

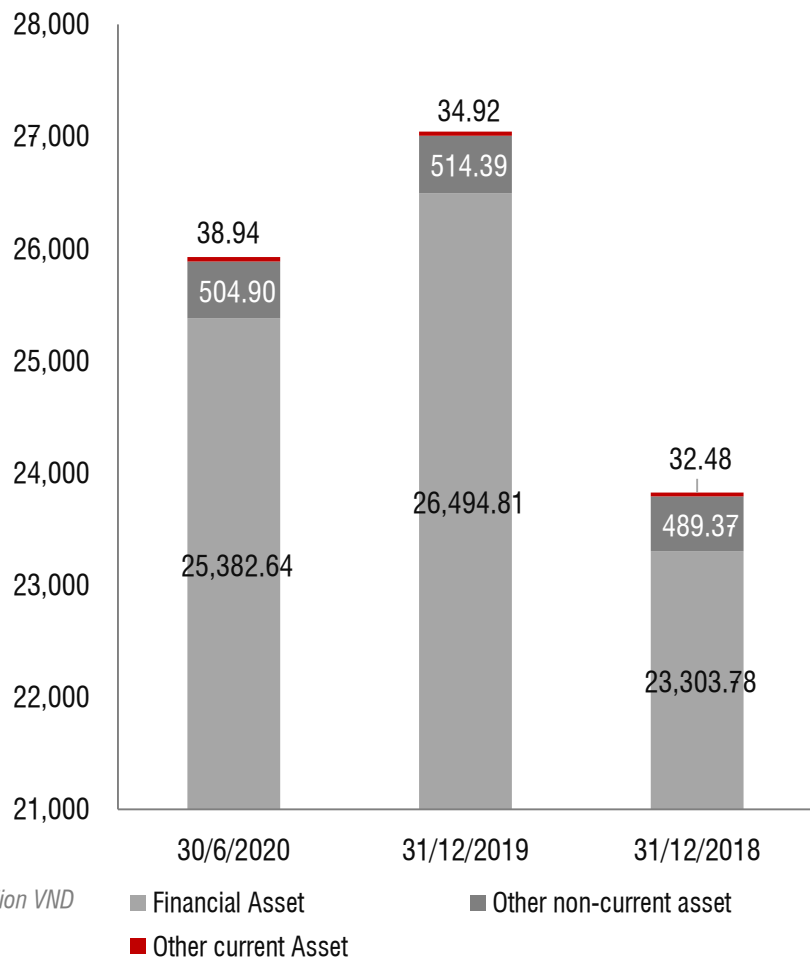


SSI SECURITIES CORPORATION 2Q2020 EARNINGS RELEASE

July 2020

2Q2020 EARNINGS RELEASE

Balance Sheet Highlights



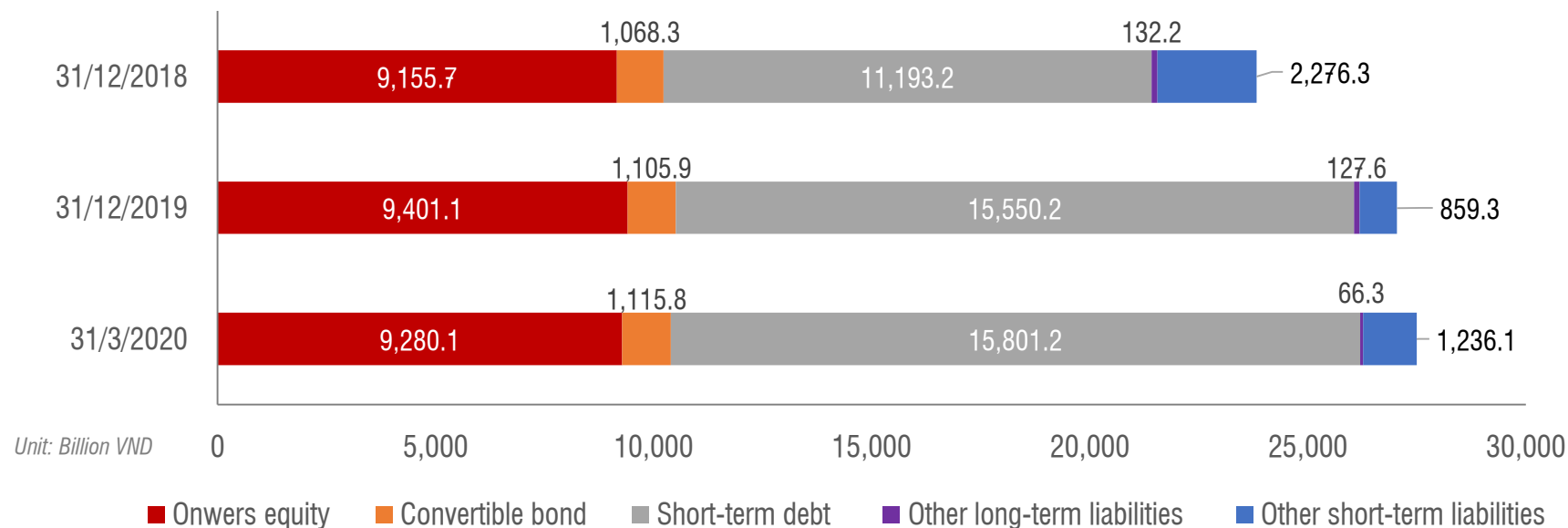
Total Asset Allocation

- **Total asset:** VND 25,926.5 billion – ranked 1st among peers
- **Current asset** accounted for 77.3% of total asset, 40% of them allocated to safety assets including cash & cash equivalent and HTM investment
- **Margin lending balance** recorded VND 3,979.5 billion at the end of 2Q (-0.7% QoQ and -25.7% YTD). Main reasons are (1) reduction in deposit rate causing clients to actively top their cash up; and (2) intensive competition from foreign brokers with low funding cost
- **FVTPL** increased 72% YTD and 14% QoQ thanks to new bond & CDs investment, **AFS** financial asset reduced 59% YTD due to the decrease in equity holding

Source: SSI consolidated FS of 2Q2020

2Q2020 EARNINGS RELEASE

Balance Sheet Highlights



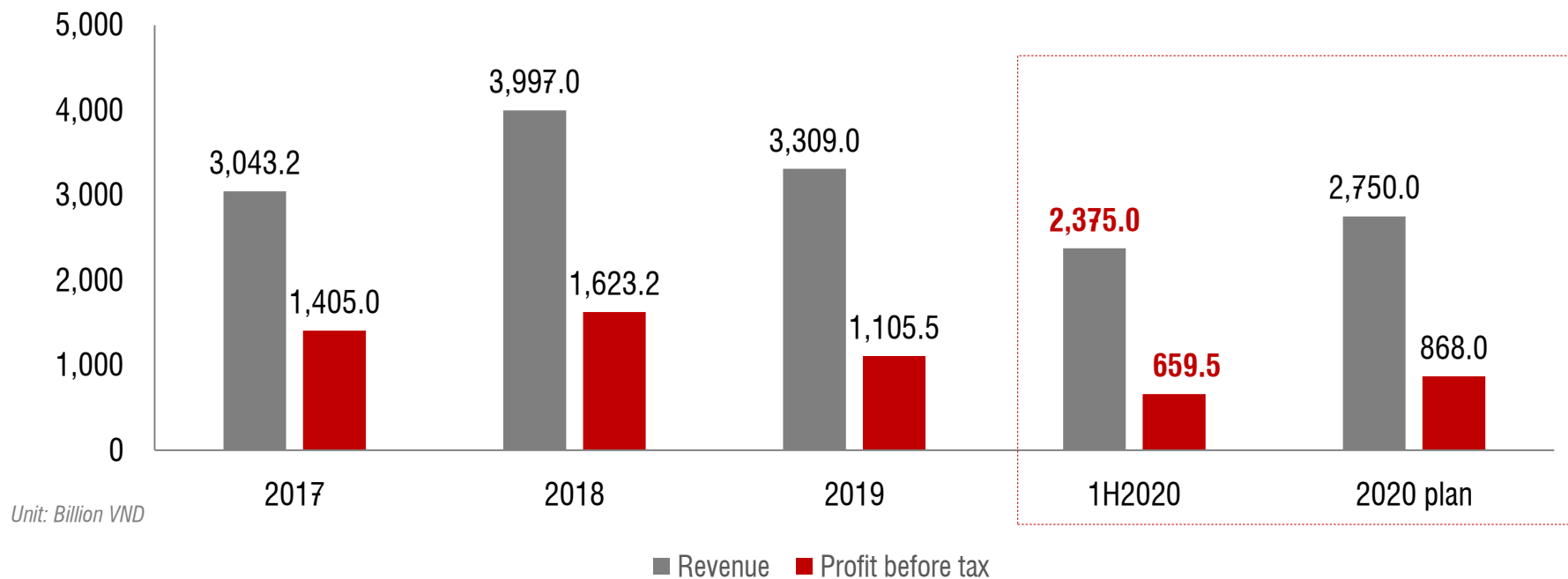
Owners' equity & Liabilities Breakdown

- Short-term loans from commercial banks accounted for 87% of total liabilities, mainly used to serve treasury business activities.
- Owners' equity reached VND 9,280.12 billion at the end of 2Q20.

Source: SSI consolidated FS of 2Q2020

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P&L Highlights

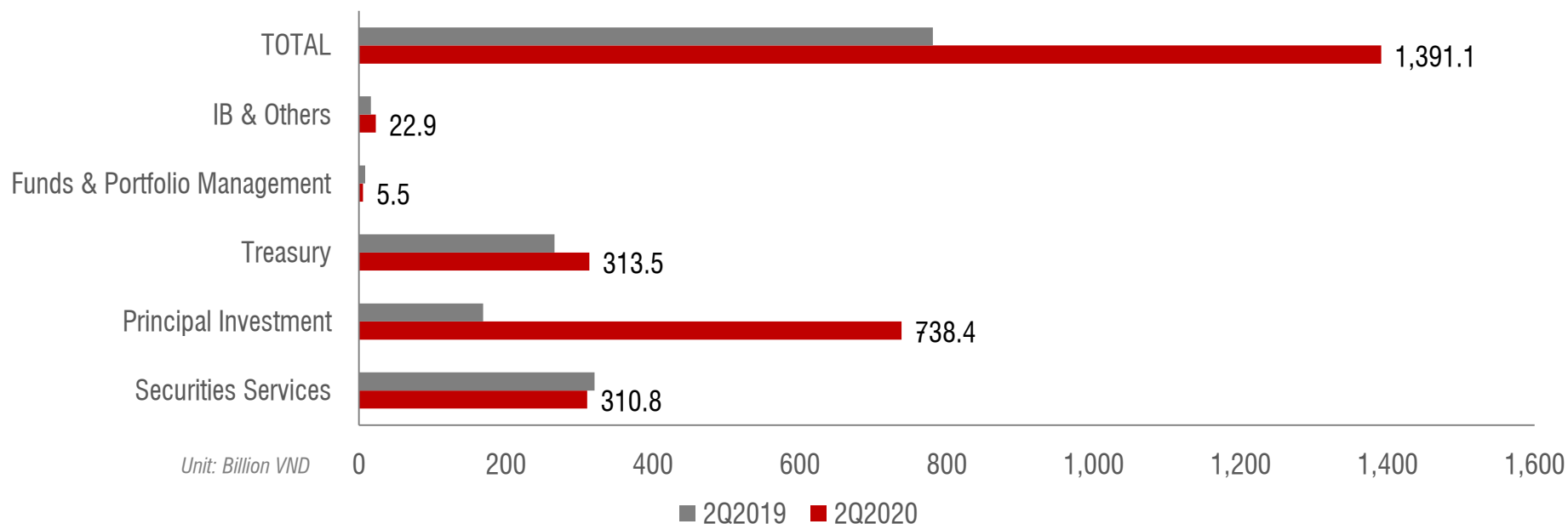


- 2Q20 consolidated revenue was VND1,391 billion (+85% YoY) , PBT was VND billion (+147% YoY)
- Major contribution: Principal Investment (46%), Treasury (26%), Brokerage (14%), Margin Lending (11%)
- 1H20 PBT delivered 76% of 2020 profit plan.

Source: SSI consolidated FS of 2Q2020

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Business Segment Highlights



2Q20 Revenue by Business Segments

- Favorable market condition in 2Q lead to the growth of **Principal Investment** revenue (738.4 billion, +336.6% YoY)
- No. 1 CW issuer, accounting for 29% of total market issuance value

Source: SSI consolidated FS of 2Q2020

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Business Segment Highlights (cont.)

- **Securities Services** revenue recorded VND 310 billion (-3.1% YoY), in which brokerage fee was VND 190 billion (+45% YoY) while gain from margin lending was VND 108 billion (-39% YoY)



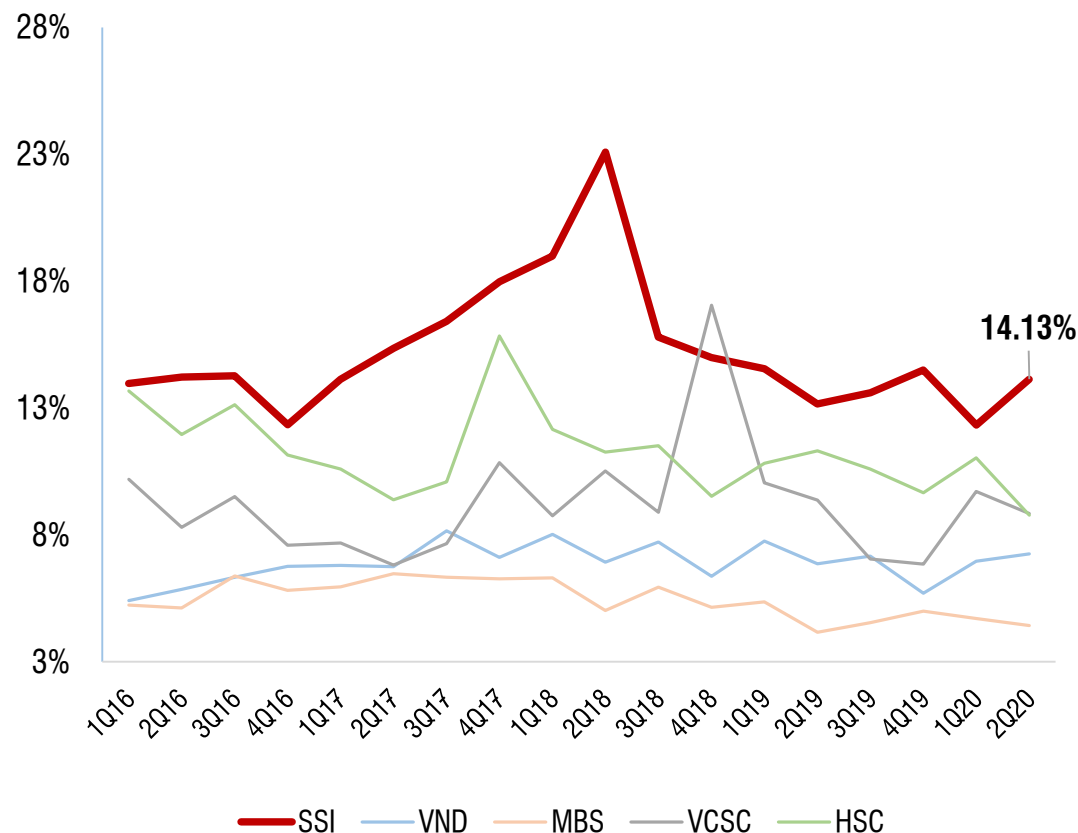
2019 - 2020 “Best Retail Broker in Vietnam”

2015 – 2018 “Best Institutional Broker in Vietnam”



2008 – 2011, 2014 – 2016, 2019 & 2020

“Best Broker in Vietnam”



Top 5 Market Share

Source: SSI

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Business Segment Highlights (cont.)

- **SSIAM was honored with** “Best Overall Asset & Fund Manager” and “Best Fund Manager for Insurance, ILP Mandates & Private retirement schemes” by Alpha Southeast Asia’s Awards 2020
- SSIAM VN30 ETF started IPO from May, tracking VN30 index , which represents 73.4% of the market capitalization of Vietnam’s stock market and consists of 30 blue-chip stocks in various industries with the highest market capitalization and liquidity on HOSE.
 - ✓ Offer the most competitive Total Expense Ratio (TER) among similar alternatives.
 - ✓ Professional market makers to ensure low spread and decent liquidity after listing.
 - ✓ No foreign ownership limit for foreign investors.
 - ✓ Simple, flexible, and transparent procedures

2Q2020 EARNINGS RELEASE

Other Information

- SSI successfully organized the 2020 e- AGM on 27 June 2020: [watch here](#). Meeting minutes and resolutions of the 2020 AGM can be [downloaded here](#).
- SSI paid out over VND 600 billion on cash dividend payment (10% par value) on 31 July. Previously, the Company also completed stock issuance for stock dividend with a rate of 16% on April 2020.
- SSI Corporate Governance Semi-Annual Report 2020: [download here](#)
- Summary of 2Q2020 separate FS and consolidated FS can be [downloaded here](#). The full English version will be published no later than 30 Aug, 2020.



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A red background with a white wireframe sphere on the right side. The sphere is composed of many thin white lines that intersect to form a grid of small triangles and quadrilaterals, creating a 3D effect. The sphere is positioned in the upper right quadrant of the image.

THANK YOU

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