

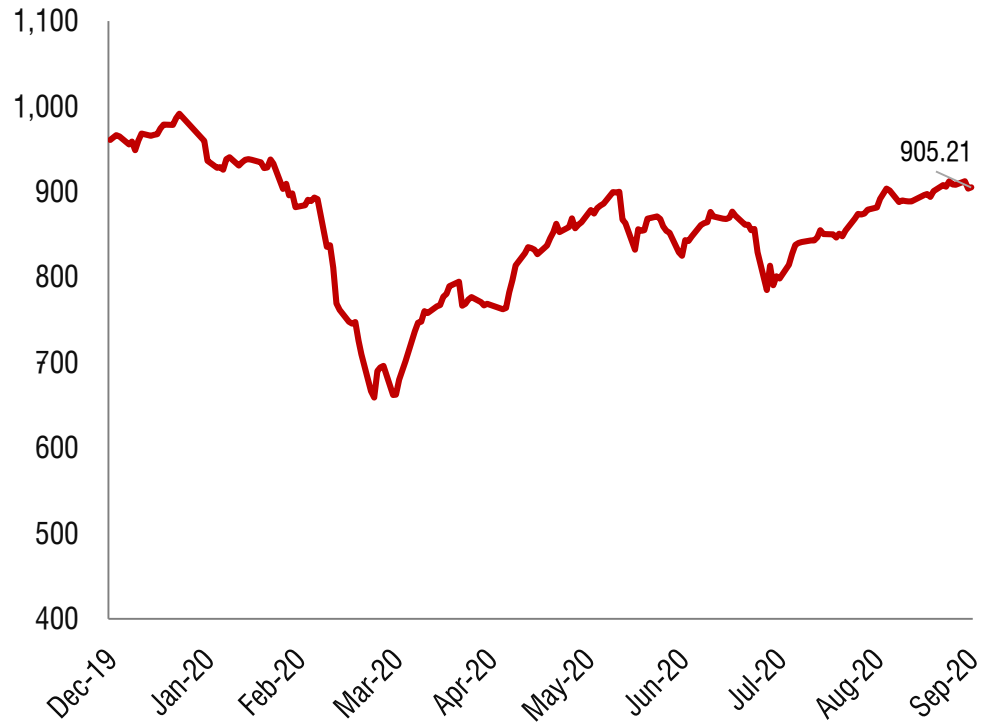


# SSI EARNINGS CALL

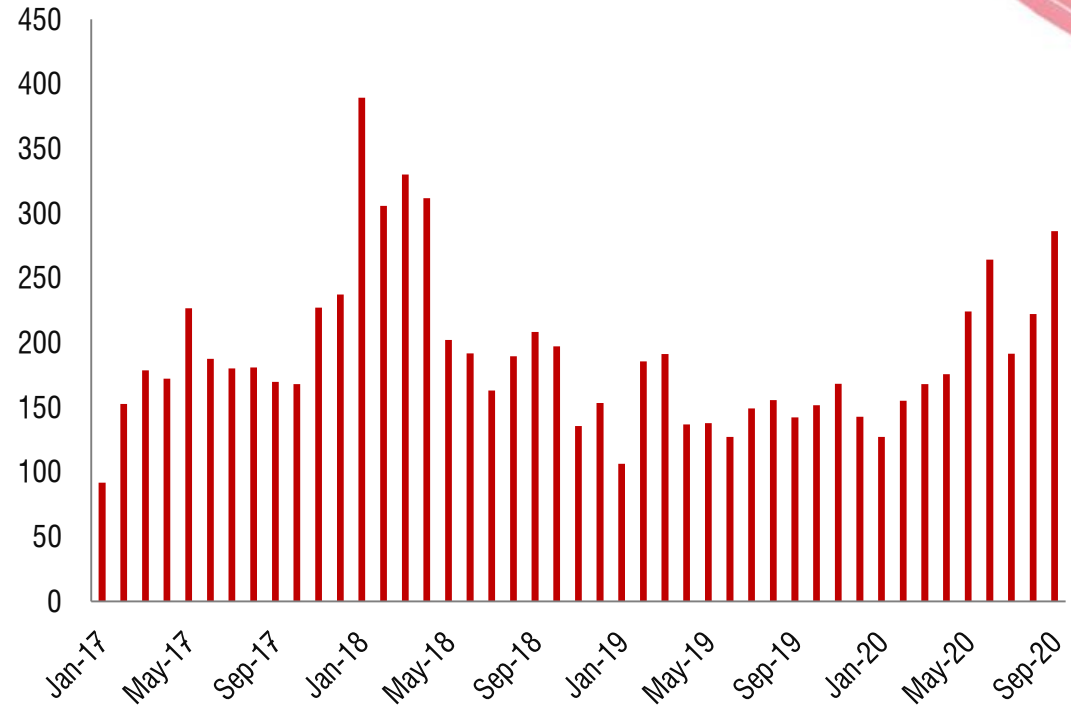
*Nov 2020*



# MARKET REVIEW



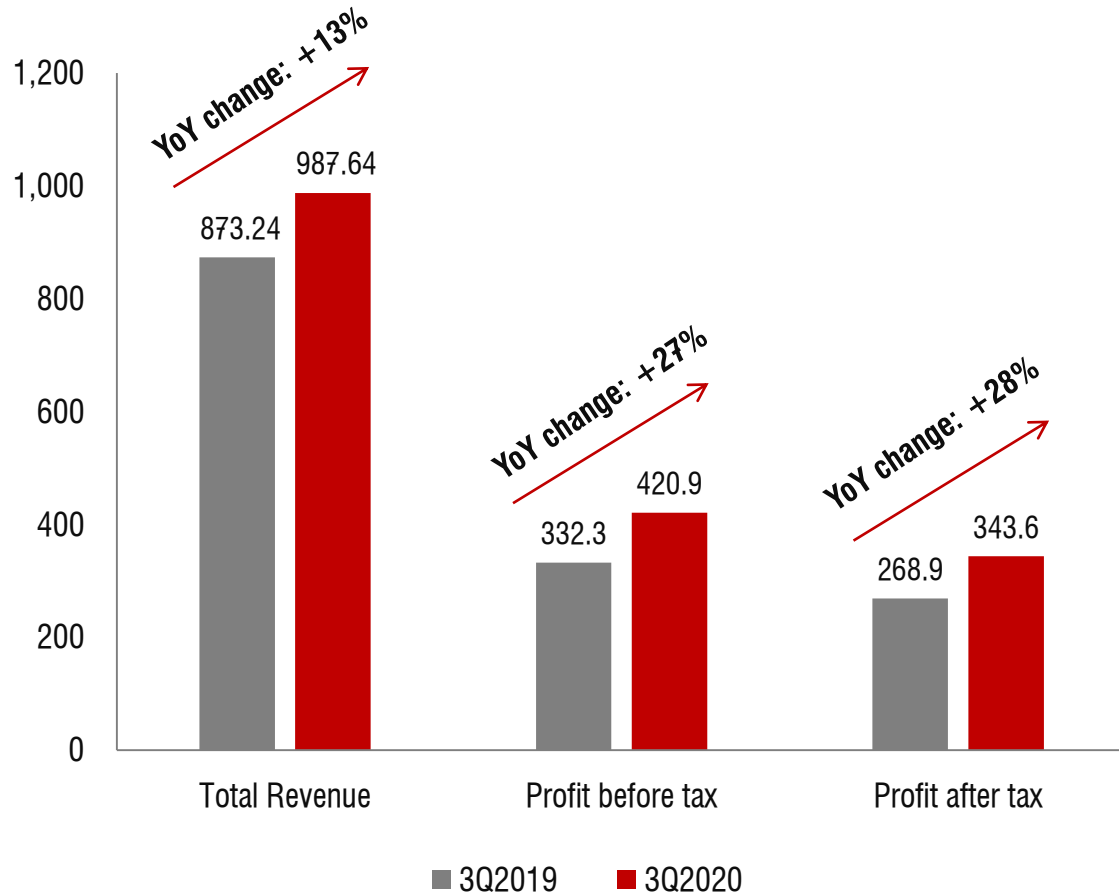
**VN-Index Movement**



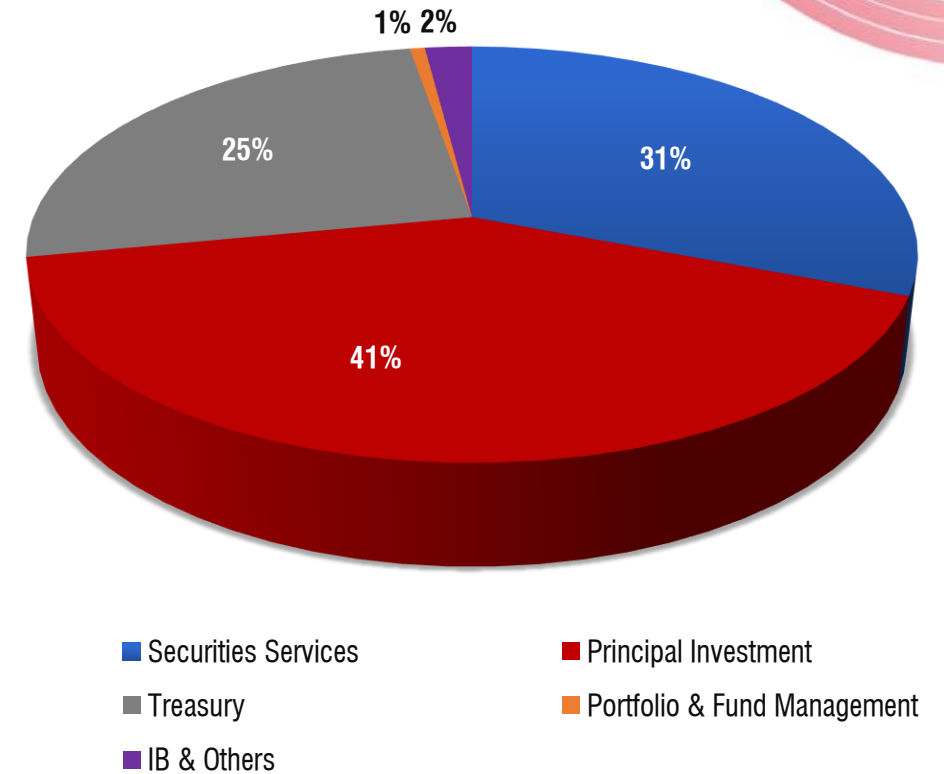
**Liquidity via order matching (USD bn)**

Source: Bloomberg

# 3Q20 PROFIT AFTER TAX INCREASED BY +28% YoY



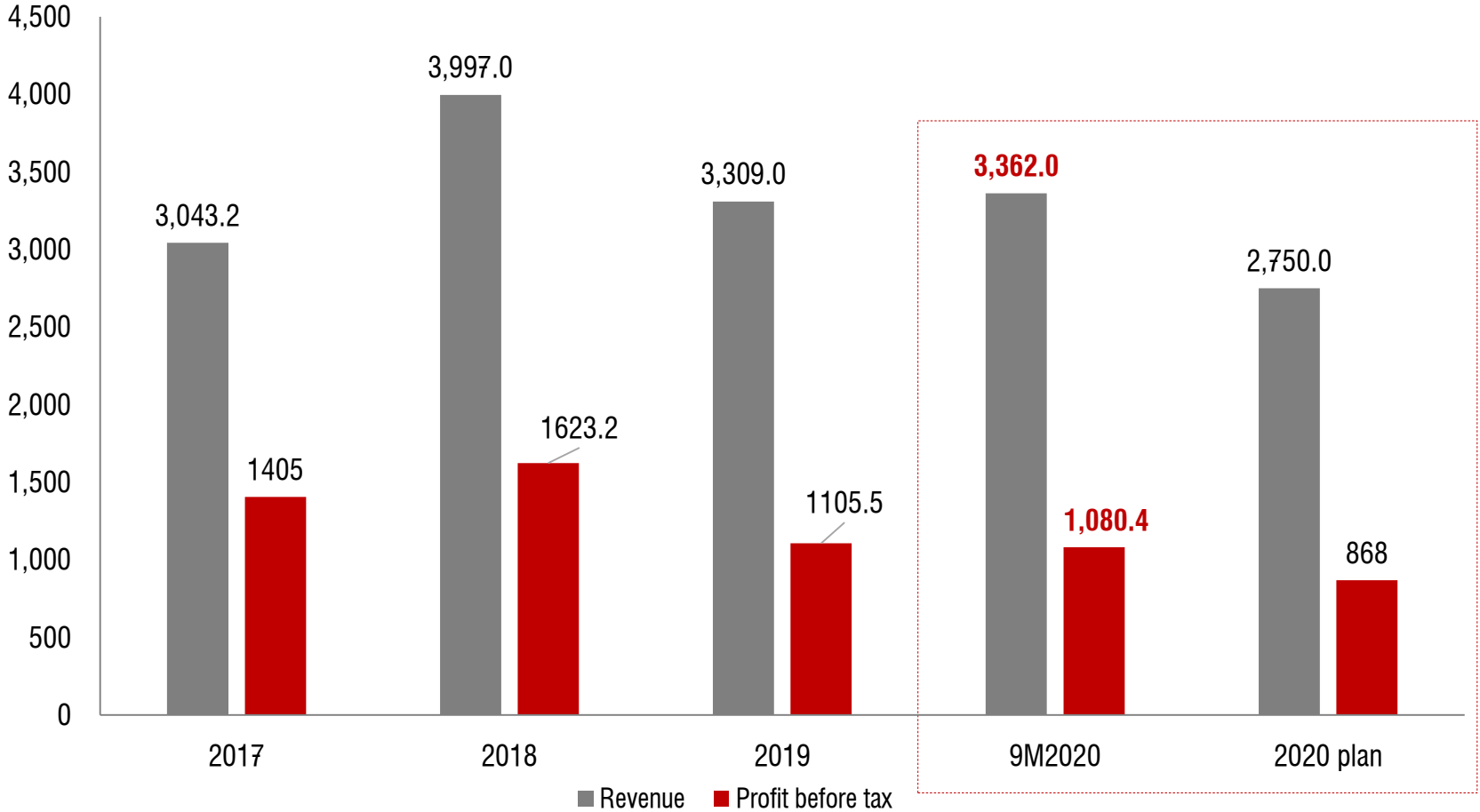
Performance



3Q2020 Revenue Structure

Unit: billion VND

# 9M2020 RESULTS OUTPERFORMED 24% OF 2020 EARNINGS TARGET



Unit: billion VND

# #1 BROKERAGE MARKET SHARE

- **9M2020 brokerage fee** posted 13% growth
- **Total account** up +15% YTD
- **eKYC** launched in late Aug



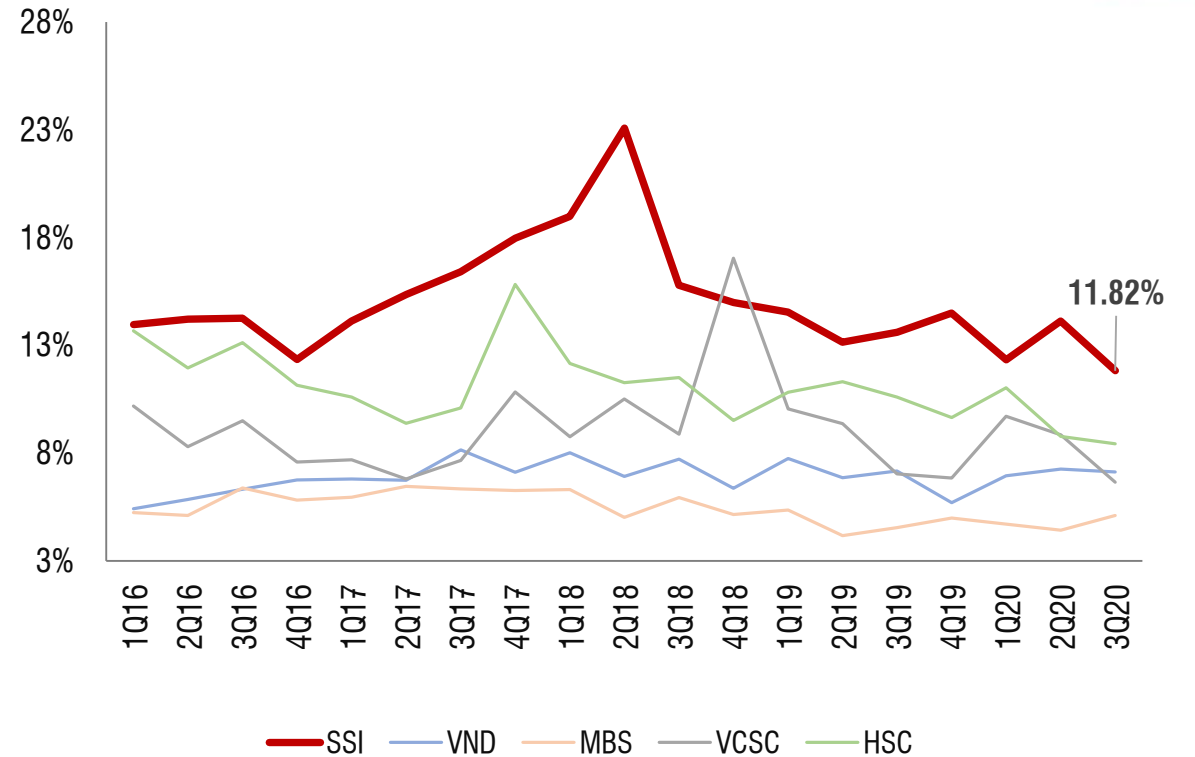
2019 - 2020 "Best Retail Broker in Vietnam"

2015 - 2018 "Best Institutional Broker in Vietnam"



2008 - 2011, 2014 - 2016, 2019 & 2020

"Best Broker in Vietnam"



Top 5 Market Share on HOSE

# #1 INVESTMENT BANKING

- SSi Investment Banking has closed multiple transactions worth over **USD 1.2 trillion in ECM, DCM, and M&A** in 2020
- 9M2020 revenue from Investment Banking increased 17% YoY



**MB Bank**  
Private placement &  
sale of treasury shares  
USD 100 mn  
*Sole Bookrunner*

2020



**TNG Holdings Vietnam**  
Straight Bond  
USD 480 mn  
*Placing Agent*

2020



**Petrolimex**  
Sales of treasury shares  
USD 56.1 mn  
*Sole Advisor*

2020

Notable deals in 2020

**Debt Capital Markets (DCM)**

12 transactions  
USD +1,000 million

**Equity Capital Markets (ECM)**

4 transactions  
USD +170 million

**Mergers & Acquisitions (M&A)**

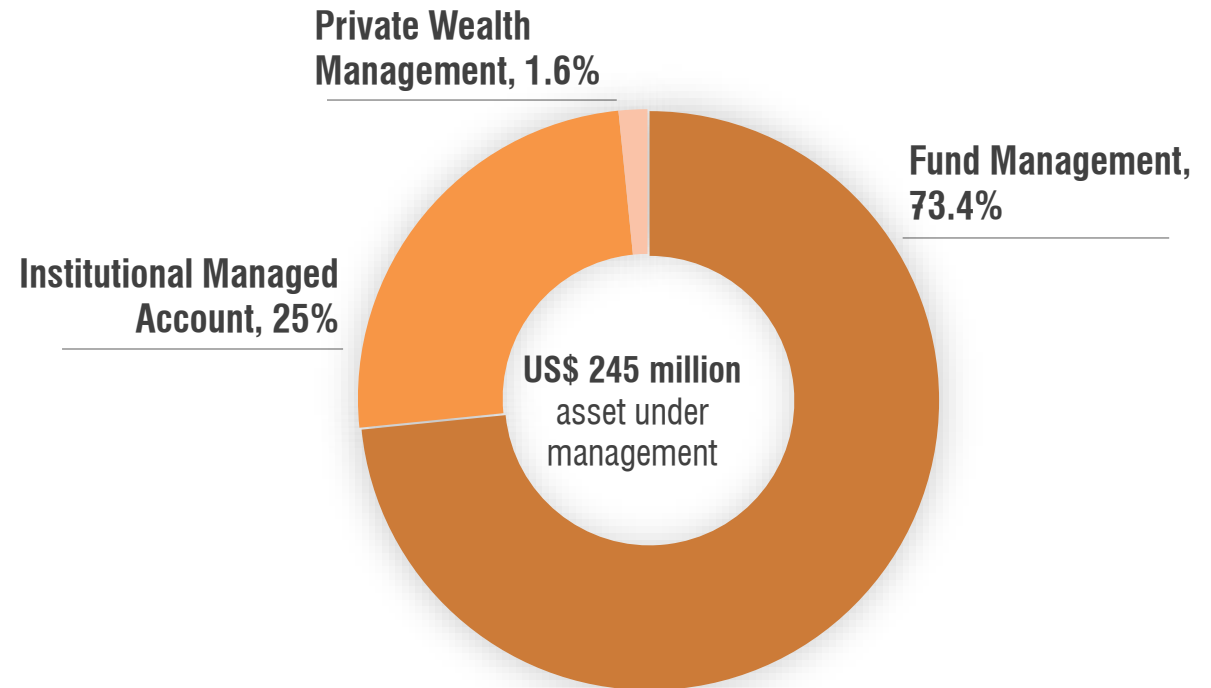
2 transactions  
USD +40 million

Deal execution in 2020



## SSIAM OFFERS THE MOST DIVERSE RANGE OF FUND PRODUCTS

- Successfully completed the initial closing of 2 PE Fund
  - **Vietnam Growth Investment Fund – VGIF**, partnering with CT Bright (CTB), Charoen Pokphand Group's (CP Group), Mercuria Investment Co., LTD (MIC), with estimated size of USD150 million
  - **DAIWA-SSIAM Vietnam Growth Fund III**, partnering with Daiwa Corporate Investment, with estimated fund size of USD100 million
- SSIAM VN30 ETF was officially listed on HOSE from August.



# MOST ACTIVE TREASURY & PRINCIPAL INVESTMENT TEAM

- 9M20 revenue from Treasury increased +12.8% YoY
- S-Bond product:
  - ✓ High liquid, simple online trading
  - ✓ Safe and stable return to investor
- #1 in issuance & market making for Covered Warrant:
  - ✓ #1 in issuance value: 38% of the whole market
  - ✓ Among top 2 in liquidity

## Partnership with well-known financial institutions



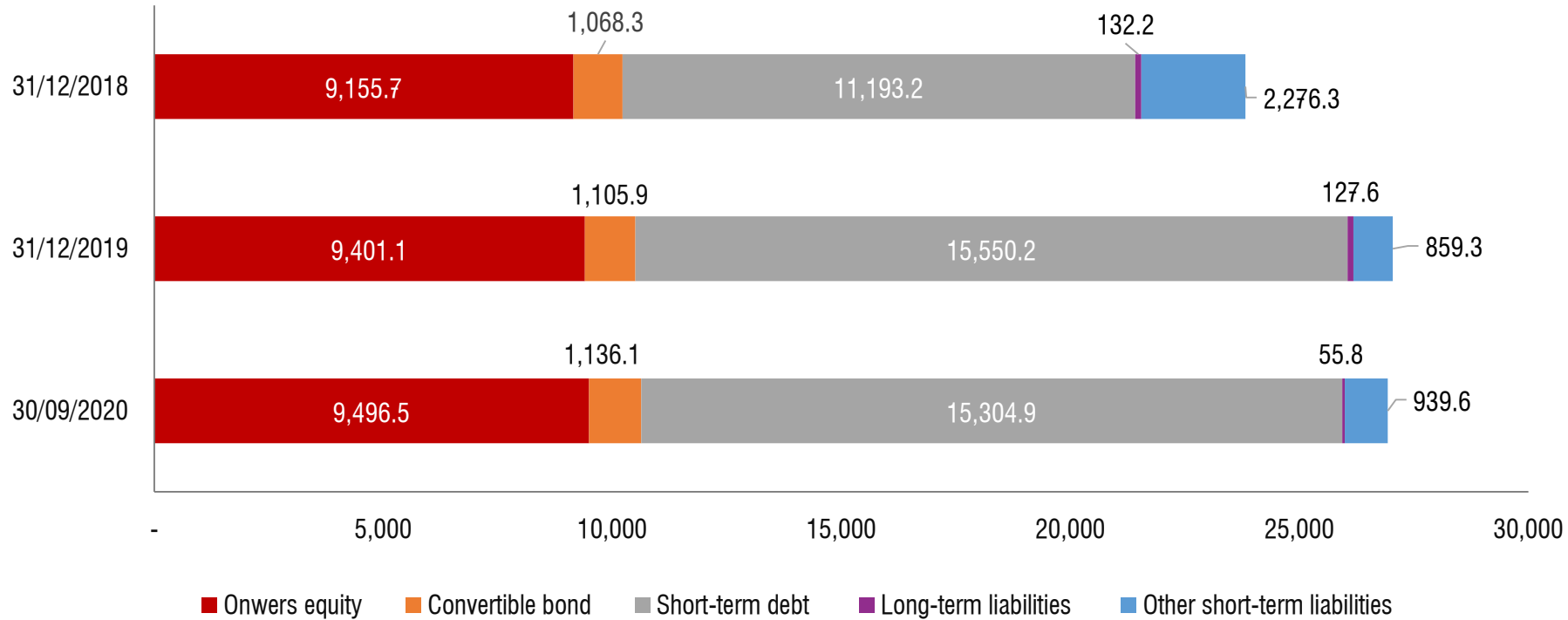


## ASSET ALLOCATION

Item (VND billion)	30/09/2020	31/12/2019	Change
<b>CURRENT ASSET</b>	<b>21,050.24</b>	<b>22,290.87</b>	<b>-5.6%</b>
<i>in which:</i>			
Cash & Cash Equivalent	212.32	1,040.78	-79.6%
FVTPL	10,443.79	4,315.24	142.0%
HTM	5,354.44	10,721.93	-50.1%
Margin lending & advance to customers	4,710.80	5,359.34	-12.1%
AFS	197.31	760.04	-74.0%
<b>OTHER FINANCIAL ASSET</b>	<b>5,474.67</b>	<b>4,297.46</b>	<b>27.4%</b>
<b>OTHER CURRENT ASSET</b>	<b>47.42</b>	<b>34.92</b>	<b>35.8%</b>
<b>OTHER NON-CURRENT ASSET</b>	<b>492.20</b>	<b>514.39</b>	<b>-4.3%</b>
<b>TOTAL ASSET</b>	<b>26,932.95</b>	<b>27,044.12</b>	<b>-0.4%</b>

- **Total asset:** VND 26,933 billion – ranked 1<sup>st</sup> among peers
- **Current asset** accounted for 78% of total asset, 65% of them allocated to safety assets including cash & cash equivalent, HTM investment & CDs.
- **FVTPL** increased 142% YTD and 14% QoQ thanks to new bond & CDs investment
- **AFS** financial asset reduced 74% YTD and 37% QoQ due to the decrease in equity holding
- **Margin lending balance** recorded VND 4,710.8 billion at the end of Sep (+18% QoQ and -12% YTD)

## OWNERS' EQUITY & LIABILITIES BREAKDOWN



**Owners' equity & Liabilities Breakdown**

- Short-term loans from commercial banks accounted for 88% of total liabilities, mainly used to serve treasury business activities.
- Owners' equity reached VND 9,496.5 billion at the end of 3Q20.

# ABOUT SSI

## SSI SECURITIES CORPORATION

<b>Establishment</b>	Dec 1999
<b>Charter Capital</b>	VND 6.04 trillion (~ \$260.7 million USD)
<b>Listing</b>	HNX in Dec 2006, switched to HOSE in Oct 2007 Bloomberg ticker: SSI VN
<b>Market Cap</b>	VND 10.5 trillion (\$450 million USD)
<b>Subsidiary</b>	SSI Asset Management Co. Ltd. (100% SSI-owned)



**Vision**

The Business of Success



**Mission**

Connect Capital to Opportunities



**Core Value**

Solutions-Led – Skilled – Inventive





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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**