

TECHCOM SECURITIES JOINT STOCK COMPANY

TECHCOMSECURITIES



BeSpoke

ANNUAL REPORT 2020



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I. MESSAGE OF CHAIRMAN OF THE BOARD

Dear Valued Shareholders and Customers,

The Covid-19 pandemic began to affect Vietnam's stock market from the end of January 2020, and the reaction of investors globally led to an unprecedented rapid and strong decline in the stock markets. In the context at that time, the VN-Index in just two months later fell 33.51% to a three-year low. However, along with the ability of the Government to control the disease successfully, Vietnam's stock market has recovered rapidly in the remaining nine months of 2020. The VN-Index at the end of 2020 reached 1,103.9 points with an increase of 14.9% compared to the end of 2019, becoming the annual growth rate exceeding market expectations and the highest level in the past 3 years.

The context of strong market fluctuations creates many challenges in business operations for TCBS in 2020. However, by business discipline closely following the strategy of sustainable development of the parent bank Techcombank, Techcom Securities Joint Stock Company (Techcom Securities - TCBS) continued to record good results from the business fields of the Company.

Revenue and pre-tax profit reached 3,260 billion and 2,692 billion dong, respectively, up 50% and 48% compared to 2019. Total assets of the Company continued to grow significantly from 6,304 billion VND (at the end 2018) to VND 8,759 billion, up 39%. Return on equity (ROE) reached 40%. Net profit margin remains stable at 83% and the profit per employee of TCBS in 2020 will reach 8 billion VND / person, 15% higher than last year. The year 2020 is also a milestone on TCBS's development journey, ending the 5-year strategy (2016 - 2020) with 4 major goals (become the No.1 Bank in Vietnam, 100,000 middle-class customers, \$ 100 million in profit and \$ 1 billion breakeven) have been conquered.

For the **Corporate Consulting**, in 2020 the corporate bond market share grew and was especially exciting in the second quarter and third quarter, the total issuance value reached VND 435 trillion in 2020, up 47% compared to 2019. Leading the Vietnamese corporate bond market, by 2020, TCBS becomes the first unit in Vietnam to successfully arrange the issuance of

corporate bonds to a foreign bank in Vietnam with transaction of 600 billion dong of 3-year bonds of HSBC Bank Limited. TCBS has successfully advised on issuance and mobilization 248,000 billion of bonds for its corporate customers for 5 years. The total volume of advisory bonds to be issued in 2020 will increase by 14% compared to 2019, reaching nearly 70,000 billion VND, continuing to hold the leading position in the consulting bond issuance market share of Vietnam.

Investment products recording strong growth in 2020, reaching 1,542 billion dong, up 54%. TCBS distributed more than VND 34,000 billion of iBond corporate bonds, an increase of 21% compared to the same period in 2019. Within the 5 years 2016 - 2020, more than VND 110,000 billion of iBond products were distributed by TCBS to the retail market to more than 28,000 individual investors. TCBS currently holds 68.21% market share of listed bond t Stock Exchange (HSX). Open investment funds distributed by TCBS also grew well. In 2020, the distribution volume of TCBS's iFund Investment Fund will reach more than 25,500 billion VND, an increase of 36% compared to 2019. In which, Techcom Bond Fund (TCBF) is currently a domestic investment fund has the largest asset scale in Vietnam with a total net asset value (NAV) of VND 24,130 billion (over US \$ 1 billion) as of December 31, 2020, accounting for 63% of market share of domestic fund in Vietnam.

Not only focusing on revenue and profit growth goals, TCBS also incorporates the development of an advanced technology platform to help the company improve its reputation and competitiveness in the market. In the digital transformation race, TCBS is one of the first companies to focus on pursuing the Wealthtech strategy. The simplicity and automation of processes, procedures, paperwork and the application of Fintech trends in business activities have helped TCBS to quickly capture customers' vision. In 2020, TCBS is the first securities company launched the service of opening 100% online accounts, with the method of identifying eKYC online customers, the procedure was only in 5 minutes. Customers can open accounts in 24 hours anytime, anywhere, 24/7, in Vietnam or any other country in the world.

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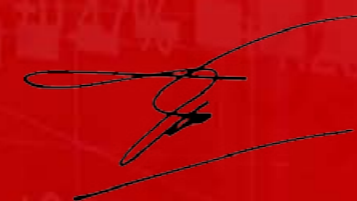
The online 100% account opening service has helped TCBS score points in the eyes of domestic and foreign investors in times of stressful epidemics that need to be limited to the streets. As a result, the number of customers opening new accounts at TCBS increased sharply by 60%, adding 107,000 customers by 2020, accounting for 27% of the market. If before 2019, 100% of customers at TCBS opened accounts via RM, by 2020, thanks to the online 100% account opening service, the number of customers opening accounts via RM dropped sharply to only 5%.

TCBS always offers many special benefits to pay tribute to customers in 2020, for example, the margin loan limit with the loan interest rate is only equal to the demand deposit interest rate of 0.5% / year; receive 1% interest for cash at TCInvest; give iXu to loyal customers or free transactions for customers when referring acquaintances to participate in using TCBS investment products.

TCBS did not Also a securities company. TCBS has been and is a technology finance company with different market positioning and services. For the next 5-year strategy from 2021-2025, TCBS's goal is to become a leading financial technology company (Wealthtech) in the region.

On behalf of the Board of Directors, I would like to express my sincere thanks to the Board of Directors and all officers and employees of TCBS for their efforts, enthusiasm and solidarity to build TCBS during 13 years of development. TCBS will continue to carry out its chosen mission and commit to bring sustainable benefits to Shareholders, Customers, Employees, Partners and the Community. We hope that you will always support and accompany TCBS towards a prosperous future.

Best regards/.



Nguyen Xuan Minh, CFA

Chairman of the Board




II. HIGHLIGHTS OF TECHCOM SECURITIES IN 2020


2020




REVENUE

3,260 billion VND  50% increase


PROFIT BEFORE TAX

2,692 billion VND  48% increase

NET WORTH

8,759 billion VND  39% increase

CUSTOMER OPENED SECURITIES ACCOUNT

106,000 customers  accounted for 27% of the whole market



TOTAL SALES
110,000 billion
28,000 individual customers



MARKET SHARE OF TRADING BROKERS (HOSE)
68.21%



Vietnam's No. 1 fund in terms of asset size
24,130 NAV billion
Accounted for 63% market share of domestic investment fund



NUMBER OF CUSTOMERS PARTICIPATING IN INVESTMENT IFUND 42,548 CUSTOMERS

III. OVERVIEW TECHCOM SECURITIES

Vision & mission

VISION:

To become a regional leading financial technology company (Wealthtech)

MISSION:

- ✓ As a reliable strategic financial consulting partner of corporate customers.
- ✓ Create a superior cumulative investment experience for every Vietnamese family.

CORE BUSINESSES:

- ① Corporate Advisory
- ② Wealth Management and Online Investment

FEATURED AWARDS 2020

Award given by Finance Asia



The best bond advisor
in Vietnam 2020

Awards awarded by The Asset



The best bond advisor
in Vietnam 2020



Best consulting
transaction

DEVELOPING HISTORY

Techcom Securities (TCBS) was established in 2008 and is a subsidiary of Vietnam Technology and Commercial Joint Stock Bank - Techcombank. With an effective business strategy and advanced technology platform, in 2020, TCBS has officially completed a 5-year development strategy with 4 main goals to be conquered (become the No.1 Bank in Vietnam, 100,000 middle-class customers, \$ 100 million in profit and \$ 1 billion breakeven).

From a team of only 30 people, the number of personnel by the end of 2020 has increased by 11 times, to nearly 350 people. Nearly 50% of these are technology professionals and operate under the Scrum / Agile model.

With a different market position from the very beginning, TCBS has chosen a strategy to pursue the corporate bond market (CP), starting from consulting solutions to underwrite corporate bonds for big and reputable corporate customers. The total cumulative volume of advisory bonds issued in the five years from 2016 to 2020 has reached more than VND 245,000 billion. Along with that, TCBS also distributes corporate bonds as an attractive and competitive retail investment product in the market (iBond) to serve more than 40,000 individual customers nationwide. Thanks to the large issuance advisory market share and also the leading organization in bond listing advisory, TCBS has continuously held the No. 1 position on the HSX for 5 years.

TCBS continuously introduced diversified investment products such as iFund (open investment funds - including TCBF bond investment fund, FlexiCASH flexible bond investment fund, Techcom 30 TCEF stock fund), TCREIT (the first real estate investment fund in Vietnam). In terms of technology and customer experience, TCBS is proud to be the first to bring to the Vietnamese

market the Robo Advisor model - a TCWealth accumulation investment advisory tool that automates the long-term financial planning process and allocating portfolios according to needs. Moreover, in 2020, TCBS is also the first securities company to provide 100% account opening service with the online eKYC customer identification method, the procedure in just 5 minutes means customers can open an account in 24 hours, anytime, anywhere, 24/7. TCBS has succeeded in creating a common playground for those interested in investing - the iWealth Club. Here, young investors may learn more experiences from professional investors, discuss hot topics in the financial market together, or share information on how to manage wealth for effective and safe profitability. Best. What is special only at iWealth Club of TCBS, is that investors are consulted by our leading analysts. Customers can interact directly, ask questions and recommend investment with this team for most useful information for their investment decisions. TCBS believes that regular contact with customers is a good opportunity for professionals to better understand the needs of investors as well as access a variety of investment perspectives, so that TCBS can relate to continuously updating customers' investment needs and tastes to improve the quality of products and services.

Along with that, TCBS is proud to be able to provide modern tools and features on the TCInvest system such as iFengShui - Feng Shui shares, TCPrice - the most comprehensive stock price list on the market, TCAAnalysis - the portal providing data of more than 1000 listed businesses, MarketWatch - a stock market analysis interface on a cloud data platform, iConnect - a tool to find order to buy / sell bonds and iXu system points and rewards loyal customers, etc. Each customer of TCBS is equipped with the most advanced "weapons" to plan financial and investment life of themselves and their family.

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TYPICAL INVESTMENT PRODUCTS



iBond – Corporate bonds

iBond is a corporate bond product designed exclusively for individual customers with an initial investment of only from VND 1 million. iBond is the perfect combination of safety, good return and high liquidity for customers.

Due to being selected from the top reputable companies that TCBS directly advises to issue, iBond is a safe investment product, built with many flexible liquidity solutions and attractive profits.



IBOND INVESTMENT
ONLY FROM 1 MILLION VND
PROFIT UP TO 10% / YEAR

1800 588 826
www.tcbs.com.vn

ĐẦU TƯ AN TOÀN - CUỘC SỐNG AN NHÀN



iFund Open Investment Fund: (Logo TCBF, TCEF, FLEXICA\$H)

iFund includes Investment Fund for Bond Investment (TCBF), Flexible bond investment fund (FlexiCASH) and Techcom Top30 Fund (TCEF), managed by Techcom Fund Management Joint Stock Company (Techcom Capital – TCC). Depending on their investment goals and desires, customers can choose to join these Funds with an investment amount of only from VND 10,000.

Investing in iFund, customers have chosen a safe, flexible liquidity investment with convenient and easy procedures with automatic periodical orders.

TYPICAL PRODUCTS



TCREIT Real Estate Investment Fund

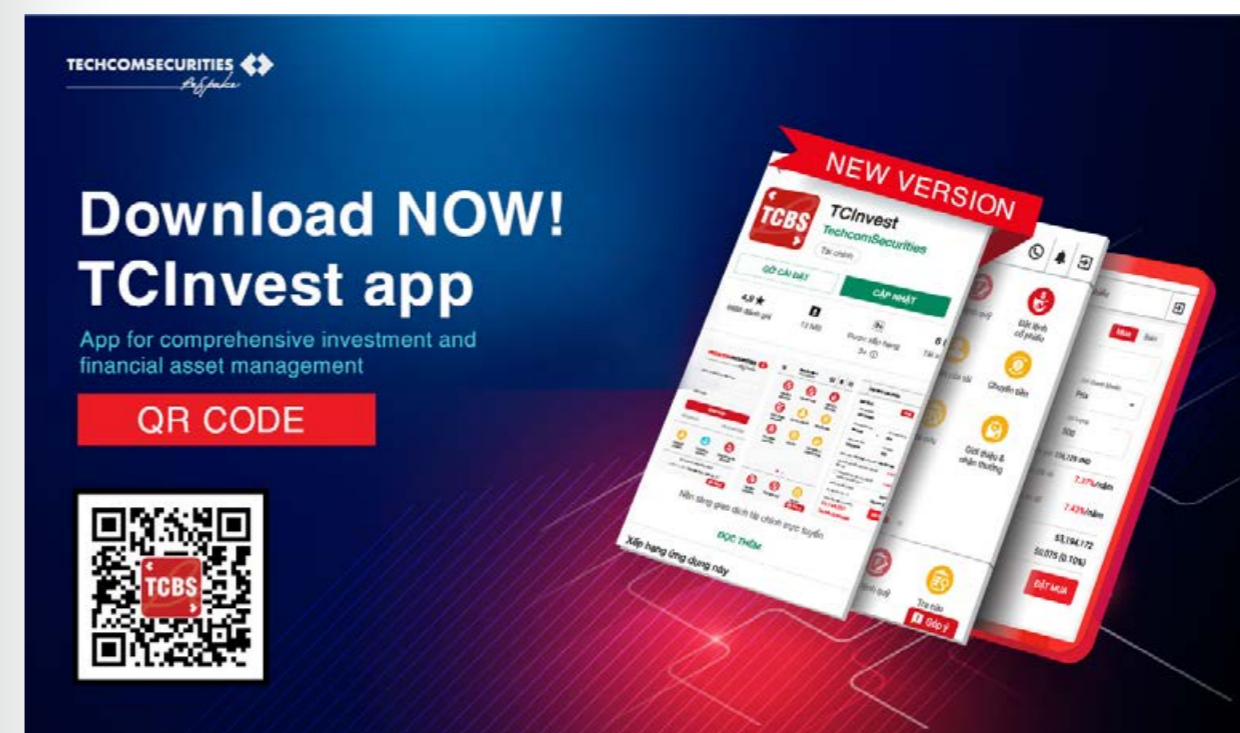
TCBS distributes the only real estate fund in Vietnam managed by Techcom Capital. The real estate fund listed on HOSE is expected to provide real estate investment opportunities for the majority of Vietnamese individuals and families when the investment amount is only 1 million dong compared to buying directly real estate with a capital of several billion or more.

According to the law, TCREIT will mainly invest in completed real estate and are generating stable cash flow from leasing, and at the same time, will distribute 90% of annual profits to investors.



TCInvest online investment and asset management platform

TCInvest is the first online asset management and investment platform in Vietnam, including a trading system for investment products such as stocks, bonds and online investment funds, and property management and consulting system. With a single iWealth investment account - a full, comprehensive combination of bank accounts and a securities investment account - customers can fully satisfy all their financial needs, conveniently and securely.



Download NOW!
TCInvest app
App for comprehensive investment and financial asset management

QR CODE



iWealth Partner

It is the policy to help financial enthusiasts (professional brokers, influential effective investors, online sales, housewives, etc.) become TCBS business development partners, with easy and flexible opportunities to increase income, increase career development possibilities in financial consulting and wealth management.



iConnect

A tool to help customers track and find advertising orders (list to buy, sell) bonds directly among individual investors with attractive returns to increase liquidity and product efficiency for customers.



TCWealth - Outstanding financial advisory & management system

TCWealth is the first online financial consulting and management system or Robo - Advisor in Vietnam. TCBS is proud to be the first company to introduce the world's advanced personal financial advisory model to the Vietnamese market.

With the strategic direction of preserving and growing assets in a sustainable manner, TCWealth helps individual customers plan strategies and allocate long-term investments such as institutional investors, in particular:

- ▶ Make a plan for a long-term personal and family financial plan
- ▶ Determine the optimal strategy and portfolio to achieve future important financial goals
- ▶ Allocate the portfolio into diverse assets with high safety and stability such as the TCBF Open Bond Fund



iPlan - My Plan

iPlan is a system of personal financial planner that helps founders manage their finances intelligently, effectively and in detail. These plans are created based on customers' different investment needs and goals, specifically:

- ▶ **Stable income:** A financial plan for customers who want to receive stable income weekly, monthly or quarterly.
- ▶ **Profitable dividends:** Helping customers maximize profits when investing in bonds, by automatically investing the bond dividends (coupons) received periodically into the TCBF fund to continue to earn compound interest.
- ▶ **Van Loc An Gia:** The plan of linkage between insurance products and investments, helping customers to actively stream premium payment from investment interests.



iXu - System for accumulating points and rewards

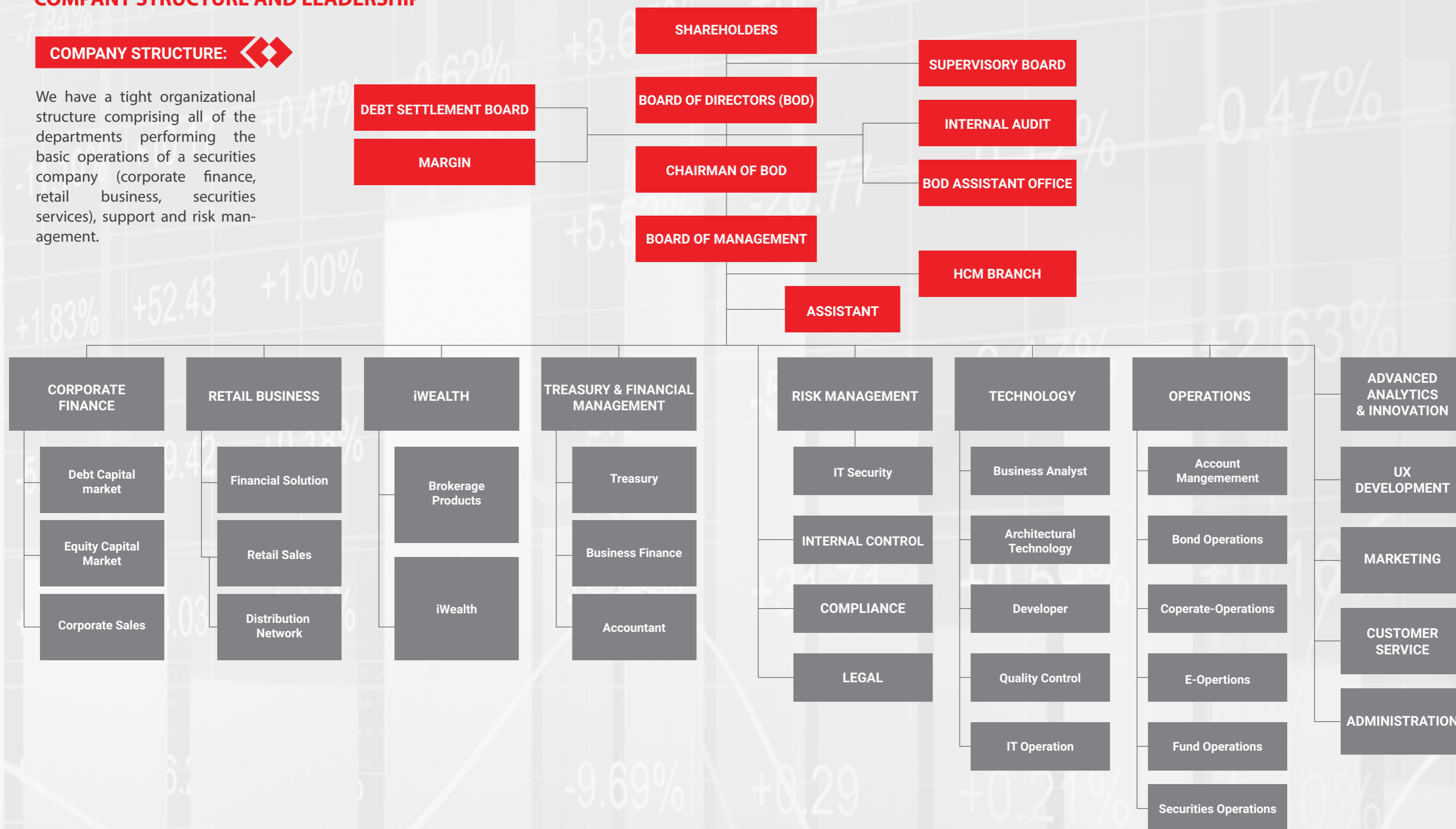
The iXu points and bonus system is to thank loyal customers, helping customers get more benefits each time there are interactions and use of TCBS products. For each valid transaction, customers will receive iXu points to exchange for money and / or VinID points, gifts, and Vouchers. The more iXu points you accumulate, the higher your customer rating will be and the more benefits you will receive accordingly.



COMPANY STRUCTURE AND LEADERSHIP

COMPANY STRUCTURE:

We have a tight organizational structure comprising all of the departments performing the basic operations of a securities company (corporate finance, retail business, securities services), support and risk management.



**COMPANY STRUCTURE
AND LEADERSHIP**



Mr. NGUYEN XUAN MINH 

Chairman of the board

Master of Applied Finance and Investment in Australia.

Master in Petroleum Engineering in Russia.

Mr. Minh has over 27 years of investment and fund management experience.

He used to be the CEO of Vietnam Asset Management Ltd. (VAM) and Senior Vice President of Franklin Templeton Investment in Singapore. He is also a member of the Board of Directors of several enterprises in Vietnam

Mr. Minh worked at TCBS for 7 years.



Mr. NHAM HA HAI 

Deputy General Director, Investment Director

Master of Finance in France, Certificate in Advanced Macroeconomics in Germany.

Mr. Hai has a deep understanding of debt instruments, equity instruments and structured financial instruments, and has more than 19 years of experience working and senior management in the banking and investment sector at the State Bank, Vietnam, FPT Capital, Techcombank and Techcom Capital Fund Management Company.

Mr. Hai worked for 6 years at TCBS.



Ms. NGUYEN THI THU HIEN 

General Director

Master of Banking and Finance in Australia.

Ms. Hien has over 22 years of experience in Banking and Finance. She used to hold positions as the Head of Capital Market Center - Capital and Financial Market Division, Techcombank; Assistant vice president, debt market specialist and capital products at Citybank Vietnam, and a member of the TIGER program for Asian countries of Citibank Singapore.

Ms. Hien worked for 7 years at TCBS.



Ms. PHAM DIEU LINH 

Deputy General Manager

Master of Finance in France.

Ms. Linh has a deep understanding in bond issuance consulting. With more than 12 years working in the debt market segment at Techcombank and TCBS, she has coordinated many large-scale bond issuance advisory transactions and worked with leading companies in sectors such as real estate, production, manufacturing, banking, mining and so on.

Ms. Linh worked for 7 years at TCBS.



Ms. BUI THI THU HANG 

Deputy General Manager

Bachelor of International Trade, National Economics University.

Ms. Hang has more than 19 years of experience in Securities and Investment. She used to hold the position of Head of Transaction and Payment Management Department, in charge of Risk Management Department and Head of trading floor of MBS Securities Company.

Ms. Hang worked for 6 years at TCBS.



Ms. DO TU ANH 

Director of Ho Chi Minh City Branch

Bachelor of Science in Physics, Hanoi National University, Bachelor of Business Administration in the United States.

Ms. Tu Anh has more than 22 years of experience in the fields of investment and trade consulting, foreign investment, merger and acquisition. She was a trade representative for Dresser Industries, co-founder of AIPF Fund, General Director of International Systems Trading and Investment Company Limited (Nettra); General Director of INB Investment Joint Stock Company and Deputy General Director of Techcombank AMC.

Ms. Tu Anh worked for 5 years at TCBS.



Mr. NGUYEN DANG MINH 

Technology Director

Master of Science in Computer Science, National Transportation University, Taiwan; Amazon Cloud Web Services Solution Architect Certificate.

Mr. Minh has over 11 years of experience in the IT field. Before joining Techcom Securities, he held the position of Technical Manager of FPT.AI project at FPT Technology Department in the field of artificial intelligence, and cloud computing.

Mr. Minh worked for 3 years at TCBS.



Ms. TRAN THI THU TRANG 

Release Consulting Director

Bachelor of Hanoi Finance Academy.

Ms. Trang has over 15 years of experience in consulting and managing Techcombank's large and medium corporate clients. With her extensive expertise in corporate financial advisory, Trang has performed many large-scale transactions for leading corporate clients in many different fields.

Ms. Trang worked for 7 years at TCBS.



Ms. BUI THI THU HA 

Consulting and Sales Director

Master of Finance and Investment, Certificate in Risk Management in Banking and Finance in UK.

Over 15 years of experience in the Finance and Banking sector, Ms. Ha has held positions at Vinacomin Group, Techcombank's Capital and Financial Market Division and served as a senior assistant to the General Department. Director of Techcombank.

Ms. Ha worked for 6 years at TCB.



Ms. NGUYEN THI HOAT 

Financial Solutions Director

Bachelor of Accounting and Auditing, National Economics University, Vietnam; Certified Public Accountant (ACCA) from the British Association of Chartered Accountants.

Hoat has over 15 years of experience in banking, finance and auditing. She used to be the Director of Hue Real Estate Company and held many senior positions at Vietbridge Capital, Royal Securities Company, KPMG and Treasury Division, Techcombank.

Ms. Hoat worked for 6 years at TCBS.



Mr. NGUYEN HA QUYNH, CFA 

Research and Development Director and Risk Management Director

Bachelor of Economics and Econometrics University of Nottingham, UK.

Mr. Quynh has over 15 years of experience in investment, capital markets and M&A. He used to hold the position of Deputy Head of Investment Banking of Phuong Hoang Securities Joint Stock Company and had many years working at Cattles Plc Group, UK.

Mr. Quynh worked for 5 years at TCBS.



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IV. OPERATION REPORT 2020 OF THE BOARD OF MANAGEMENT

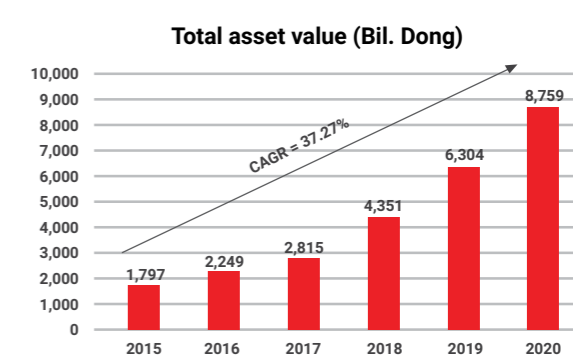
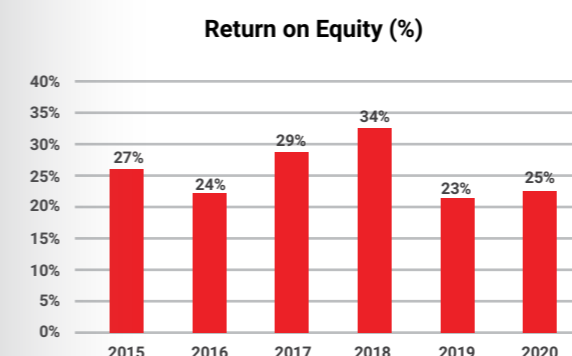
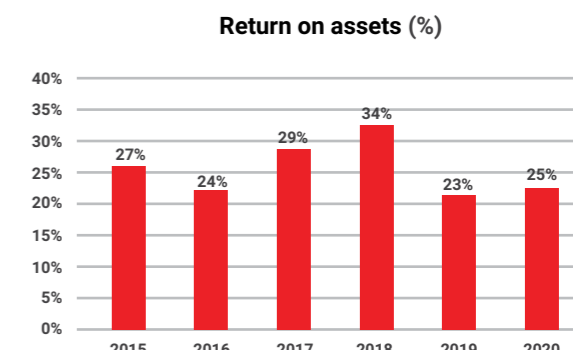
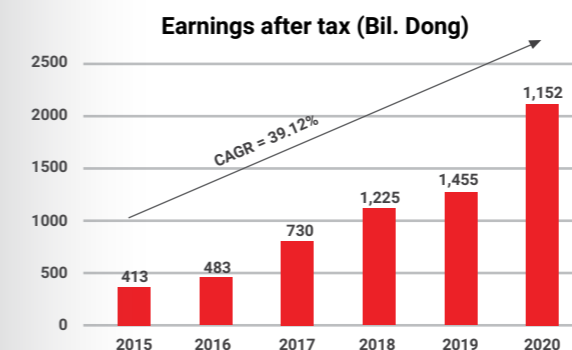
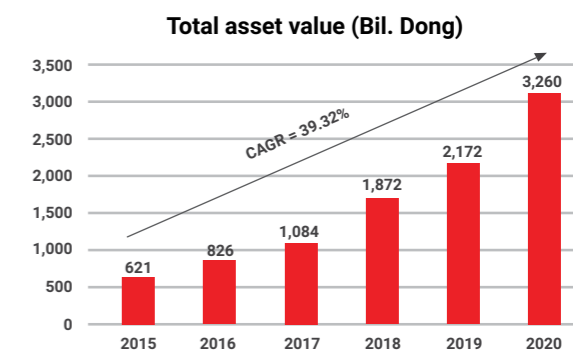
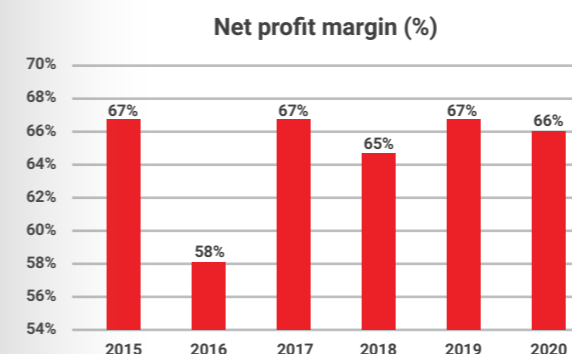


A. BUSINESS PERFORMANCE

Safe and strong financial indicators

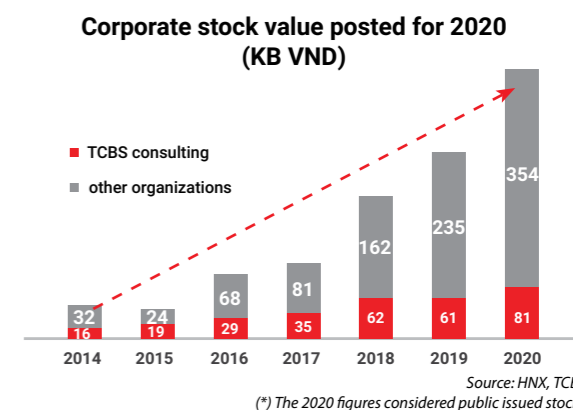
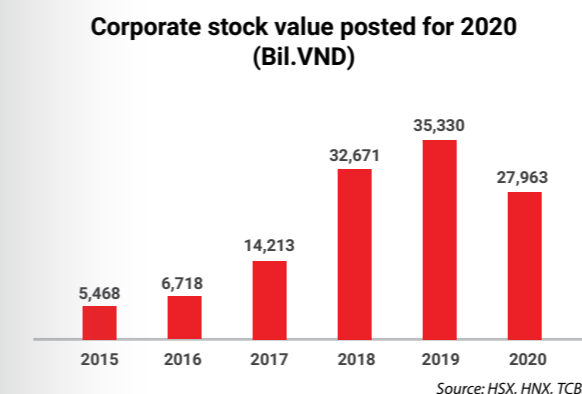
In 2020, the main financial indicators of TCBS will continue to maintain at a high level of strength and safety. Total asset value and revenue grow steadily in the period of 05 years 2016 - 2020. 2020 is also the year that ends TCBS's 5-year strategy (2016-2020) with four major goals (No. 1 in Vietnam, 100,000 middle-class customers, \$ 100 million profit, and \$ 1 billion market cap.) have all been conquered.

Specifically, the total revenue in 2020 recorded 3,260 billion VND, an increase of 50% and pre-tax profit reached 2,692 billion VND, an increase of 48% compared to 2019. The rate of return on equity reached 40%. Total assets of the Company increased from VND 6,304 billion (at the end of 2019) to VND 8,759 billion, an increase of 39%. Net profit margin is also maintained at a stable rate of 66%, after-tax profit margin per employee of TCBS in 2020 will reach 8 billion VND / person, continuing to maintain the highest level in the market.

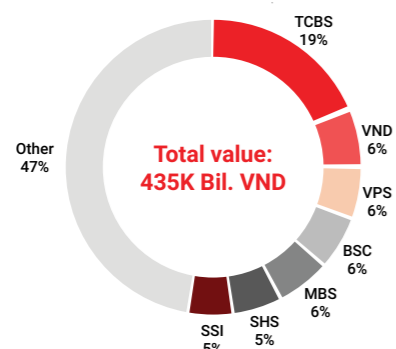


Business consulting continues to lead the market

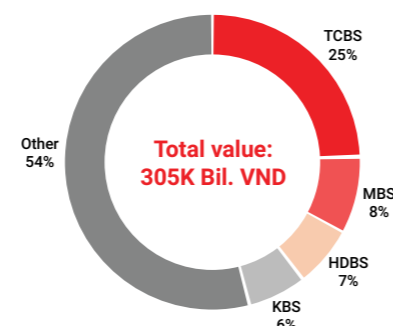
In 2020, there are about 260 businesses issuing bonds with a total value of nearly 435 trillion dong, up 47% compared to 2019. In which, TCBS's bond issuance market share is nearly 81 trillion dong, accounting for nearly 19%.



Corporate bond advisory market share in 2019



Corporate bond advisory market share in 2020 (except corporate bonds issued by banks)



Revenue from business consulting services increased 47%, accounting for 53% of total revenue of the company. This is the third consecutive year that TCBS has been honored in the category “The best bond advisor in Vietnam” by The Asset and Finance Asia.

In 05 years 2016 - 2020, TCBS advised to issue a total volume of bonds up to nearly 250,000 billion VND. Particularly in 2020, more than VND 66,700 billion of bonds were issued by TCBS, an increase of 14% compared to 2019. On August 10, 2020, TCBS has become a pioneer in consulting and arranging the issuance. successful corporate bonds of foreign banks in the Vietnamese market - specifically the BankHSBC (Vietnam) Limited successfully issued VND 600 billion of 3-year bonds with a fixed interest rate of 5.8% / year. This bond issue affirms HSBC’s commitment to the whole country of Vietnam in general and the development of Vietnam’s capital market in particular on the occasion of its 150th anniversary in Vietnam.



TCBS HIGHLIGHTS 2020 ISSUES:

Vinhomes:

➤ Successfully issued non-convertible bonds, not accompanied by warrants, with collateral in the form of private placement with a total volume of VND 12,000 billion in the second quarter of 2020. Vinhomes is a digital real estate brand name. 1 Vietnam, operates in the field of development, transfer, and operation of mid-end and high-end complex residential real estate. Vinhomes’ projects have prime locations in key cities and provinces across the country.

Vinsmart:

➤ Successfully issued non-convertible bonds, not accompanied by warrants, with collateral in the form of private placement with a total volume of VND 3,000 billion in the third and fourth quarter of 2020. Vinsmart is a successful company. member of Vingroup - the largest private multidisciplinary corporation in Vietnam, with the mission of becoming a global technology company, creating quality electronic products and smart technology and application AI artificial intelligence and connecting devices on IoT platform. After nearly 2 years of market launch, VinSmart has 16 phone models to consumers. In 2020, VinSmart has reached the Top 3 of the best-selling smartphone brands in Vietnam, becoming the first Vietnamese company to successfully produce terminals supporting 5G technology.

VRE:

➤ Issuing VND 3,050 billion of bond with collateral in the second quarter and third quarter of 2020 in two forms of private placement and public offering, of which VND 1,000 billion were issued privately and VND 2,000 billion were sold. successful public offering. Since its establishment in 2012, Vincom Retail Joint Stock Company has always been the market leader in the field of developing, owning and managing retail real estate in Vietnam. Up to now, the commercial centers developed and operated by Vincom Retail Joint Stock Company have been making an important contribution to the overall development plan of complex projects and apartments developed by VinGroup.

MSN:

➤ Successfully issued non-convertible, warrant-free, unsecured bonds to Masan Group Joint Stock Company with a total value of VND 14,000 billion, including VND 10,000 billion issued as shown in the figure. formula for public offering. MSN is a multidisciplinary corporation with the leading scale in the country, in which the Group’s prominent consumer goods brands such as Chin-su (fish sauce, soy sauce, chili sauce), Nam Ngu (fish sauce), Omachi, Sagami, Kokomi (instant noodles), etc. has become familiar brands with millions of consumers in Vietnam.

HSBC (VietNam):

➤ Being a long-standing foreign bank with the largest scale in Vietnam and pioneering in issuing corporate bonds to raise capital in VND in the domestic market. Specifically, HSBC has successfully issued VND 600 billion of 3-year bonds, with a private placement in the third quarter of 2020. This successful issuance will be a good start for foreign banks. In particular, as well as foreign enterprises in general operating in Vietnam, consider using the channel of

capital mobilization through bond issuance, helping to promote the scale and diversify the issuers of Vietnamese corporate bond market.

Novaland Group:

➤ Issuing non-convertible bonds, not accompanied by warrants, collateral and in the form of private placement by No Va Real Estate Investment Group Joint Stock Company with a total par value of VND 1,290 billion in Q3 / 2020. This is a leading group in real estate development with a diversified product portfolio including apartments, villas, townhouses, commercial centers, offices, resort real estate, ... at key strategic locations of Ho Chi Minh City and other provinces.

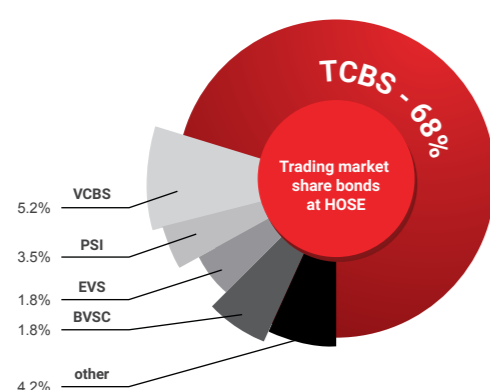
NPM:

➤ Issuance of bonds with collateral and payment guarantee, under two separate placements and public offering by Nui Phao Mining and Processing Co., Ltd., a subsidiary of Masan Resources Masan Group, with a total par value of VND 5,300 billion in the second quarter and third quarter of 2020, of which VND 2,000 billion bonds were successfully offered to the public. The successful issuance of bond transactions on a part contributes to supporting NPM's acquisition of the tungsten business platform from HC StarckGroup GmbH, and realizes its goal of becoming a manufacturer of industrial industrial materials. is based on the world's leading integrated, cross-value chain platform.

PROFESSIONAL INVESTMENT PRODUCTS MAINTAINED OUTSTANDING ACHIEVEMENTS

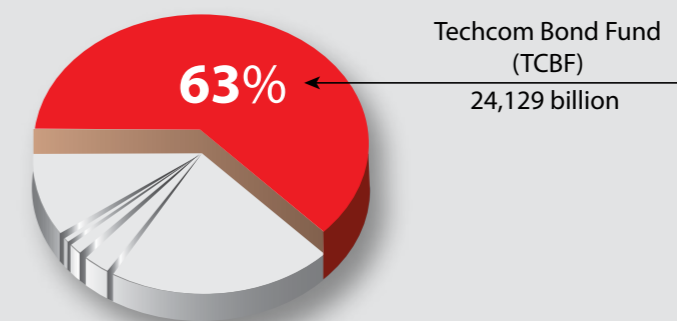
The investment product segment recorded strong growth in 2020, reaching VND 1,542 billion, an increase of 54%. TCBS distributed more than VND 34,000 billion of iBond corporate bonds, an increase of 21% over the same period in 2019. In the five years 2016 - 2020, more than VND 110,000 billion of iBond products were distributed by TCBS to the retail market to more than 28,000 investors. private individuals. The bond brokerage market share of TCBS in 2020 will be 68.21%, maintaining the leading position on the ranking for the 5th consecutive year on the Ho Chi Minh Stock Exchange (HoSE).

MARKET SHARE OF BOND TRANSACTIONS IN 2020



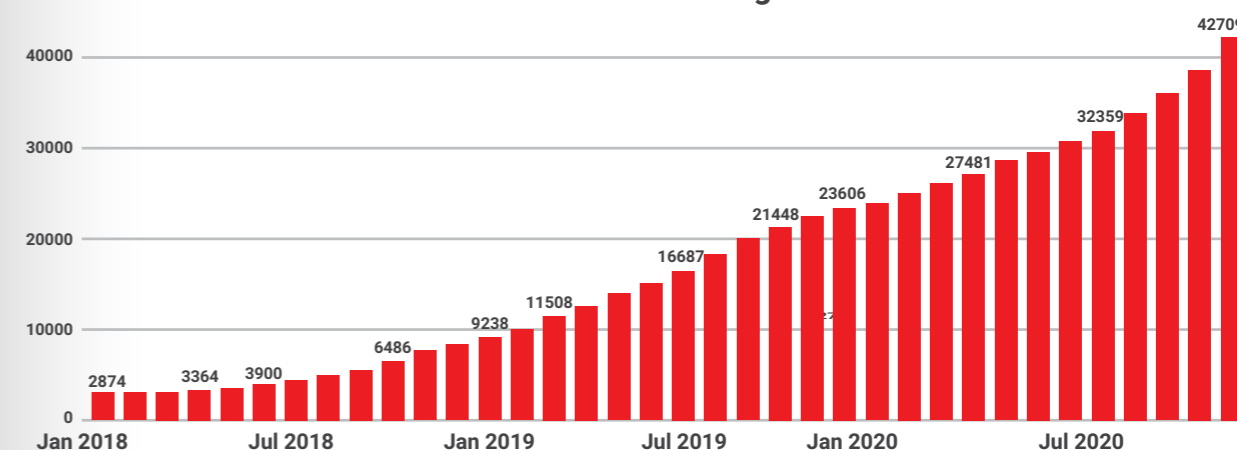
In 2020, the distribution volume of TCBS's iFund Investment Fund will reach more than 25,500 billion VND, an increase of 36% compared to 2019. In which, Techcom Bond Fund (TCBF) is currently a fund. Domestic investment has the largest asset scale in Vietnam with a total net asset value (NAV) of VND 24,130 billion (over US \$ 1 billion) as of December 31, 2020, accounting for 63% of the market share of the domestic fund.

DOMESTIC INVESTMENT FUND MARKET SHARE IN VIETNAM



updated 12-2020

Number of customers investing in the fund



TCBS INVESTMENT FUNDS ARE DISTRIBUTING

TECHCOM BOND INVESTMENT FUND (TCBF)

➤ **Fund type:** Open-ended fund, established in Vietnam

➤ **Total assets management:** 24,129 billion as at 31/12/2020.

➤ **Investment strategy:** Deliver long-term returns through capital and income growth by investing primarily in fixed income assets such as corporate bonds issued by companies with high credit ratings **Fund type** and / or bonds guaranteed by reputable banks

➤ **Operation situation:** In 2020, TCC distributed 25,000 billion VND TCBF fund certificates. As at 31/12/2020, TCBF Fund had a total net asset value of 24,129 billion VND, an increase of 57% compared to the

FLEXIBLE BOND INVESTMENT FUND (FLEXICA\$H)

➤ **Fund type:** Open-ended fund, established in Vietnam

➤ **Total assets management:** VND 60 billion as of December 31, 2020.

➤ **Investment strategy:** Profit optimization Short-term cash flows of corporate and personal customers. Instead of leaving unused short-term money at the bank with demand interest rate of 0.5% / year, investors can earn expected returns of up to 6% / year for short-term investments only. from one to several weeks.

➤ **Operation situation:** FlexiCA\$H has a portfolio of highly liquid assets such as

same period last year. As a result, TCBF has helped maintain its position as the largest domestic investment fund in the market with a market share of 63%.

► **Movements of NAV / Fund Certificates (NAV / Fund Certificate)**

Year	2019	2020	Growth (%)
NAV/CCQ (VND)	13,765	14,649	6.43%

Fund establishment date: September 8, 2015

TECHCOM 30 STOCK FUND (TCEF)

► **Fund type:** Open-ended fund, established in Vietnam

► **Total assets management: VND 76 billion as of December 31, 2020.**

► **Investment strategy:**

Deliver long-term returns through capital growth and income by investing in (i) the securities of the industry leader or potentially becoming industry leaders, including stocks and bonds. (ii) securities with good long-term growth potential and / or highly competitive business, (iii) securities with attractive valuations, (iv) securities with high, stable returns.

► **Operation situation:**

In 2020, the market dropped sharply at the beginning of the year due to the impact of COVID-19 epidemic, but then recovered positively. In that context, TCEF Fund continues to invest in stocks of leading enterprises, concentrated in the VN30 index basket, reaching a growth rate of 13.5% for the whole 2020.

► **Movements of NAV / Fund Certificates (NAV / Fund Certificate)**

Year	2019	2020	Growth (%)
NAV/CCQ (VND)	13,364	15,170	13.51%

Fund establishment date: September 8, 2015

term deposits, government bonds, and short-term corporate bonds.

In 2020, TCC has distributed more than 492 billion FlexiCA\$H fund certificates to more than 1,400 Vietnamese customers.

► **Movements of NAV / Fund Certificates (NAV / Fund Certificate)**

Year	2019	2020	Growth (%)
NAV/CCQ (VND)	10,678	11,163	4.54%

Fund establishment date: December 5, 2018

REAL ESTATE INVESTMENT FUND (TCREIT)

► **Fund type:** Closed-end fund listed and established in Vietnam

► **Total assets management: VND 62 billion as of December 31, 2020.**

► **Investment strategy:**

Bring long-term benefits to investors thanks to a steady and stable source of real estate income and long-term growth of real estate value, based on a dynamic and effective real estate management strategy. In addition, the fund can invest in fixed income assets, good credit quality including bank deposits, Vietnamese government bonds, corporate bonds, municipal bonds, top listed stocks on HOSE and HNX.

► **Operation situation:**

The Fund will continue to maintain stable operations in 2020.

► **Movements of NAV / Fund Certificates (NAV / Fund Certificate)**

Year	2019	2020	Growth (%)
NAV/CCQ (VND)	12,261	12,445	1.5%

Fund establishment date: June 29, 2016

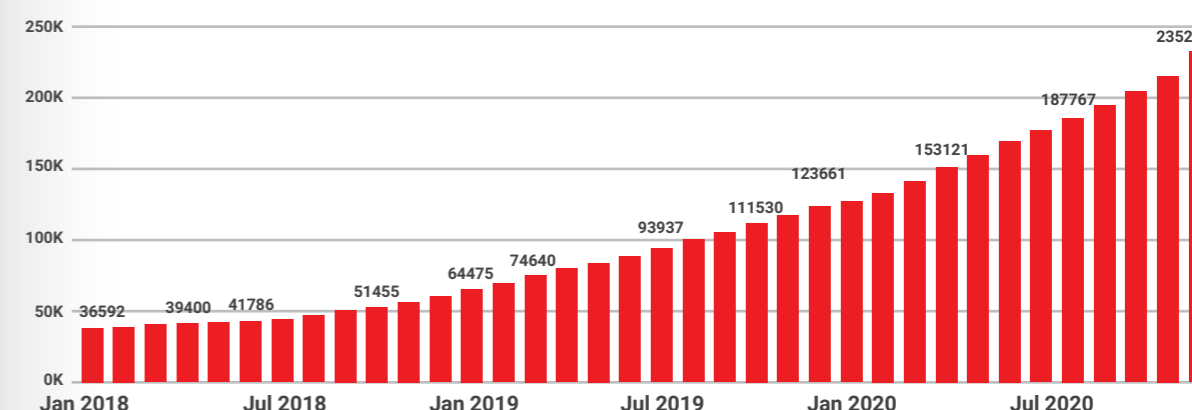
TCBS ELEVATES THE CUSTOMER EXPERIENCE IN THE DIGITAL ERA 

Satisfaction in each customer service experience has become a core element of TCBS's sustainable business strategy. For a financial technology company like TCBS, this factor becomes even more important and targeted to develop services and products. TCBS believes that, only when we put our enthusiasm in each product, always put ourselves in the shoes of the customer, do we understand the customer, thereby creating a beautiful impression in the hearts of users.

The first quarter of 2020 was the peak period of COVID-19 epidemic in Vietnam, during which time the Government gap directive was applied, all people in Vietnam need to comply strictly and restrict as much as possible. go to the street if it is not needed. Thus, in case investors want to open securities accounts, they will encounter difficulties because the identification procedures when opening accounts must go directly to investment banking counters. At this time, in order to ensure the productivity in the investment process of customers, TCBS has emerged as a "phenomenon" in Vietnam because it was the first securities company to launch the service of opening 100% online accounts. With the online eKYC customer identification method, with the procedure in just 5 minutes, customers can open an account in 24 hours anytime, anywhere, 24/7, in Vietnam or any other country in the world.

The online 100% account opening service has helped TCBS score in the eyes of domestic and foreign investors. As a result, the number of customers opening new accounts at TCBS increased sharply by 60%, adding 107,000 customers by 2020, accounting for 27% of the market. If before 2019, 100% of IB customers open accounts via RM, by 2020, thanks to the online 100% account opening service, the number of customers opening accounts via RM has dropped sharply to only 5%.

Number of customers opening securities accounts



For investors of stocks, news and data play the most important role to lead to decision to buy and sell. In the Vietnamese market, TCBS is the pioneer in launching a TCInvest trading

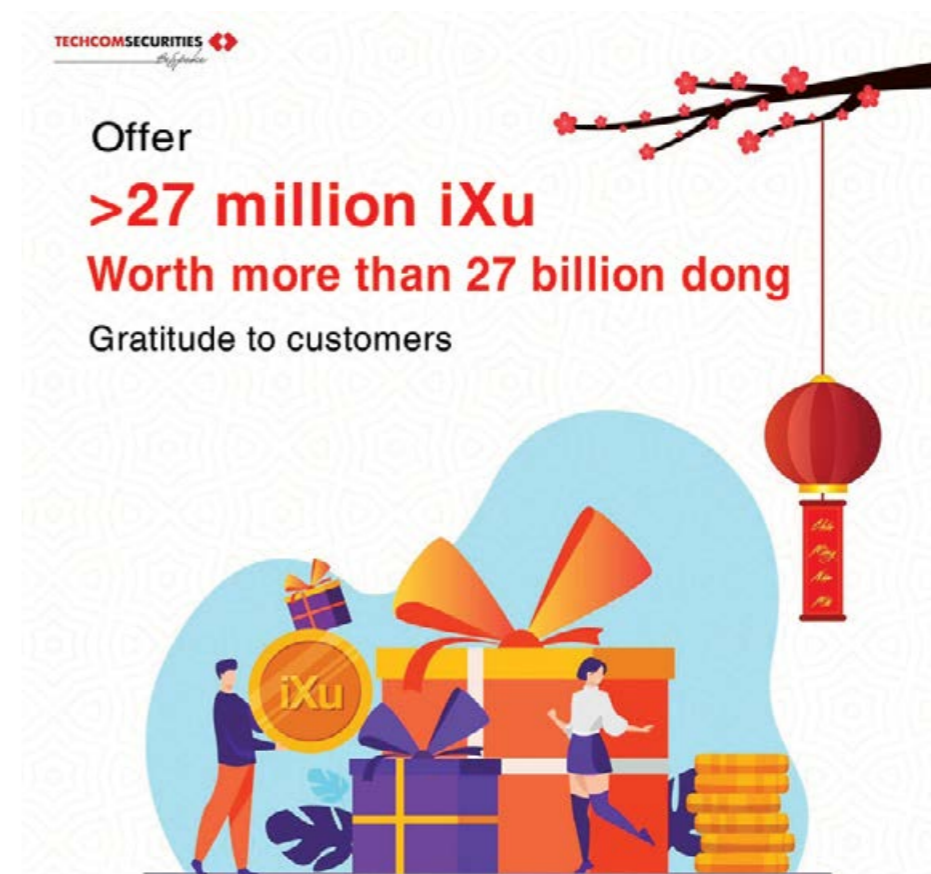
system integrated with the comprehensive business analysis portal TCAAnalysis, bringing a new, different and professional experience to investors.

TCAAnalysis portal is an all-in-one platform that includes a full range of tools from fundamental analysis to technical analysis for all investment schools, and incorporating direct order placement and price tracking on same screen. In-depth technical analysis tools will bring clients to multi-dimensional views of the stock market, highly interactive and customizable, such as updating the total volume, the number of orders matched step by step. price during the session and the total value of foreign transactions for the most recent 1 month; rapid analysis of corporate cash flow fluctuations during the period based on an analysis chart only available at TCBS; quickly evaluate and compare many stocks with different perspectives according to the stock scoring model of TCBS.



Not only focusing on developing technology systems to maximize customer experience, TCBS also provides free online lectures including knowledge of investment products for Business Development Partners. (iWealth Partner). The E-Learning online training system has spread to Vietnamese people, from people in financial expertise to people outside of this field, helping to bring Techcombank's investment products to all audiences. The growth rate of iWealth Partners who have completed the lessons on the system grew to 45%, so the growth rate of customers opening new accounts on TCInvest system reached 40%/month - equivalent to nearly 4,500 customers. row. Thanks to the online lecture

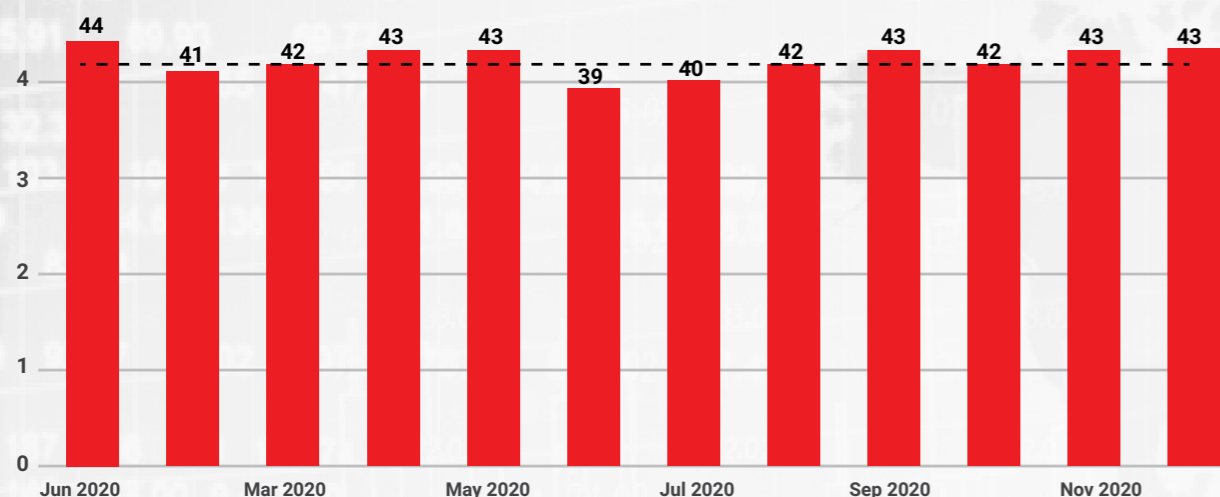
system carefully and meticulously prepared by a team of product experts in the investment banking sector, investment products are no longer confusing products for investors but become products. indispensable products in the Vietnamese people.



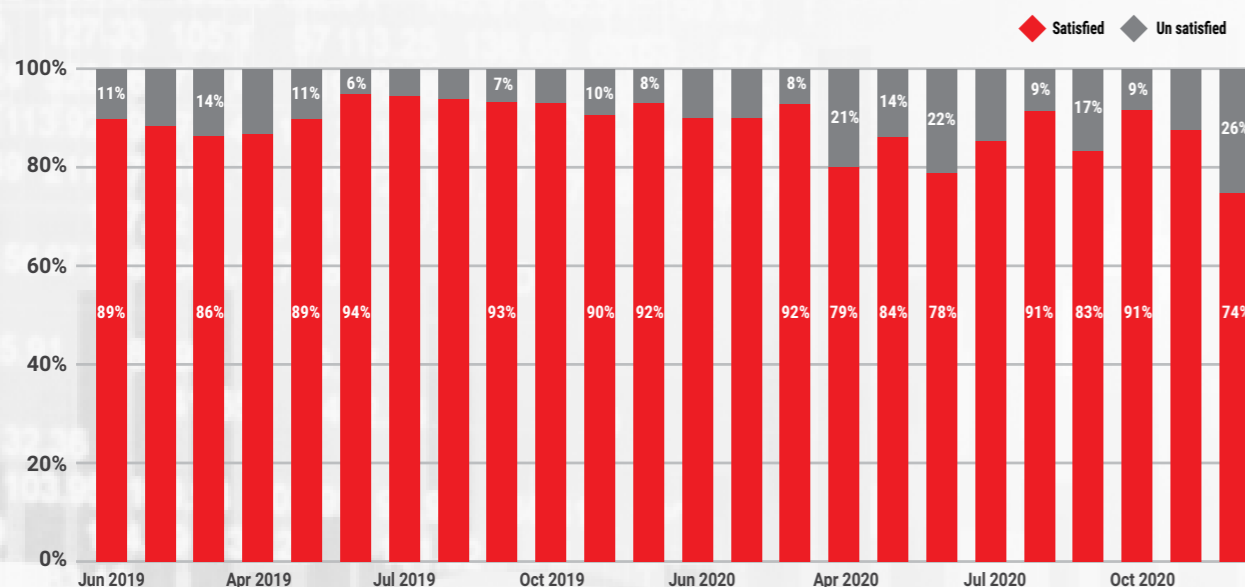
Ensuring product quality to build trust in customers is very important. TCBS is proud to have a large number of loyal customers using the service in a long time. To pay tribute to all TCBS customers, TCBS has built an iXu bonus system and provided customers with a complete customer service experience, from the time of opening a TCBS account to after completing the delivery. translation at TCBS. All customer transactions and interactions at TCBS are appreciated with iXu points to exchange for money and/or VinID points, gifts, Vouchers. The more iXu points you accumulate, the higher your customer rating will be and the more benefits you will receive. In 2020, TCBS gratefully sent to customers a total of more than 27 million iXu (worth more than 27 billion dong).

Not only that, to ensure that every customer is always listening, supporting and recommending suitable products, TCBS has used iWealth Chatbot, a program combined with artificial intelligence (AI) instead. for consulting staff to promptly answer customers' questions, available 24/7. Furthermore, we are able to quantify customer satisfaction according to Customer Satisfaction Score (CSAT) & Net Promoter Score, so that the quality of TCBS customer service is improved both in terms of quantity and quality, at the same time. product development and marketing support to have the most practical solutions to customers' needs.

Customer satisfaction score when using the services at TCBS, calculated on the highest score is 5



Level of customer satisfaction when using the service at TCBS



B. PROCEDURE TO ENSURE BOOKING SECURITY

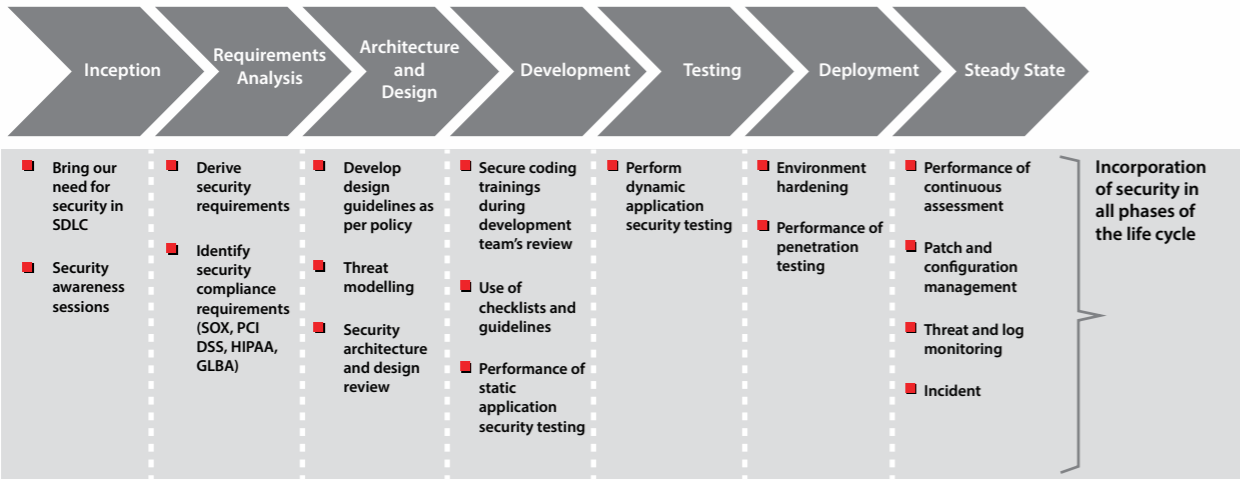


In the context of industrial revolution 4.0, information technology (IT) solutions are increasingly modern and come with more pronounced challenges and threats, with a larger scope. Businesses in the banking and finance industry such as TCBS often face many potential risks from financial fraud, intentional attack, loss of sensitive data or infection of malicious code, even Threats come from discovering vulnerabilities and not in time to fix them. Recognizing the importance of the Information Security Strategy (Security), seeing the confidentiality responsibility for customer information as well as with strategic operational solutions, TCBS has been, is and always has implemented, to secure security solutions to ensure control of information risks coming from inside and outside.

In 2020, TCBS has successfully applied a modern security assessment process of advanced technology companies following the Agile model based on research from ISACA. Specifically, TCBS has researched and selected a suitable security framework to guide scrum teams to develop applications, and at the same time, empowering scrum teams to choose security solutions based on frameworks. ANTT facility. The security assessment process is flexibly implemented by TCBS based on each product, the Security Security team will fully consider the risk factors in the product development process and propose specific monitoring measures for risks. has not been handled thoroughly to ensure that the product launch time on the market is on time and on schedule.

Although the number of upgrading and developing systems of TCBS in 2020 will increase more strongly than in 2019, with strict security procedures, TCBS has always completed the upgrade progress with outstanding results, continuously ensuring Secure information for all times of golive new products in 2020.

Secure SDLC (Source: ISACA)



Thanks to the continuous security training, new updated knowledge and procedures, the TCBS security team has achieved the international certification of ISACA - Certified Data CDPSE - Certified Data Privacy Solutions Engineer™ (CDPSE™) - this is a Certified Data Security Solutions Engineer certifying a technology specialist's ability to design and build technology platforms and products that meet privacy requirements for client data, data lifecycle management, and advise technologists on privacy compliance and best data security practices.

Security experts at TCBS are confident in updating the latest security technologies on Clouds (AWS, Azure) to get ready for the technological transformations from the ground to the cloud.



C. CORPORATE CULTURE

In addition to the achievements in business operations, TCBS is always proud of a corporate culture with its own identity. With a relatively young age (the average age of the staff is 30 years old), rich in aspirations and spirit of innovation, TCBS has built a civilized, young, dynamic and cohesive working environment. rooms and departments together according to the Agile model.



This is an advanced working model applied in major financial technology companies in the world, consisting of small "Scrum" teams undertaking separate projects. The members in each of these groups have a very high entrepreneurial spirit, they will manage, undertake and develop new projects by themselves. They come from a variety of departments with different professions and expertise, and arrange and sit together on a daily basis to develop their own projects.

Agile model helps to divide large projects into small phases for easy handling and changes when customers require. During the project process, each small phase will be checked and tested immediately to ensure that new products and new features are always applicable, helping to improve product service quality, and reduce reflection of customers.

TCBS working culture is included in 4 principles:

- The interaction and support between the team members is more important than the process and the tool
- Usable products are more important than full documentation
- Understanding customers is the core value
- Continuously innovate to improve service

Agile culture is replicated and increasingly shown efficiency through its ability to respond to business requirements quickly, while optimizing resources and interacting between members and teams. In 2020, TCBS has more than **20 Agile teams**. Each team takes on a separate business segment in TCBS and interacts effectively with each other to create a unified service.

➤ **Internal solidarity and unity in internal information transmission are the key to successful TCBS culture development**

With the number of employees stretching from the North to the South, ensuring that all employees consistently, quickly and promptly grasp information is a necessary requirement in TCBS operations. Newsletter Internal communication is the bridge between the leaders and the members of the Company, TCBS believes that the news has high spiritual value to help employees understand the business strategy from the Chairman and CEO. director. At the same time, the internal newsletter is also the communication channel for sharing opinions among employees, and referendum from employees to the leaders to build solidarity and understanding internally. and spread a common message, directing everyone to the same destination and doing their best together to achieve the best expected results.

Every month, the internal newsletter is sent via email system to each member of the Company. In addition to accurately updating internal news including golive time for new products, dissemination of upcoming preferential gratitude programs for customers, information, stock market comments, newsletters It is also a spiritual meal that stirred up the working atmosphere of TCBS. Interesting stories around life, the balance between work, health, common interests, study and entertainment helps people to stick together and get closer together.

It can be said that the Internal Communication channel helps to improve the quality of the working environment, is the key to help TCBS spread corporate culture quickly and effectively. The management board has easy access to the wishes and suggestions from the staff, and each individual of TCBS is regularly reminded of his own role and responsibility in the journey to bring TCBS to become. a leading financial technology company in the region.

➤ **Annual cultural activities nurture the spirit and exercise health for personal development**

TCBS is proud to be a gathering place for many people who work hard and play hard. Not only are the experts in the financial world with high qualifications and expertise, they also possess exceptional talents and special talents. TCBS Team Building is the most important annual cultural activity for the TCBS family. This is an opportunity for members of the TCBS family from everywhere to reunite and participate in outdoor activities. Each year, the Gala show will be held according to its own, new and often surprising element in the program.



In addition to the big annual activities, the connection is also maintained through after-hours activities. TCBS clubs always operate in moderation every week, meeting the physical and mental criteria. Detox, Football, Badminton, Swimming and





Running Clubs promote the health-training movement of our employees, pushing people to exceed their limits and outperform each day. Guitar Club brings together TCBS talented artists and of course, these members are indispensable in the collective activities.



Not only paying attention to the spiritual life of the employees, TCSB also has programs for relatives, including gift giving activities on major holidays such as International Children June 1 and Mid-Autumn Festival, giving gifts for employees with children with high achievement in school and separate health welfare policies for each person's family. TCBS always tries and creates conditions for each individual to bring out their best in a friendly working environment and to help each other in everyday life.





V. BY WEALTHTECH STRATEGY CHANGE, REGIONAL OBJECTIVES FOR THE PERIOD 2020 - 2025

➤ Excellent operation

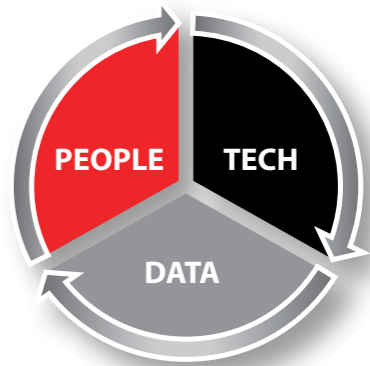
With a vision and rapid growth at TCBS, we understand that human-based operations are not enough. Operational automation has become an indispensable content of TCBS technology projects. In addition, TCBS allocates 2 specialized scrum teams for operating system development. By the end of 2020, most of the key operations have been automated using advanced technologies in the world such as IBM BPM, OCR, QR Code, AI ... to improve labor productivity while reducing operation risk is minimized.

Experienced, high-quality personnel combined with automated systems are factors that keep TCBS running smoothly although the daily workload has increased many times during 2020. Specifically, the number of entries to be processed will increase from 500 per day to 4 times, reaching more than 2000 entries per day in the past year. However, the average processing time per task decreased from more than 2 hours to 0.84 hours.

Not only that, through the digitization process, all operating data is centralized and displayed on management reports using Data Warehouse and PowerBI systems. As a result, the process assessment, resource allocation done with high accuracy is also an important factor to help us operate stably under high work pressure.

The year 2021 will be an important milestone for TCBS in its complete transformation from traditional operating model to digital model. With the combination of three factors People, Technology and Data, operations will be a solid launch pad for TCBS development.

Operation chart



➤ The journey of creating customer investment experiences

In 2019, if TCBS enters the third year of a “transformation” with Fintech and the initial successes of its digital transformation journey in terms of:

- Operating model transformation for cohesion and productivity increase
- Building an open platform with the orientation to become the hub of products and investment needs, and ready to scale to serve a large number of customers
- Applying technology to improve customer experience as well as business processes

By 2020, TCBS has established a firm foundation to human resources, technology, techniques and skills to expand and develop pre-set standards. It’s a sublimation in 2020 when TCBS has all the necessary tools to promote its creativity. TCBS products and services have been improved to a new level with 3 focuses:

- Services in the customer investment journey are tightly integrated in the same ecosystem.

- Customer experience is continuously tested and improved according to customer feedback.
- Complex financial products are divided into investment product packages associated with daily practical financial needs.

In 2020, TCBS technology solutions will continue to be deployed under the Platform. The Technology Department has successfully built and developed core service platforms, including Fund Certificate transaction to perfect the conversion of the system to a new one with the microservice design, bringing stability and openness to iFund; Identity and Access Management (IAM) increases flexibility in managing customer objects according to different classes; Portfolio management is perfected across all business divisions, bringing benefits to customers and operating departments; Unified management of documents and templates; Pricing is consistent across the entire product and flexible to the sales department; Earn points and redeem VinID points; and On-boarding with eKYC feature.

Besides, TCBS has also successfully upgraded its infrastructure to ensure the system is highly available and stable. In 2020, 50% of TCBS services expanded to run on IBM LinuxOne platform, 70% DB with Oracle. We will continue to make the transition over the next few years so that all TCBS services are run on the stable LinuxONE and Oracle platforms.

In addition, TCBS continues to promote Testing Automation when the number of new products is released continuously, forcing the testing increase for product quality assurance. Currently, the Testing Automation platform has been widely used in TCBS development teams, helping to save testing time, intelligent analysis to speed up adaptive solutions to quickly address the challenges of continual product innovation and change.

In addition to applying the most advanced existing technology solutions, TCBS cooperates comprehensively with major technology firms in the world to continuously update the selection and application of suitable technology products and solutions. Entering a new phase, we plan to transform the entire service to Microservice



on the Docker / Kubernetes / LinuxOne platform, developing the Open API to enhance interoperability between TCBS and members, partners and expand eco-system. TCBS shall maintain the flexibility and stability of services for the best benefits and experiences to customer investment journey.

➤ **The adoption of Agile by the Human Resources**

TCBS positions itself as a leading financial technology company in investment banking, so corporate culture is built to reflect its spirit and orientation.

In 2020, TCBS successfully organize the Agile model, consisting of compact “Scrum” teams. These groups are often seen as small “startups” and composed of members from different departments, officers and IT staffs join together to work and exchange instead of a traditional way that separate zones and officers are grouped as per their departments.

Agile model supports to divide large projects into small phases for easy handling and changes as customer requirement. During the project, each small phase will be checked and tested immediately to ensure that new products and their features are always applicable, improving product service quality, and reduce customers reflection.

➤ **4 principles of TCBS corporate culture have renewed:**

- The interaction and support between the team members is more important than the process and the tool.
- Usable products are more important than full documentation.
- Customer understanding is more important than contract negotiation.
- The change is more important than sticking to the plan.

Agile culture is replicated and increasingly shown efficiency through its ability to respond to business requirements quickly, while optimizing resources and interacting between members and teams. In 2020, TCBS has more than 20 Agile teams, each team undertakes a separate business segment in TCBS and interacts effectively to create a unified service.

Applying Agile to daily work, TCBS improves product quality weekly, providing customers with new features and experiences on TCInvest system with trading investment as stock order, conditional orders, investor categorization, portfolio allocation, Backtesting, wealth management systems - TCWealth and other modern financial advisory tools.

➤ **ACHIEVEMENTS AND FUTURE DIRECTION**

In 2020, capturing the global trend in the digital era, TCBS has focused on deploying AI platform (artificial intelligence) and successfully applying Machine Learning in investment services and wealth management. Robo Advisor model is a TCWealth accumulation investment advisory tool with technology that automates the family long-term financial planning process and automatically allocates the portfolio based on the customer’s financial needs. We’re proud of our tool because TCBS is the first enterprise to introduce the world’s advanced personal financial advisory model to the Vietnamese market.

Instead of focusing on redundancy of facilities and data centers to ensure the system’s information processing, the cloud platform (Microsoft Azure) that has enabled TCBS to innovate quickly by providing easy access to highly secure technology resources to develop applications that make a difference for individual and business customers, as well as continuously

innovating the customer experience. As a result, by 2020, TCBS customers will have access to many innovative experiences, including: the 3rd generation trading system (TCInvest 3), fully integrated with a diverse set of investment products (bonds, fund certificates, shares) and useful services as TCPrice stock price list, TCAanalysis portal, iConnect for finding order to buy / sell bonds, BondWatch for tracking iBond offered by TCBS, on-demand investment (iPlan) products, etc. on a single platform; simply and conveniently opening accounts 100% online with eKYC (electronic customer identification); electronic voting system (e-Voting); iXu point accumulation and bonus system to thank loyal customers; and TCBS business development partner network management system (iWealth Partner).

In addition to customer experiences and services, we also focus on renewing TCBS employees experiences by automating business processes. Most of the back-office transactions and a part of release consultant and Capital has been automated, helping to increase work efficiency, save costs and improve human resource capacity.

The experiences are regularly updated and evaluated daily based on the CRM reporting system. All customer comments from multiple channels as well as employee feedback on the workflow are gathered and analyzed by Power BI, thereby completing the report with the most important indicators for management reporting, Marketing, Cross-sell and Referral. Instead of using "human strength" and spending time on getting customer comments, the CRM system has helped TCBS save a lot of time analyzing data sources to guide business as well as always understanding and ready to solve customers' problems immediately.

TCBS current outstanding advantages:

- A soundness financial potential and a sustainable annual profit
- A huge number of customers with wide distribution capacity
- An advanced technology platform with an efficient working model
- A complete and diversified set of investment products for all needs in the customer financial life.

The Fintech direction of TCBS is pursuing a very new direction of securities companies in Vietnam. In 2021, TCBS will anticipate the new trend of fintech in the world to create momentum to become a financial technology group with market positioning and different regional services.

VI. FINANCIAL STATEMENTS 2020

GENERAL INFORMATION

Establishment and Operation License number

125/GP-UBCK May 30, 2018
The Company's Establishment and Operation License has been adjusted several times, and the most recent one is the Establishment and Operation License No. 23/GPĐC-UBCK dated 21 May 2020.

Management Board

Mr. Nguyen Xuan Minh	Chairman
Mr. Do Tuan Anh	Member (Resigned June 30, 2020)
Mr. Phan Thanh Son	Member
Mr. Trinh Bang	Member
Mr. Le Huy Hoang	Member
Ms. Nguyen Thi Thu Hien	Member
Mr. Lee Boon Huat	Member (Appointed June 30, 2020)

Legal representative

Mr. Nguyen Xuan Minh	Chairman of the board
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Authorized person to sign financial statements (According to Authorization Letter No. 010/2018/UQ-CT dated August 14, 2018)

Ms. Nguyen Thi Thu Hien	General manager
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Board of Directors

Ms. Nguyen Thi Thu Hien	General Manager
Mr. Nham Ha Hai	Deputy General Manager
Mrs. Pham Dieu Linh	Deputy General Manager
Ms. Bui Thi Thu Hang	Deputy General Manager (Appointed August 15, 2020)

Control Board

Mr. Dang Van Khai	Chairman
Ms. Hoang Thi Kim Cuc	Member
Mr. Dao Kien Trung	Member (Appointed June 30, 2020)

Headquarters

Floor 10 and Floor 12, Techcombank Building
No. 191 Ba Trieu, Le Dai Hanh Ward Hai Ba Trung District, Hanoi

Audit firm

Company Limited KPMGVietnam

The Board of Directors of Techcom Securities Joint Stock Company ("the Company") presents this report and the accompanying financial statements of the Company to year end December 31, 2020.

Board of Directors is responsible for the preparation and fair presentation of the financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, Circular No. 210/2014/TT-BTC dated December 30, 2014 ("Circular 210") issued by the Ministry of Finance on accounting guidelines applicable to securities companies and Circular No. 334/2016/TT-BTC dated December 27, 2016 by the Ministry of Finance. on amending, supplementing and replacing Appendices 02 and 04 of Circular 210 and relevant legal regulations relating to the preparation and presentation of financial statements. In my opinion:

A Financial statements are presented from the page 5 to page 59 reflect honestly and reasonably the financial situation of the Company at December 31, 2020, results of operations, cash flows and the situation of equity fluctuations of the Company for year ended the same day, in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, Circular No. 210/2014/TT-BTC dated December 30, 2014 ("Circular 210") issued by the Ministry of Industry and Trade. Finance issued on accounting guidelines applicable to securities companies and Circular No. 334/2016/TT-BTC dated December 27, 2016 issued by the Ministry of Finance on amendments, supplements and replacements. Annex 02 and Appendix 04 of Circular 210 and relevant regulations relating to the preparation and presentation of financial statements; and

B At the date of this report, there is no reason to Board of Directors The Company believes that the Company will not be able to pay its debts when they are due.

At the date of this report, Board of Directors The Company has approved the accompanying financial statements for issue.

On behalf of Board of Directors



Nguyen Thi Thu Hien

General Manager

Hanoi, March 15, 2021



Dear Shareholders
Techcom Securities Joint Stock Company

We have audited the attached financial statements of Techcom Securities Joint Stock Company ("The Company"), including current financial statements December 31, 2020, report on profit gain/loss, cash flow statement and statement of changes in equity for the year ending the same day and accompanying notes approved by the Board of Directors and released on March 15, 2021, and presented from the page 5 to page 59.

Responsibility of the Board of Directors

Board of Directors The Company is responsible for the truthfulness and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, Circular No. 210/2014/TT-BTC dated December 30, 2014 ("Circular 210") issued by the Ministry of Finance on accounting guidelines applicable to securities companies and Circular No. 334/2016/TT-BTC dated December 27, 2016 by the Ministry of Finance. Issuing the amendment, supplementation and replacement of Annex 02 and Annex 04 of Circular 210 and relevant legal regulations relating to the preparation and presentation of financial statements, and responsible for internal control. Board of Directors determination is necessary to ensure that the financial reporting is free of material misstatement due to fraud or error.

Responsibility of auditors

Our responsibility is to express an opinion on these financial statements based on the results of our audit. We have performed our audit in accordance with Vietnamese Auditing Standards. These standards require that we comply with ethical standards and regulations and plan and perform the audit to obtain reasonable assurance of whether the financial statements are flawed.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures are selected based on the auditor's judgment, including the assessment of the risk of material misstatement of the financial statements due to fraud or error. In making these risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate for the actual situation, however is not intended to express an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates. Board of Directors Company, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Auditor's opinion

In our opinion, the financial statements truthfully and reasonably reflect, on all important aspects, the financial position of Techcom Securities Joint Stock Company in December 31, 2020, the Company's operating results and cash flows for the year ending the same day, in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, Circular No. 210/2014/TT-BTC December 30, 2014 ("Circular 210") issued by the Ministry of Finance on accounting guidelines applicable to securities companies and Circular No. 334/2016/TT-BTC dated December 27, 2016 by The Ministry of Finance promulgates the amendment, supplementation and replacement of Annex 02 and Annex 04 of Circular 210 and the relevant legal regulations relating to the preparation and presentation of financial statements.

Other problems

The Company's financial statements for the year ended 31 December 2019 were audited by another auditing firm, and this auditor has expressed a full acceptance of the financial statements in March 14, 2020.

KPMG Vietnam Company Limited

AUDIT REPORT NO: 20-02-00163-21-3

	ASSETS	Code	Note	31/12/2020 VND	1/1/2020 VND
A	SHORT-TERM ASSETS (100 = 110 + 130)	100		8,691,434,634,717	6,236,687,163,858
I	Financial assets	110		8,690,275,361,880	6,235,783,911,921
1	Cash and cash equivalents	111	5	1,609,026,026,030	1,642,859,612,192
1.1	Cash	111.1		1,609,026,026,030	1,642,859,612,192
3	Investments held to date maturity (HTM)	113	7(a)	205,100,000,000	95,000,000,000
4	Loans	114	7(b)	4,382,637,165,023	1,793,879,040,668
5	Available-for-sale (AFS) financial assets	115	7(c)	2,353,495,475,979	2,503,249,968,825
7	Receivables	117	8	61,160,385,126	47,459,669,134
7.2	Receivables and accrued dividends and interests from financial assets	117.2		61,160,385,126	47,459,669,134
7.2.1	Dividends and interests receivable up to the date of receipt	117.3		804,243,699	3,125,322,672
7.2.2	Not yet received accrued dividends and interests	117.4		60,356,141,427	44,334,346,462
8	Pay first	118		1,073,097,835	3,959,538,551
9	Receivables provided by securities companies	119	9	77,758,586,132	104,870,144,310
12	Other Receivables	122		24,625,755	44,505,938,241
II	Other current assets	130		1,159,272,837	903,251,937
1	Advances	131		1,159,272,837	903,251,937
B	LONG-TERM ASSETS (200 = 220 + 250)	200		67,718,122,390	67,319,084,866
II	Fixed assets	220		46,974,194,404	49,557,894,955
1	Tangible fixed assets - Original price - Accumulated depreciation	221 222 223a	10	29,833,833,523 45,393,191,940 (15,559,358,417)	32,754,590,464 41,361,320,496 (8,606,730,032)
3	Intangible fixed assets - Original price - Accumulated depreciation	227 228 229a	11	17,140,360,881 51,902,116,490 (34,761,755,609)	16,803,304,491 34,869,134,903 (18,065,830,412)

AUDIT REPORT NO: 20-02-00163-21-3 

	ASSETS	Code	Note	31/12/2020 VND	1/1/2020 VND
V	Other long-term assets	250		20,743,927,986	17,761,189,911
1	Long-term pledge, mortgage, escrow, deposit	251		193,798,800	904,895,946
2	Long-term prepaid expenses	252	12	11,795,644,638	10,417,705,370
4	Payments to the Payment Support Fund	254	13	8,754,484,548	6,438,588,595
	TOTAL ASSETS (270 = 100 + 200)	270		8,759,152,757,107	6,304,006,248,724
C	LIABILITIES (300 = 310 + 340)	300		2,579,921,734,061	1,673,476,298,391
I	Short-term liabilities	310		2,299,773,645,266	931,757,686,984
1	Short-term borrowings and financial leases	311		1,204,850,000,000	565,000,000,000
1.1	Short-term loans	312	14	1,204,850,000,000	565,000,000,000
2	Borrowing short-term financial assets	314		5,100,000	-
4	Short-term bonds	316	15(a)	428,538,481,781	19,498,178,781
6	Payable transaction operations stock	318	16	8,258,838,337	3,480,227,774
10	Taxes and other payables to the State	322	17	214,105,832,782	187,317,258,946
11	Payable workers	323		101,719,481,805	59,371,578,913
13	Short-term accrued expenses	325	18	8,699,295,439	13,564,880,901
15	Short-term unearned revenue	327	19(a)	308,497,614,690	75,261,774,383
17	Other short-term payables	329		25,099,000,432	8,263,787,286
II	Long-term liabilities	340		280,148,088,795	741,718,611,407
4	Long-term bonds	346	15(b)	-	631,165,373,882
9	Long-term unearned revenue	351	19(b)	280,117,535,295	110,506,037,525

AUDIT REPORT NO: 20-02-00163-21-3 

	ASSETS	Code	Note	31/12/2020 VND	1/1/2020 VND
13	Investor Protection Fund	355		30,553,500	47,200,000
D	EQUITY (400 = 410) (400 = 410)	400		6,179,231,023,046	4,630,529,950,333
I	Equity	410	20	6,179,231,023,046	4,630,529,950,333
1	Owner's invested capital	411		1,124,246,800,000	1,123,595,510,000
1.1	Capital contributed by owners	411.1		1,124,246,800,000	1,123,595,510,000
2	Property evaluation difference according to fair value	412		(1,848,028,294)	10,675,411,844
4	Reserve fund to supplement charter capital	414		112,424,680,000	112,359,551,000
5	Financial reserve fund and professional risks	415		112,424,680,000	112,359,551,000
7	Undistributed profits	417		4,831,982,891,340	3,271,539,926,489
7.1	Realized profit after tax	417.1		4,831,982,891,340	3,271,539,926,489
	TOTAL DEBT AND EQUITY OWNERSHIP (440 = 300 + 400)	440		8,759,152,757,107	6,304,006,248,724

INDEXES OUTSIDE FINANCIAL STATEMENTS 

	ASSETS	Code	Note	31/12/2020 VND	1/1/2020 VND
A	ASSETS OF SECURITIES COMPANY AND ASSETS MANAGEMENT UNDER COMMITMENTS				
8	Financial assets listed / traded at the Securities Depository Center (VSD) of the Securities Company	008	21(a)	683,818,490,000	1,101,997,070,000
9	Financial assets have been deposited at VSD and not yet traded by the Securities Company	009		10,000	-
10	Financial assets waiting for the securities company	010	21(b)	22,214,827,142	5,773,219,755
B	ASSETS AND LIABILITIES MANAGEMENT ASSETS COMMITMENTS WITH CUSTOMERS				
1	Financial assets listed/traded at the Investor's VSD	021	21(c)	103,183,792,492,080	101,336,227,337,000
a	Freely traded financial assets	021.1		65,360,387,655,480	71,333,713,724,000
b	Limited financial assets transfer	021.2		99,039,090,000	171,075,260,000
c	Pledged transaction financial assets	021.3		33,575,107,190,000	26,578,402,610,000
d	Financial assets are blocked or temporarily seized	021.4		3,558,912,410,000	3,179,569,690,000
e	Financial assets awaiting payment	021.5		590,346,146,600	73,466,053,000
2	Financial assets deposited at VSD and not yet traded by Investors	022	21(d)	243,768,500,000	228,687,370,000
a	Financial assets have been deposited at VSD and not yet traded, freely transferable	022.1		44,682,500,000	28,850,340,000
b	Tài sản tài chính đã lưu ký tại VSD và chưa giao dịch, hạn chế chuyển nhượng	022.2		86,000,000	837,030,000
c	Financial assets have been deposited at VSD and not yet traded or pledged	022.3		199,000,000,000	199,000,000,000

INDEXES OUTSIDE FINANCIAL STATEMENTS 

	ASSETS	Code	Note	31/12/2020 VND	1/1/2020 VND
7	Deposits from customers	026	21(e)	2,218,387,855,42	449,754,306,094
7.1	Deposits of investors in securities transactions under the Securities Company management method	027		2,218,020,327,029	447,669,875,435
7.4	Deposits from issuing organizations stock	030		367,528,400	2,084,430,659
8	Payable to investors for securities transaction deposits under the method managed by the Securities Company	031	21(f)	2,218,020,327,029	447,669,875,435
8.1	Payable to domestic investors for securities trading deposits under the method managed by the Securities Company	031.1		2,197,661,446,034	402,523,017,942
8.2	Payable to foreign investors for securities trading deposits under the method managed by the Securities Company	031.2		20,358,880,995	45,146,857,493
12	Payable dividends, principal and interest on bonds	035	21(g)	367,528,400	2,084,430,659

Prepared by:



Than Thi Duong
General Accounting

Auditor:



Pham Thi Van
Chief Accountant

Approved by:



Nguyen Thi Thu Hien
General Manager

Hanoi, Vietnam
March 15, 2021

INDEXES OUTSIDE FINANCIAL STATEMENTS 

	ASSETS	Code	Note	2020 VND	2019 VND
I	OPERATION REVENUE				
1.1	Gain from financial assets recognized through profit / loss (FVTPL)	01		846,804,403,063	598,825,600,511
<i>a</i>	<i>Interest from sales of financial assets (FVTPL)</i>	<i>01.1</i>	<i>22(a)</i>	<i>846,804,403,063</i>	<i>598,825,600,511</i>
1.2	Gain from held to maturity (HTM) investments	02	22(b)	10,065,387,131	5,453,095,900
1.3	Interest from loans and receivables	03	22(b)	275,703,530,658	174,823,266,214
1.4	Gain on financial assets available for sale (AFS)	04	22(b)	114,221,754,211	72,255,590,798
1.6	Revenue from securities brokerage business	06	22(c)	262,698,962,986	121,360,380,434
1.7	Revenue from underwriting business, securities issuance agency	07	22(c)	1,590,655,029,995	1,163,910,142,131
1.8	Securities investment advisory revenue	08	22(c)	-	168,000,000
1.9	Revenue from securities custodian services	09	22(c)	32,999,592,760	31,210,930,671
1.10	Revenue from financial consulting activities	10	22(c)	126,359,697,807	3,934,994,236
	Total operating revenue	20		3,259,508,358,611	2,171,942,000,895
II	OPERATION EXPENSES				
2.1	Losses from financial assets recognized through profit / loss (FVTPL)	21		39,260,533,026	27,813,178,830
<i>a</i>	<i>Losses from selling FVTPL financial assets</i>	<i>21.1</i>	<i>23</i>	<i>39,260,533,026</i>	<i>27,813,178,830</i>
2.7	Brokerage costs stock	27		29,277,833,649	11,484,208,397
2.8	Expenses for guarantee operations, securities issuance agency	28		11,130,000,000	-

INDEXES OUTSIDE FINANCIAL STATEMENTS 

	ASSETS	Code	Note	2020 VND	2019 VND
2.9	Securities investment advisory expenses	29		-	186,400,000
2.10	Expenses for securities depository operations	30		30,493,143,864	30,561,279,690
2.11	Expenses for financial consulting activities	31		10,000,000,000	1,080,909,091
2.12	Cost of other services	32		42,274,988,206	7,630,307,161
	Total operating costs	40		162,436,498,745	78,756,283,169
III	REVENUE TO FINANCIAL ACTIVITIES				
3.2	Revenue, accrued dividends, bank deposit interests are not fixed	42	25	4,105,912,029	2,886,978,430
3.4	Other revenue on investment	44		49,635,000,000	-
	Total operating revenue finance	50		53,740,912,029	2,886,978,430
IV	FINANCIAL EXPENSES				
4.2	Interest expenses	52	26	121,195,469,930	44,254,512,465
	Total financial costs	60		121,195,469,930	44,254,512,465
VI	MANAGEMENT EXPENSES OF SECURITIES COMPANY	62	27	337,794,012,926	232,154,784,544
VII	OPERATION RESULTS (70 = 20 - 40 + 50 - 60 - 62)	70		2,691,823,289,039	1,819,663,399,147
VIII	OTHER INCOME AND OTHER EXPENSES				
8.1	Other income	71		169,480,084	26,727,278
8.2	Other costs	72		124,786,922	209,024,041
	Total other performance results (80 = 71 - 72)	80		44,693,162	(182,296,763)
IX	TOTAL ACCOUNTING PROFIT BEFORE TAX (90 = 70 + 80)			2,691,867,982,201	1,819,481,102,384

INDEXES OUTSIDE FINANCIAL STATEMENTS 

	ASSETS	Code	Note	2020 VND	2019 VND
9.1	Profits	91		2,691,867,982,201	1,819,481,102,384
X	CIT EXPENSES	100		539,609,363,784	364,385,050,261
10.1	Current corporate income tax expense	100.1	28	539,609,363,784	364,385,050,261
XI	ACCOUNTING PROFIT AFTER CIT (200 = 90 - 100)	200		2,152,258,618,417	1,455,096,052,123
XII	OTHER COMPLETE INCOME AFTER CIT	300			
12.1	(Loss) / gain from revaluation of assets Financing available for sale	301	24	(12,523,440,138)	2,331,553,184
	Total comprehensive income	400		(12,523,440,138)	2,331,553,184
XIII	NET INCOME ON COMMON SHARES	500		2,152,258,618,417	1,455,096,052,123
13.1	Basic earnings per share (VND / share)	501	29	19,153	13,296

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Auditor:

Approved by:



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General Accounting



Pham Thi Van
Chief Accountant



Nguyen Thi Thu Hien
General Manager

Hanoi, Vietnam
March 15, 2021

CASH FLOWS ON CUSTOMER BROKERAGE AND ENTRUSTING 

	ASSETS	Code	2020 - VND	2019 - VND
I	Cash flow for brokerage and entrust activities of customers			
1	Proceeds from sale of brokerage securities to customers	01	66,198,640,621,859	34,986,407,174,494
2	Money spent on buying brokerage securities for customers	02	(54,444,909,786,900)	(30,843,521,619,471)
7	Receive deposits to pay for securities transactions of customers	07	114,816,154,518,683	62,788,450,925,982
8	Payment for customers' securities transactions	08	(124,771,603,902,590)	(67,135,465,457,595)
11	Payment of customers' securities depository fees	11	(28,298,527,858)	(16,881,692,663)
14	Proceeds of the Issuing Organization	14	55,793,576,300,205	51,301,011,412,244
15	Payments for Issuer	15	(55,794,925,674,064)	(51,965,216,332,345)
	Increase / (decrease) of net cash during the year	20	1,768,633,549,335	(885,215,589,354)
II	Cash and cash equivalents at the beginning of the year of the customer	30	449,754,306,094	1,334,969,895,448
	Bank deposits at the beginning of the year:	31	449,754,306,094	1,334,969,895,448
	Deposits of investors in securities transactions under the Securities Company management method	32	447,669,875,435	396,892,320,865
	Deposits from Issuing Organization	35	2,084,430,659	938,077,574,583
III	Cash and cash equivalents at the end of the year of the customer (40 = 20 + 30)	40	2,218,387,855,429	449,754,306,094
	Bank deposits at the end of the year:	41	2,218,387,855,429	449,754,306,094
	Deposits of investors in securities transactions under the Securities Company management method	42	2,218,020,327,029	447,669,875,435
	Deposits from Issuing Organization	45	367,528,400	2,084,430,659

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Pham Thi Van
Chief Accountant



Nguyen Thi Thu Hien
General Manager

Hanoi, Vietnam
March 15, 2021

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY 

ITEMS		DATE		INCREASE / DECREASE IN THE YEAR				DATE	
		1/1/2019	1/1/2020	2019		2020		31/12/2019	31/12/2020
				Increment	Decrement	Increment	Decrement		
		VND	VND	VND	VND	VND	VND	VND	VND
1		2	3	4	5	6	7	8	9
I	CHANGES IN EQUITY								
1	Owner's invested capital	1,058,201,050,000	1,123,595,510,000	65,394,460,000		651,290,000		1,123,595,510,000	1,124,246,800,000
2	Reserve fund to supplement charter capital	105,821,005,000	112,359,551,000	6,538,546,000		65,129,000		112,359,551,000	112,424,680,000
3	Financial reserve fund and professional risks	105,821,005,000	112,359,551,000	6,538,546,000		65,129,000		112,359,551,000	112,424,680,000
4	Asset evaluation difference at fair value	8,343,858,660	10,675,411,844	2,331,553,184		-	(12,523,440,138)	10,675,411,844	(1,848,028,294)
5	Undistributed profits	1,829,520,966,366	3,271,539,926,489	1,455,096,052,123	(13,077,092,000)	2,152,258,618,417	(591,815,653,566)	3,271,539,926,489	4,831,982,891,340
5.1	Profits made	1,829,520,966,366	3,271,539,926,489	1,455,096,052,123	(13,077,092,000)	2,152,258,618,417	(591,815,653,566)	3,271,539,926,489	4,831,982,891,340
TOTAL		3,107,707,885,026	4,630,529,950,333	1,535,899,157,307	(13,077,092,000)	2,153,040,166,417	(604,339,093,704)	4,630,529,950,333	6,179,231,023,046

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Pham Thi Van
Chief Accountant

Approved by:



Nguyen Thi Thu Hien
General Manager

Hanoi, Vietnam
March 15, 2021

2021

STOCKS

buy
sell

TECHCOM SECURITIES JOINT STOCK COMPANY

TECHCOMSECURITIES 

BeSpoke

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TECHCOMSECURITIES 

BeSpoke

