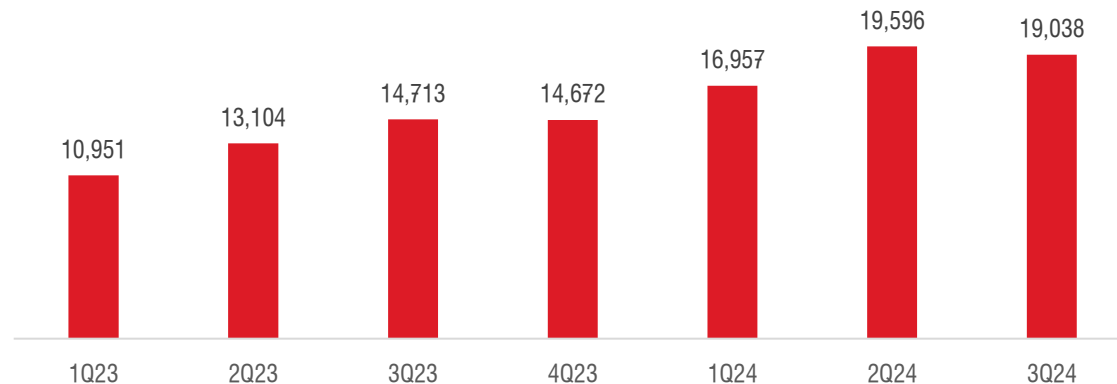


A stable market share among traditional brokers (HSX's market share)

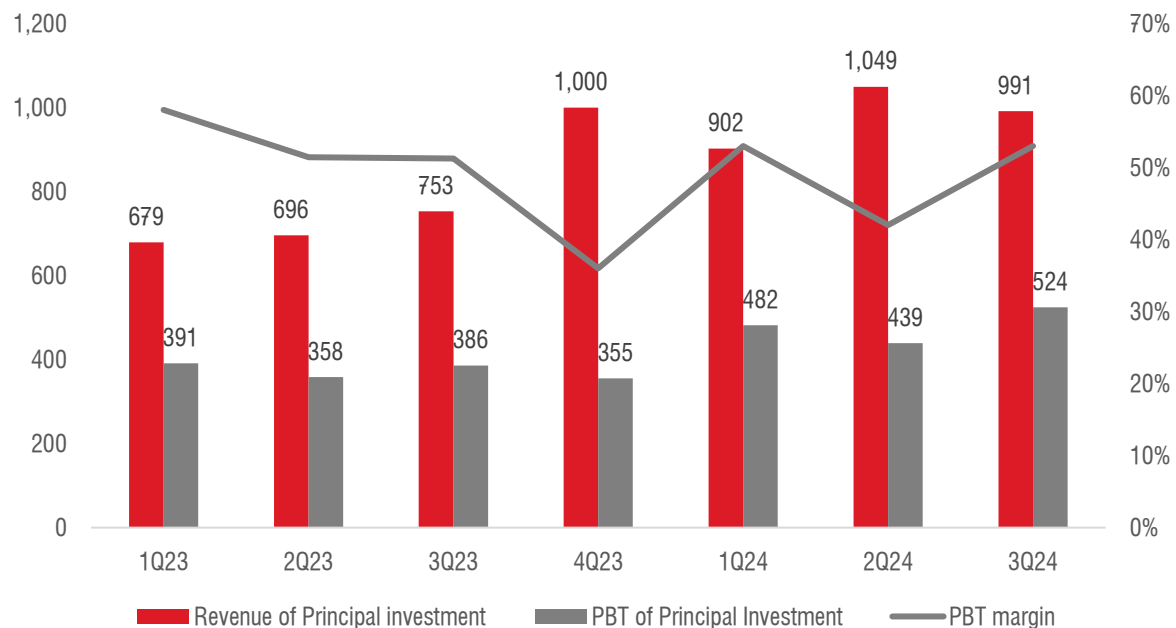


Source: HOSE

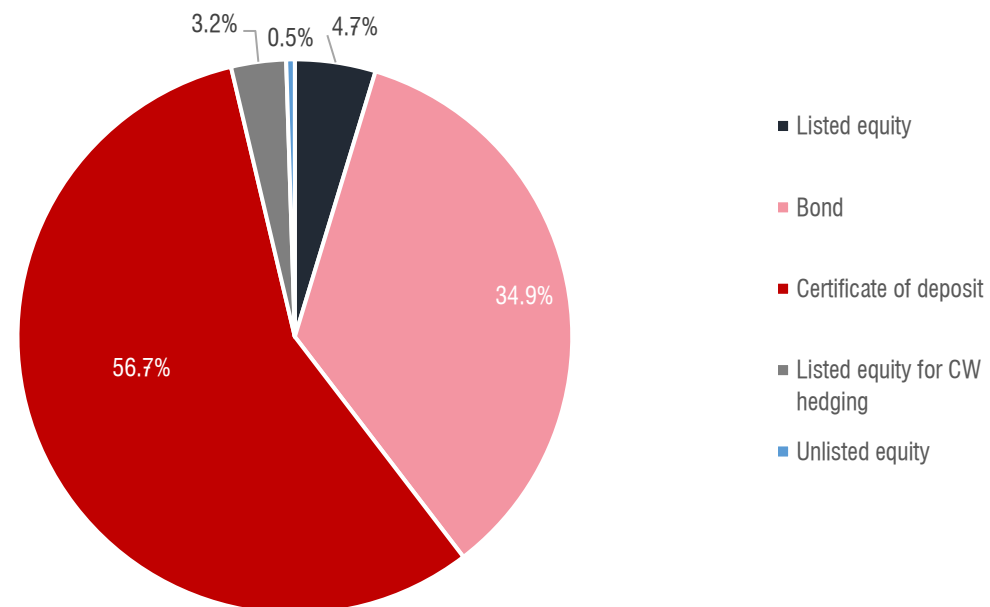
Top margin lending in the market (VND bn)



Principal Investment Revenue by Quarter (VND bn)



Principal Investment Revenue by Year (VND bn)



Source: SSI's Separate FS



Q&A





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THANK YOU

