



SSI SECURITIES CORPORATION

4Q2020 EARNINGS RELEASE

Jan 2021

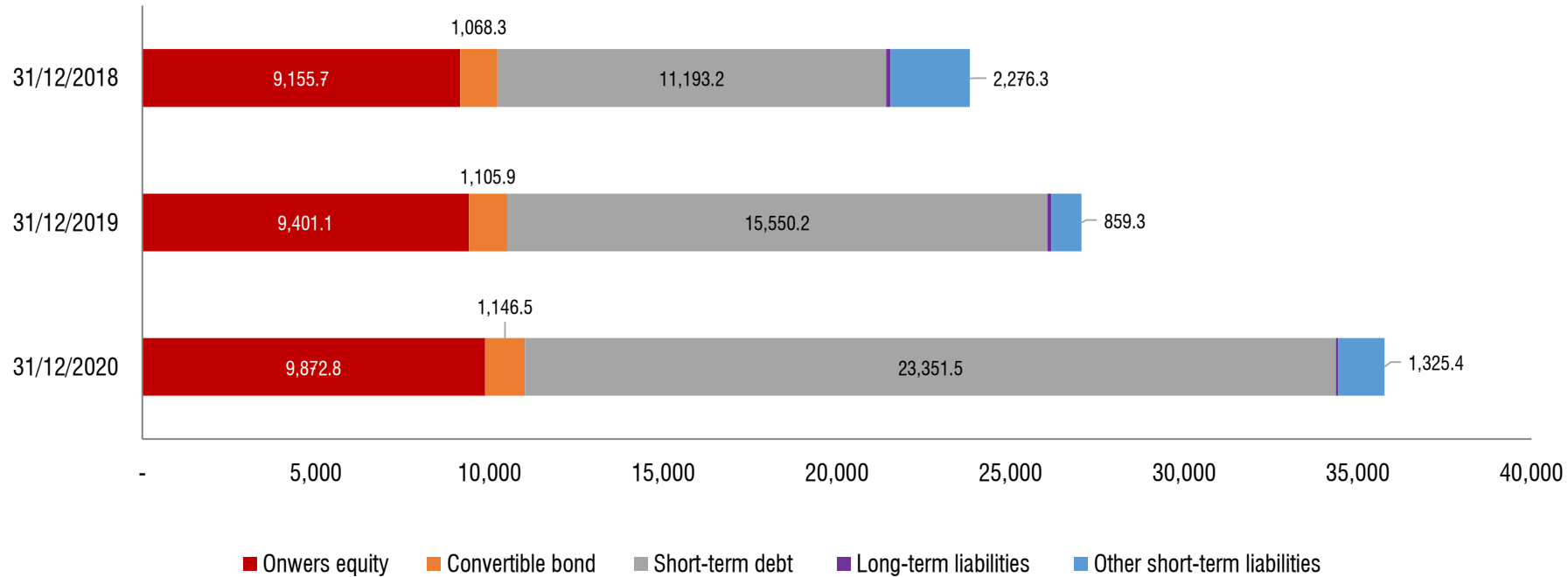


BALANCE SHEET HIGHLIGHTS

Item (VND billion)	30/12/2020	30/12/2019	Change (%)
I. CURRENT ASSET	29,040	22,291	30%
I.1. Financial Asset	28,889	22,256	30%
<i>in which:</i>			
Cash and Cash Equivalent	363	1,041	-65%
FVTPL	13,252	4,315	207%
HTM	5,592	10,722	-48%
AFS	186	760	-76%
Margin lending & advance to customers	9,226	5,359	72%
I.2. Other Current Asset	151	35	333%
II. NON-CURRENT ASSET	6,729	4,753	42%
II.1 Financial Asset	6,250	4,239	47%
<i>in which:</i>			
HTM	5,465	3,445	59%
Investment in associates	785	794	-1%
II.2 Other non-current asset	480	514	-7%
TOTAL ASSET	35,770	27,044	32%

- **Total asset:** VND35,770 billion (+32% YTD) – ranked 1st among peers. Current asset accounted for 81%, half of them allocated to safety assets including cash & cash equivalent, HTM investment & CDs.
- **Margin lending balance** recorded a strong growth at 72% YTD and 96% QoQ. Main reasons are (1) significant increase in market liquidity, and (2) SSI's ability to offer substantial margin lending with attractive margin rate to clients.
- **FVTPL** increased 207% YTD and 27% QoQ thanks to new CDs investment and equity hedging for CW

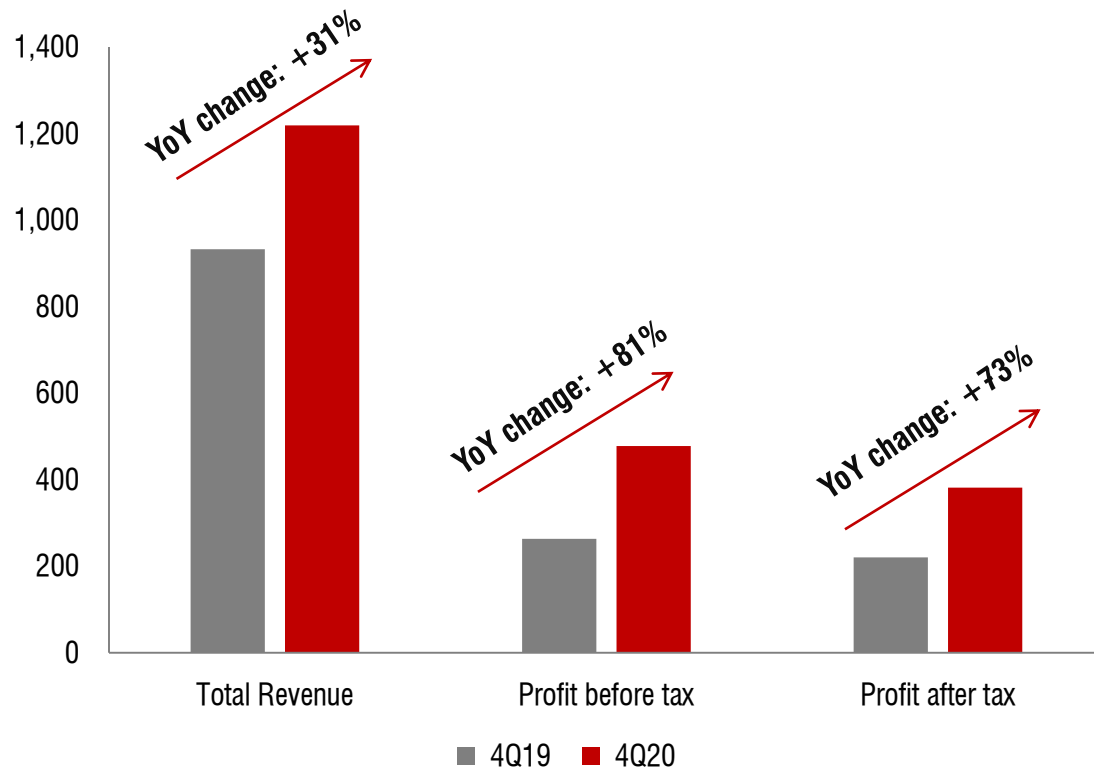
OWNERS' EQUITY & LIABILITIES BREAKDOWN



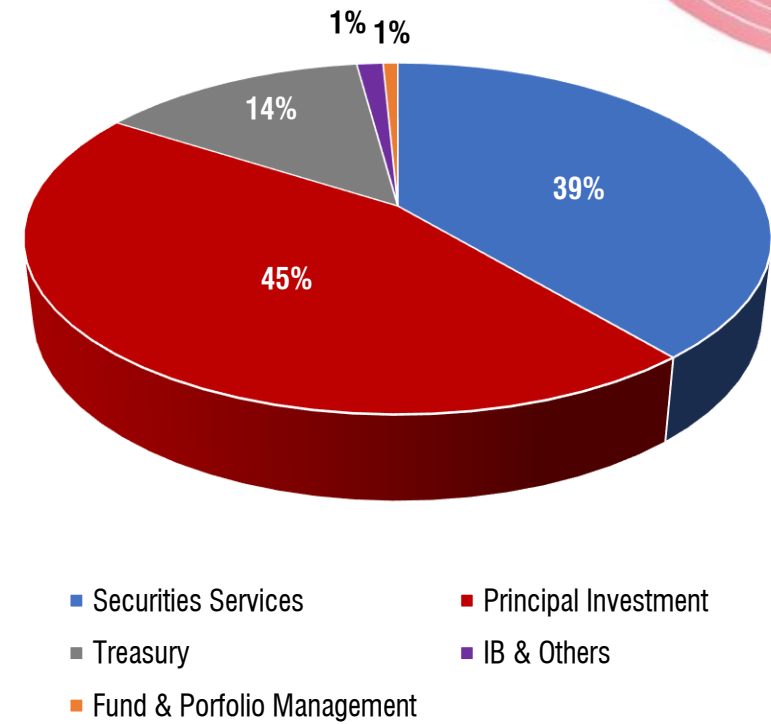
Owners' equity & Liabilities Breakdown

- Short-term loans from commercial banks accounted for 90% of total liabilities and increased 50% compared to last year. Also in 4Q, SSI signed an unsecured loan contract worth US\$85 million with a consortium of nine foreign banks led by Union Bank of Taiwan, the island's largest lender. Loan is used mainly to serve treasury business, margin lending, bond and valuable papers trading
- Owners' equity reached VND 9,872.8 billion at the end of 4Q20.

4Q20 PROFIT AFTER TAX INCREASED BY 73% YoY



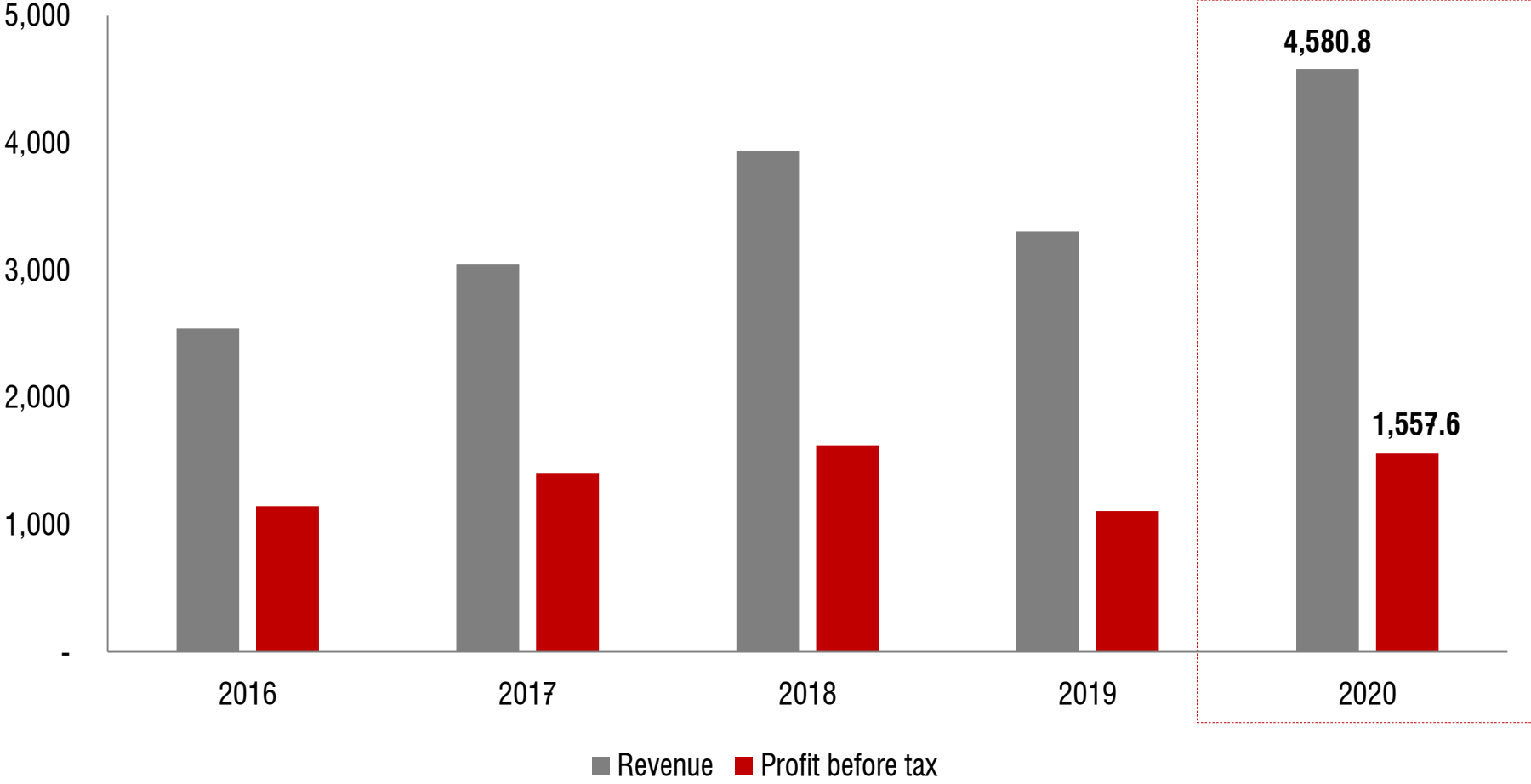
Performance



4Q2020 Revenue Structure

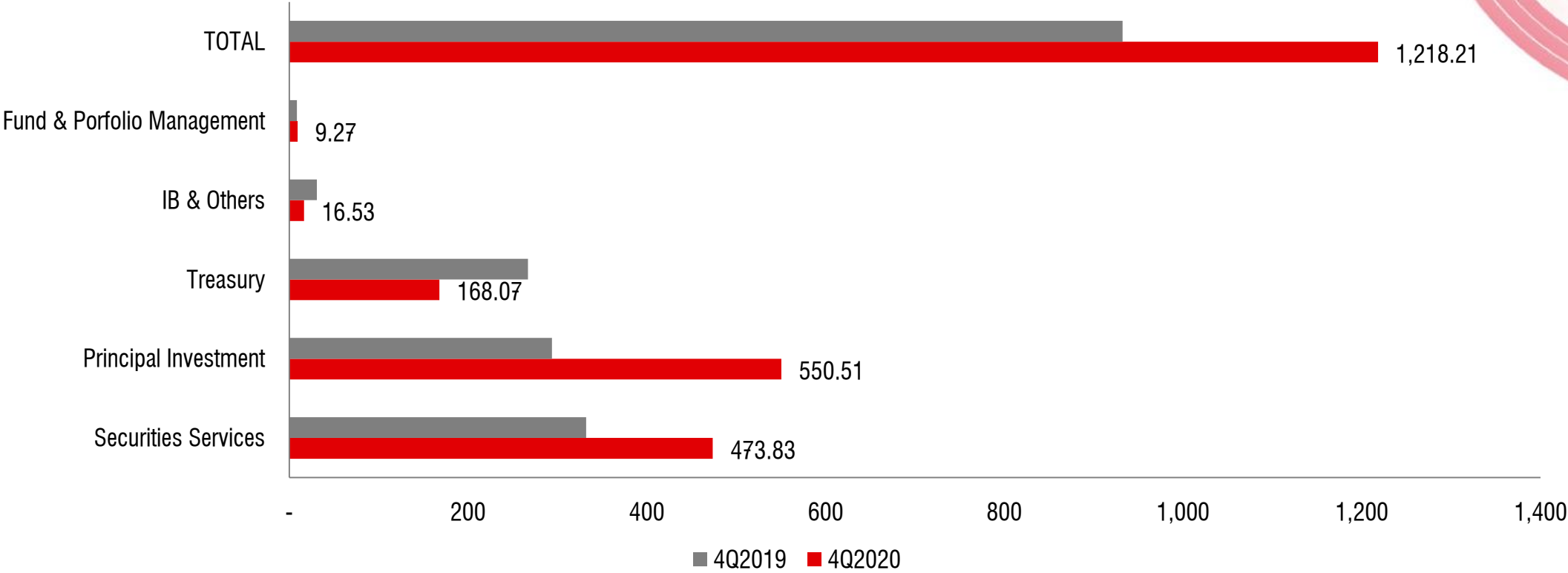
Unit: billion VND

2020 RESULTS OUTPERFORMED 78% OF 2020 EARNINGS TARGET



Unit: billion VND

BUSINESS SEGMENT HIGHLIGHTS



4Q20 Revenue by Business Segments

Unit: billion VND

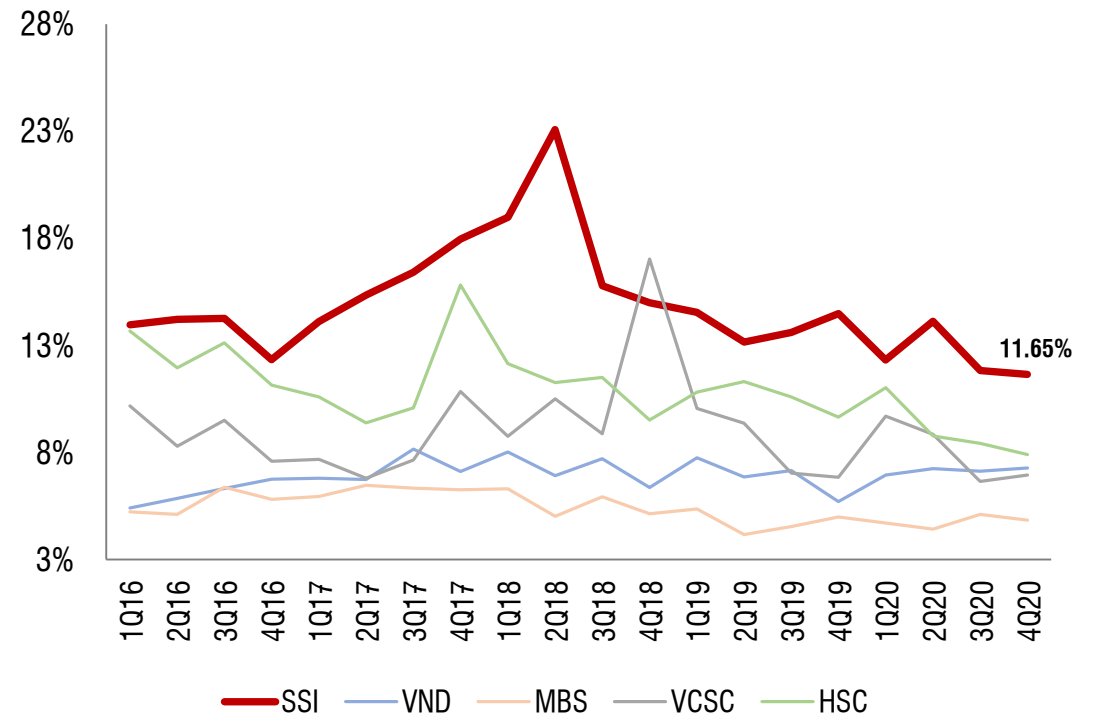
BUSINESS SEGMENT HIGHLIGHTS (cont.)

- **Securities Services** revenue recorded VND473.83 billion (+42.7% YoY), in which brokerage fee was VND307.3 billion (+106% YoY), and gain from margin lending was VND154 billion (-5% YoY)



Asiamoney Brokers Pool 2020

- “Best Local Brokerage”
- “Best for Overall Country Research in Vietnam”
- “Best for Overall Sales”
- “Best for Corporate Access”
- “Best for Execution”
- “Best Retail Broker”
- “Top 3 best traders” & “Top 3 best sales”
- 19 awards for Individuals



#1 in Brokerage Market Share

BUSINESS SEGMENT HIGHLIGHTS (cont.)

- Favorable market condition in 4Q lead to the growth of **Principal Investment** revenue (VND550.1 billion, +87% YoY)
- As of 31 Dec 2020, total asset under **SSIAM**'s management was USD288 million, up 18% compared to those of 3Q. SSIAM also won “Fund Launch of the Year” award for ETF SSIAM VNFIN LEAD and Ms. Hang Le (CEO of SSIAM) won “CEO of the Year” award from Asia Asset Management.

Asia Asset Management

2020

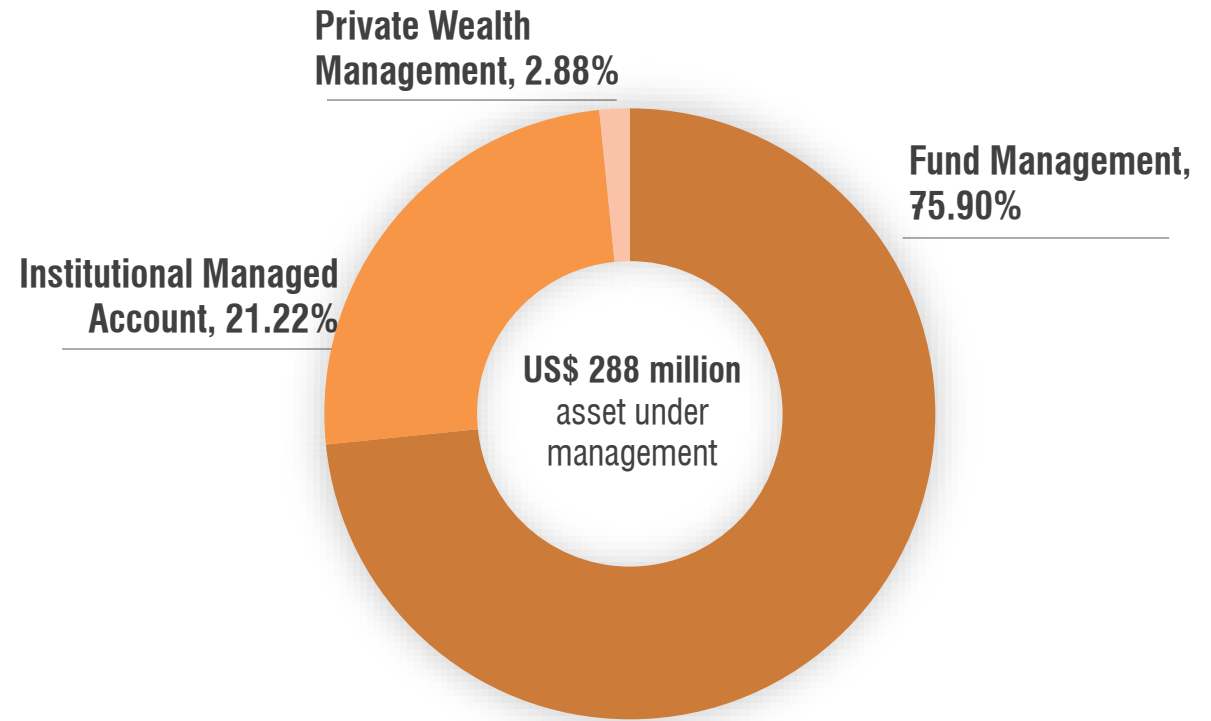
“Fund launch of the Year”



2020

“Best Overall Asset & Fund Manager”

“Best Fund Manager for Insurance, ILP Mandates
& Private Retirement Schemes”



OTHER INFORMATION

In Dec 2020, **SSI** has granted with **Hero of Labor** - the highest title of honor in the Socialist Republic of Vietnam. This is the first time a securities company receives such honor.



- SSI Corporate Governance Report 2020: [download here](#)
- Summary of 4Q2020 separate FS and consolidated FS can be [downloaded here](#). The full English version will be published no later than 28 Feb 2021



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The logo consists of the letters 'SSi' in a white, sans-serif font, positioned inside a solid red square. The background of the entire slide is a dark red color with several concentric, glowing circles in a lighter shade of red, creating a sense of depth and focus.

SSi

THANK YOU