

Press Release

TCBS'S FINANCIAL RESULTS FOR THE 4th QUARTER AND FULL YEAR 2023

- In Q4 2023, Techcom Securities Joint Stock Company (TCBS) achieved a remarkable profit before tax (PBT) of VND 880 billion, representing a significant increase of 176% compared to the same period last year. For full year 2023, the Company's PBT surpassed VND 3,028 billion, exceeding the initial full-year plan of VND 2,000 billion by an impressive 51%.
- Return on equity (ROE) and return on total assets (ROA) fell to 13% and 7%, respectively, compared to the previous year, primarily due to a strategic 115% increase in TCBS's equity following its 2023 capital injection.
- 2023 results paint a picture of robust recovery for TCBS as the Company remains steadfast in its mission to become Vietnam's leading Wealthtech player and the "**Orchestrator of capital flows**," aiming for a market capitalization of **5 billion USD**.

ANALYSIS OF BUSINESS RESULTS

Brokerage

- Revenue from brokerage and securities custodian services reached VND 150 billion in Q4 2023, a 7% decrease compared to prior period. For the full year 2023, the brokerage segment generated a total of VND 528 billion in revenue, down 44% from 2022 due to the implementation of the Zero Fee policy.
- TCBS is pursuing a business model different from traditional securities companies by not having brokers but investing in core competencies in fintech and focusing on customer experience. Combined with Zero Fee policy, this customer-centric strategy has helped TCBS secure a spot in the **top 3 brokerage market share** with a soaring 7.6% in Q4 2023 (up from 6.8% last quarter) and closing the gap with industry leaders.

Margin and advance lending

- Interest income from margin and advance lending in Q4 2023 reached VND 507 billion (up 52% compared to Q4 2022). For the full year, income climbed 7% to VND 1,602 billion, compared to 2022.
- Leveraging its substantial equity position (largest equity company in the market), strategic pricing policies, and cutting-edge risk management tools, TCBS is poised for robust and secure expansion in the margin lending business.

Investment banking

- Q4 2023 saw a strong rebound in investment banking with revenue of VND 243 billion, a 42% increase over prior period. For the full year 2023, revenue declined 30% to VND 1,026 billion compared to 2022.
- Compared to 2022, corporate bond issuance bounced back in 2023. During the year, TCBS has advised the issuance of more than VND 70 trillion of corporate bonds, an increase of 139% compared to 2022. This dominance solidified our position as the undisputed leader in issuance consulting, holding a commanding 52% market share (excluding bank bonds).

Investment and bond distribution

- Investment and bond distribution segment experienced significant growth in 2023, generating Q4 revenue of VND 639 billion (a 96% increase compared to the same period last year). Cumulative revenue for the entire year reached VND 2,099 billion, reflecting a 60% YoY increase.
- Corporate bond investment is regaining investor confidence, with primary bond distribution sales surging in Q4 2023, reaching a total volume for full year 2023 of VND 38 trillion, a 12% increase compared to 2022. This resurgence is driven by TCBS's relentless efforts: launching innovative products like bank-guaranteed iBond Protect and ProX brokerage-backed iBond ProX, and providing liquidity support through iConnect platform. These offerings cater to investor needs for safe investment and capital preservation.

Operational efficiency

- TCBS boasts an industry-leading PBT per employee of VND 6.27 billion in 2023, a staggering 4 times higher than industry average. This impressive figure marks a 2.7% increase compared to 2022. By embracing wealthtech trends with streamlined processes, efficient procedures, and reduced paperwork, TCBS has sharpened its ability to identify customer needs and pain points. This continuous cycle of improvement translates into enhanced services and skyrocketing employee productivity.
- TCBS maintains a stellar cost-to-income ratio (CIR) of 14% in 2023, nearly flat compared to the previous year. This impressive cost control is underpinned by our unwavering commitment to optimization and cost efficiency, evident by our investment in a cloud computing infrastructure (AWS) not only optimizing resource usage but also positioning us perfectly as a wealthtech pioneer with advanced data analysis. Further highlighting our

focus on efficiency, TCBS boasts a 2023 cost optimization score (Advanced CO Score) by AWS that surpassed both the average for Vietnam financial services and the ASEAN benchmark.

Standard	CO Score
ASEAN average	43,8%
Vietnam average	37,9%
Vietnam financial services average	35,7%
TCBS	54,3%

ANALYSIS OF THE FINANCIAL SITUATION

- Total assets reached nearly VND 44 trillion at December 31, 2023, up 14% compared to the end of Q3 2023 and up 68% compared to the end of 2022.
- The balance of margin and advance lending reached VND 16.6 trillion at the end of 2023, up 78% compared to the end of 2022. This remarkable growth can be attributed to the positive sentiment of domestic individual investors, incentivized by falling interest rates and securities being a more attractive investment channel compared to banks.
- Outstanding short-term borrowings & interest-bearing liabilities reached VND 18,062 billion at the end of December 2023, reflecting a significant 49% increase compared to the previous year-end. Notably, Q4 2023 saw the successful extension of short-term foreign syndicated loans to medium-term, with a total value exceeding VND 2,600 billion. Additionally, the Company mobilized VND 2,500 billion from domestic credit institutions, bringing the total credit limit to more than VND 17,350 billion (approximately 85% of this limit comprises unsecured credit lines).

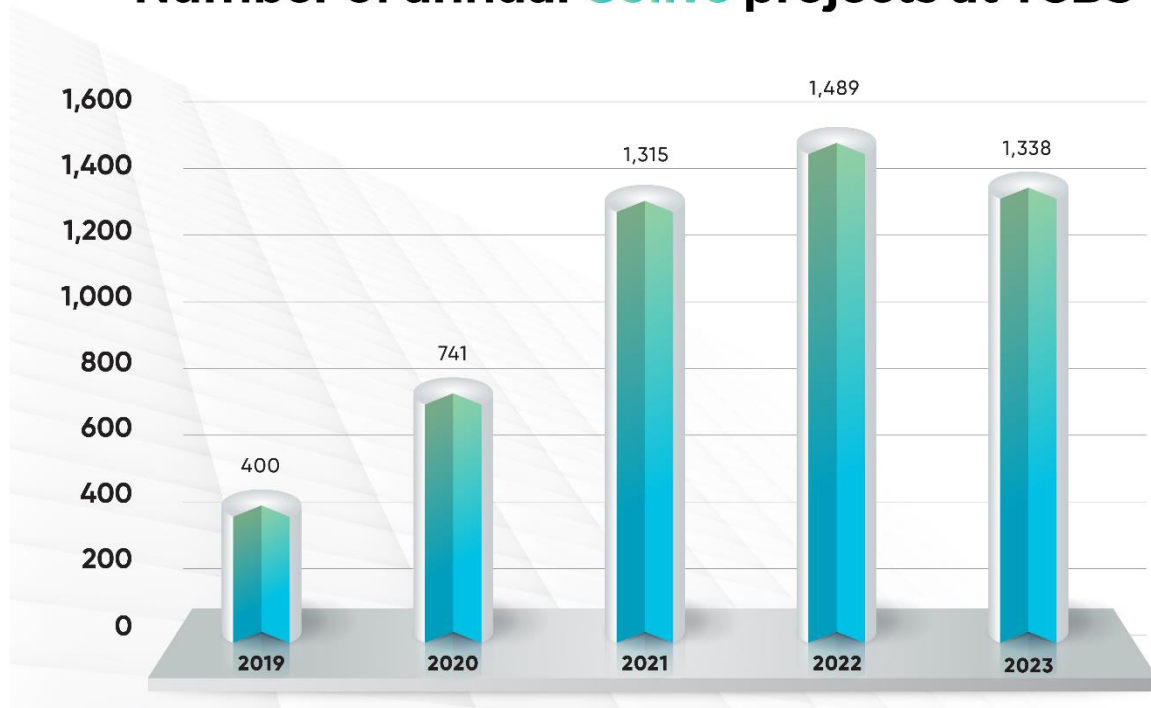
CUSTOMERS AND OTHER BUSINESS FOOTPRINTS IN Q2 2023

Enhancing digital experiences with Wealthtech financial technology strategy

- Committed to the Wealthtech strategy, TCBS prioritizes the development of robust technology systems as the core foundation for our business operations. This commitment is reflected in the composition of our workforce, with over **52%** of employees dedicated to IT and utilizing the Scrum/Agile model for efficient and adaptable development.
- In 2023, leveraging advanced technological methods and models, the Company has significantly enhanced our Go-live capabilities, with a total of **1,338** projects implemented. Additionally, the TCInvest system demonstrated impressive performance, maintaining

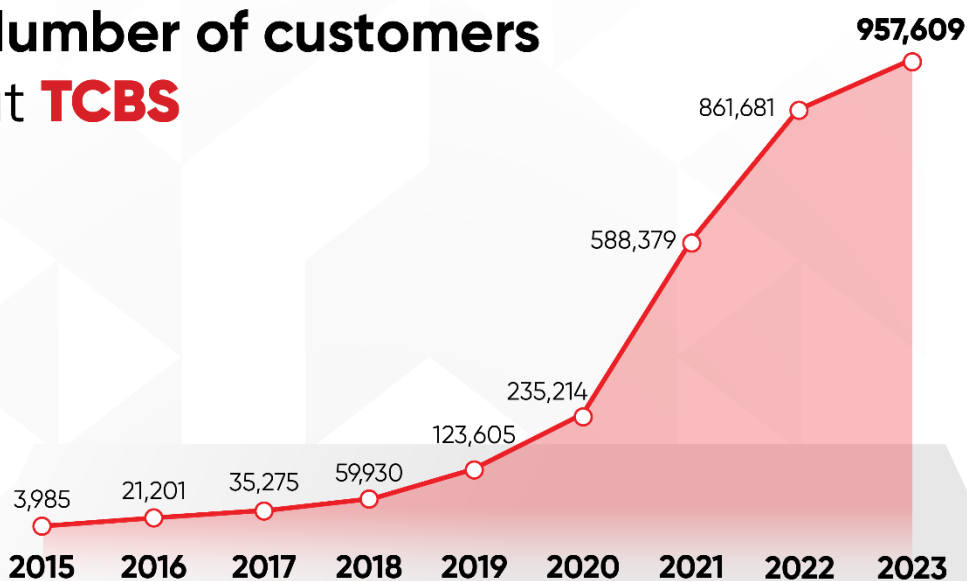
stable access with over **12.4 million** visits per month, translating to an average of more than **400,000** visits per day.

Number of annual **Golive** projects at TCBS



- In 2023, more than **95,700** customers have opened accounts on TCInvest, bringing the total number of retail customers at TCBS to nearly **1 million**.

Number of customers at **TCBS**

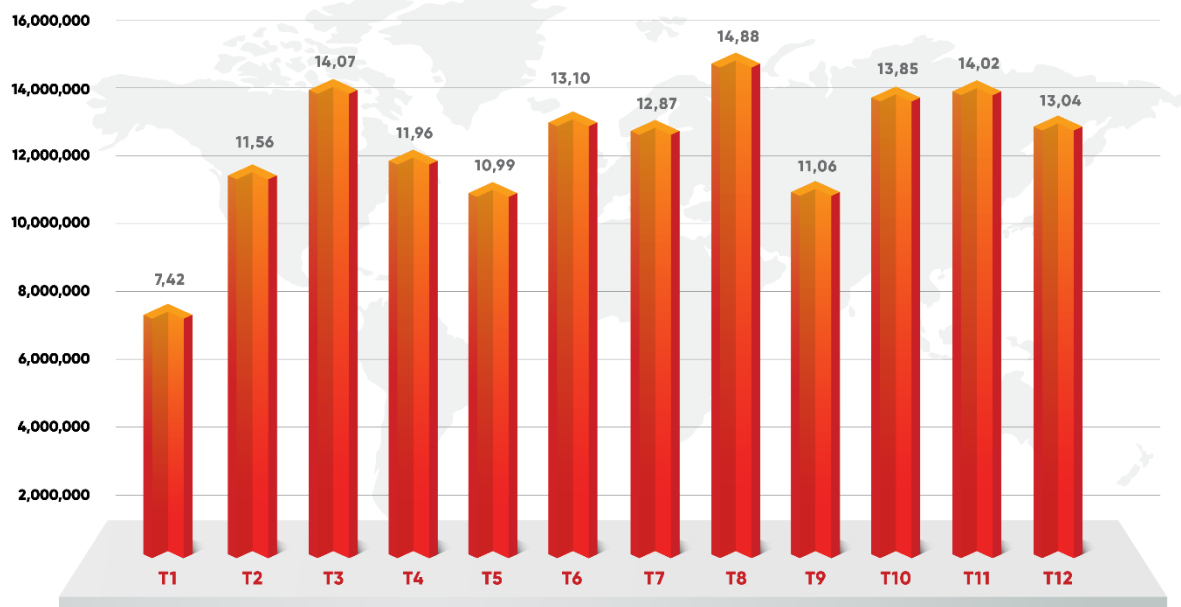


As of December 31, 2023

- While continuously undergoing high-frequency upgrades, TCBS prioritizes system stability through constant reinforcement of preventive measures and rapid detection of potential information security risks. This commitment to comprehensive security is underscored by 2023 Microsoft Security Score of **83.36/100** and AWS Foundation Security Best Practices score of **80.5/100**.
- The above indicators affirm that TCBS is a leading enterprise with capabilities and commitment to information security. This not only enhances trust from customers and business partners but also helps TCBS reduce the risk of data and information loss, and improve the ability to prevent cyber attacks.

TCInvest system visits in 2023

(Unit: Million visits)



- TCBS's technological capabilities further received widespread recognition in 2023 with **10** awards from highly respected organizations, such as Vietnam Blockchain Association, international financial magazine The Asset, FinanceAsia, Asian Business Review and IBS Intelligence.


APPENDIX: SELECTED KEY ITEMS ON THE FINANCIAL STATEMENTS

Profitability (VND billion)	4Q22*	1Q23	2Q23*	3Q23	4Q23	FY22*	FY23	4Q23/ 4Q22	FY23/ FY22
Operating income	992	931	1.084	1.702	1.538	5.218	5.255	55%	1%
Brokerage	161	96	122	160	150	943	528	-7%	-44%
Margin and Advance lending	333	274	398	424	507	1.503	1.602	52%	7%
Investment Banking	171	233	224	325	243	1.459	1.026	42%	-30%
Investment & Bond Distribution	326	328	340	793	639	1.313	2.099	96%	60%
Operating expenses	352	190	177	146	179	991	662	-57%	-33%
Brokerage	79	51	66	109	116	399	341	47%	-14%
Margin and Advance lending	12	11	7	7	13	63	38	2%	-40%
Investment Banking	0	(0)	(0)	(0)	0	0	(0)	-96%	-150%
Investment & Bond Distribution	261	127	104	31	22	529	284	-92%	-46%
Financial income	2	4	1	7	7	25	19	193%	-23%
Financial expenses	192	184	255	295	347	738	1.082	80%	46%
Other income	(0)	(0)	(0)	(0)	(1)	25	(2)	229%	-107%
Total operating income	449	561	653	1.268	1.047	3.538	3.529	133%	0%
General and administrative expenses	129	112	101	119	167	480	500	29%	4%
Profit before tax	319	448	552	1,148	880	3.058	3.028	176%	-1%
CIR	29%	20%	16%	9%	16%	14%	14%	-13%	1%
ROA (last 12 months)	9%	7%	6%	6%	7%	9%	7%	-2%	-2%
ROE (last 12 months)	24%	17%	12%	12%	13%	24%	13%	-11%	-11%



Selected key balance sheet items (VND billion)	4Q22*	1Q23	2Q23*	3Q23	4Q23	Q/Q	Y/Y
Total assets	26.092	25.115	34.773	38.392	43.790	14%	68%
Cash and cash equivalents	2.405	2.039	5.761	4.172	4.582	10%	91%
Margin and advance lending	9.355	9.503	10.182	12.827	16.619	30%	78%
Available-for-sale financial assets	10.511	8.683	14.773	16.612	15.041	-9%	43%
Total liabilities	15.102	13.787	12.771	15.432	20.168	31%	34%
Short-term borrowings & Interest-bearing liabilities	12.144	12.267	11.491	13.142	18.062	37%	49%
Long-term borrowings	1.709	673	592	1.289	956	-26%	-44%
Owners' equity	10.989	11.329	22.002	22.960	23.622	3%	115%
Total borrowings/Owners' equity	126%	114%	55%	63%	81%	18%	-46%
Net borrowings/Owners' equity	104%	96%	29%	45%	61%	16%	-43%
Total liabilities /Total assets	58%	55%	37%	40%	46%	6%	-12%

(*) Audited/reviewed data

Notes:

Q1, Q2, Q3, Q4 – Quarter 1,2,3,4

1Q, 2Q, 3Q, 4Q – Quarter 1,2,3,4

Y/Y – Year over year

Q/Q – Quarter on quarter

CIR – Cost-to-income ratio

PBT – Profit before tax

ROA – Return on assets

ROE – Return on equity

TOI – Total Operating Income (Operating Income – Operating Expenses +
Financial Income – Financial Expenses + Other Income)

Net borrowings – Total borrowings minus cash & cash equivalents