



SSI SECURITIES CORPORATION

REPORTS THIRD QUARTER RESULTS

The revenue and profit before tax in the 3Q reached approximately VND 1,302 billion and VND 382 billion, respectively. In the first nine months of 2022, the Company recorded a revenue of about VND 4,887 billion and a pre-tax profit of VND 1,758 billion. As of 30 September 2022, the Company had total assets of VND 44,872 billion, and owners' equity reached VND 21,665 billion.

Despite the high growth rate of Vietnam's GDP at 13.67% in the 3Q2022, Vietnam's stock market in the 3Q has been gloomy when VN-Index has fallen to the lowest level since February 2021. After a long recovery period in July and August, VN-Index has returned to a downtrend since the beginning of September. VN-Index ended the last session of September at around 1,132 points - decreased by 11.6% and 24.4% compared to the previous period the end of August and the end of 2021, respectively. By the end of September 2022, the market capitalization of HoSE reached VND 4.5 quadrillion, which decreased by 5% compared to the end of 2Q2022. The market capitalization also reduced by VND 1 quadrillion compared to the 2Q, reaching VND 7.6 quadrillion in the 3Q. Market liquidity on HoSE also dropped significantly with the average trading value per session in the 3Q2022 of only VND 13,703 billion, which declined by approximately 21% compared to the previous quarter.

Securities Services contributed more than VND 760 billion to the total revenue. In the first nine months of the year, the number of new trading accounts opened at SSI increased by 34% compared to the same period last year. SSI aims to strictly manage risks not only for the Company but also for investors to minimize losses and preserve capital. The investment advisory and brokerage team always strictly follow up with the market to give timely advice to investors and help them proactively handle their investment portfolios during volatile periods. The total value of SSI's force sales in 3Q was lower than the market and did not incur bad debts despite inconvenient situations of the stock market.

In addition, SSI still deploys a series of advisory programs, fostering investment knowledge and skills for customers, and accompanying customers to overcome market fluctuations. The "Café Chung" program 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. Starting from May 2022, "Café Chung" has given 23/34 (accounting for 68%) recommendations which helped create profits, and average profitability was 3.6%, while VN-Index had decreased by 14.8% since then.

Other SSI's business activities have been maintained stably by the Company. The revenue from Principal Investment and Treasury reached nearly VND 430 billion and VND 107 billion, respectively. Investment activities continued to be taken care on a cautious basis, increasing the proportion of investment grade bonds with high liquidity guaranteed assets and narrowing the portion of equities.



To diversify products for investors, in the 3Q2022, SSI successfully issued 28 cover warrants. These CWs are based on 12 potential blue-chip stocks for investors in the year-end and first half of 2023, mostly in the banking sector (ACB, MBB, STB, TCB, TPB, VPB), real estate and building materials sector (VHM, KDH and HPG) and retail sector (FPT, MWG, VRE).

For additional information, please refer to SSI's 3Q2022 Separate Financial Statements [attached here](#).

INVESTOR RELATIONS

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