



SSI SECURITIES CORPORATION

REPORTS FOURTH QUARTER RESULTS

(19 January 2023) SSI Securities Corporation (HoSE: SSI) has announced its Full Year and Fourth Quarter 2022 Earnings Results for its fiscal year ended December 31, 2022.

The revenue and profit before tax in the fourth quarter 2022 reached approximately VND 1,465 billion and VND 289 billion, respectively. For the full year 2022, the Company reported a revenue of about VND 6,528 billion and a pre-tax profit of VND 2,110 billion. As of 31 December 2022, the Company had total assets of VND 52,226 billion, and owners' equity reached VND 22,384 billion.

Vietnam's stock market ended 2022 after several ups and downs with memorable records. In the first half of 2022, the market posted positive performance when the VN-Index reached an all-time high of 1,536.45 in January of 2022. However, VN-Index corrected sharply in the second half of 2022, putting itself into the list of markets with sharpest decreases in the world. VN-Index ended the year at 1,007.09 points, dropping by 32.8% compared to the end of 2021. Market liquidity on HoSE fell significantly with an average trading volume of 653.96 million shares, which decreased by 11.30% year-over-year. The market capitalization of HoSE was approximately VND 4 quadrillion, declining sharply by 31.2% from the prior-year period. In terms of the whole market, the capitalization of all three exchanges witnessed a fall of 33% to VND 5.2 quadrillion, compared to December 31, 2021.

Despite the context of the volatile market, SSI's business activities have been maintained stably by the Company. Securities Services contributed more than VND 679 billion in the fourth quarter 2022, and a total of VND 3,564 billion in 2022. SSI continued to improve its service quality and deployed new products and services to maximize benefits for customers. Besides, SSI aims to strictly manage risks not only for the Company but also for investors to minimize losses and preserve capital. As a result, the number of new trading accounts opened at SSI in 2022 still increased by 39.5% compared to the same period last year. The total value of SSI's force sales in 2022 was much lower than the market and did not incur any bad debts. SSI's efforts in 2022 were well-recognized when the Company received 28 awards at Asiamoney Brokers Poll 2022 - the most notable award in the securities industry. This is also the 10th consecutive year that SSI has participated and won overwhelmingly in 3 important categories for the organization, namely "Best domestic brokerages in Vietnam", "Best brokerages for research in Vietnam", and "Best brokerages for sales in Vietnam".

The revenue from Principal Investment reached nearly VND 563 billion in the fourth quarter 2022 and VND 2,069 billion for the full year 2022. The revenue from Treasury in the fourth quarter 2022 and for the full year 2022 were VND 169 billion and VND 635 billion, respectively. These are SSI's core business activities based on the advantage of the size of capital, combined with allocating investment portfolios to safety financial assets.

Asset Management business posted a revenue of VND 165 billion for the full year 2022 thanks to providing a wide range of investment products such as ETFs, Pension Funds, Investment Trust... SSI's Investment Banking business recorded a positive year when SSI actively participated in consulting and underwriting deals and won several domestic and foreign awards, such as "Best Equity House in Vietnam" by Alpha Southeast Asia, and "Euromoney Market Leaders" by Euromoney.

In addition, SSI still deployed a series of advisory programs, fostering investment knowledge and skills for customers, and helping smooth out the effects of market fluctuations in their portfolios. The "Café Chung" program broadcasted on the SSI's Facebook fan-page is one of the proofs that the more difficult the market is, the more quality recommendations should be given. In 2022, "Café Chung" has given 55 profitable recommendations out of 78 recommendations, accounting for 71%, and the average profit per each recommendation is +3.9%. This is a higher return than the movement of VN-Index (-20%) since the program started in May 2022.



For further information, please refer to SSI's Full Year and Fourth Quarter 2022 Earnings Results [attached here](#).

SSI Securities Corporation

SSI Securities Corporation (SSI - HOSE) - was founded in December 1999 as the first privately licensed securities firm. SSI provides a wide range of financial services including Securities Services for Institutional Clients and Individual Clients, Asset Management, Investment Banking Services, Principal Investment & Treasury, and Wealth Management.

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