



TCBS'S FINANCIAL RESULTS FOR THE THIRD QUARTER OF 2024

Techcom Securities (TCBS) announces business results for the 3rd quarter and the cumulative figures for the first 9 months of 2024.

- ▶ In 3Q24, TCBS achieved a profit before tax (PBT) of VND 1,097 billion, bringing the accumulated 9-month profit for 2024 to VND 3,869 billion, **reaching 105% of the full-year target**.
- ▶ Return on equity (ROE) and return on assets (ROA) as of September 30, 2024, stood at 16% and 8%, respectively, reaffirming TCBS's leadership in operational efficiency.
- ▶ TCBS continues to focus on technology investment and the development of its comprehensive [Wealthtech](#) ecosystem, aiming to become the “Orchestrator” of Vietnam's capital flow.

ANALYSIS OF BUSINESS RESULTS

Brokerage and Custody Services

- ▶ In 3Q24, market liquidity dropped by 25% compared to the previous quarter, averaging VND 16.5 trillion, due to investors' concerns over the global economic outlook. TCBS's brokerage and custody services segment recorded net income of VND 42 billion, down 10% from the previous quarter.

- ▶ TCBS continued to strengthen its position in securities brokerage, maintaining its position among the top 3 securities companies with the largest market share on HOSE for the fourth consecutive quarter. Additionally, TCBS held its second-place rank on HNX for the third consecutive quarter. This affirms that TCBS remains a top choice for investors, thanks to its service quality and its “Zero Fee” strategy aimed at expanding market share.
- ▶ In 3Q24, TCBS continued to integrate various GenAI technologies into its online trading systems, allowing for the personalization of customer experiences. This initiative not only helped maintain a loyal customer base but also attracted a significant number of new investors. Over the first 9 months of 2024, TCBS acquired more than 32,000 new stock-trading customers (+35% YoY), and total stock trading value via TCInvest also rose by 54% compared to prior period.

Margin Lending and Advance to Investors

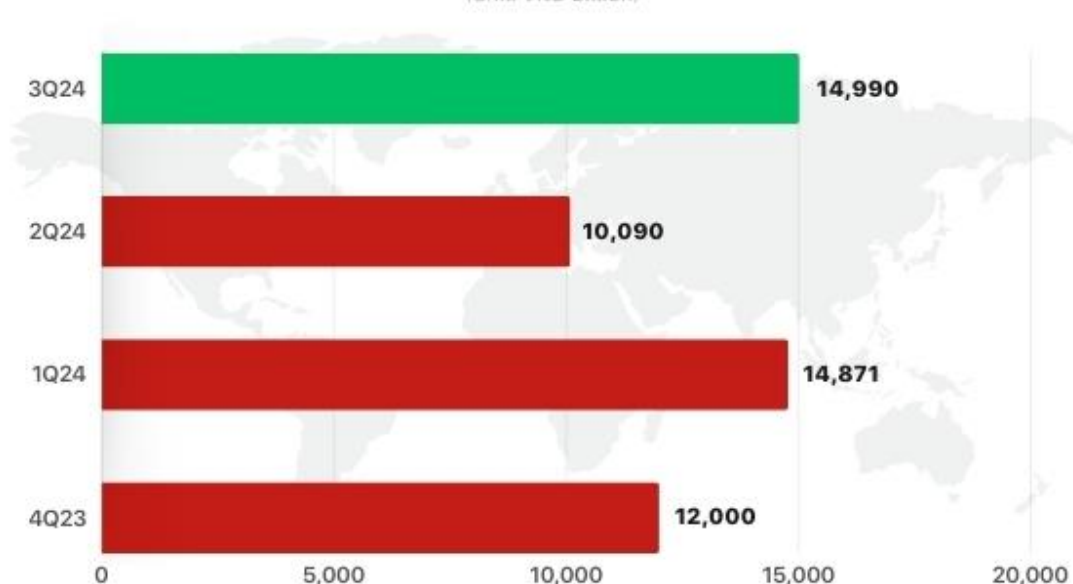
- ▶ The margin lending and advance to investors segment remained a highlight of TCBS’s operations, generating a net income of VND 695 billion in 3Q24, an increase of 11% Q/Q and 67% YoY.
- ▶ The Company continued to leverage its position as a leading securities firm in terms of equity capital to increase its margin lending balance to VND 25 trillion by the end of 3Q24. With this growth momentum, TCBS expects to further expand its margin lending and advance to investors segments, not only maintaining its competitive edge but also applying advanced technology to enhance processes, ensuring maximum convenience and safety for customers.

Investment Banking

- ▶ In 3Q24, TCBS recorded VND 351 billion in income from its investment banking segment, a 35% decline from the previous quarter. However, corporate bond advisory volume continued to grow steadily over the quarters.

Volume of newly issued corporate bonds advised by TCBS

(Unit: VND Billion)



- ▶ For the first 9 months of 2024, TCBS's total advisory issuance volume reached nearly VND 40 trillion. This achievement further solidifies TCBS's position as the market leader in corporate bond issuance advisory. With over 40% of the market share in corporate bond issuance advisory (excluding bank bonds), TCBS has reinforced its pivotal role in advising companies on capital-raising strategies through bonds.

Investment and Bond Distribution

- ▶ The investment and bond distribution segment remains one of TCBS's key pillars, generating VND 617 billion in net income in 3Q24, a 19% YoY decrease. However, if excluding one-off gains from certain securities trading transactions in 3Q23, net income from this segment would have increased by 4% YoY.
- ▶ TCBS continues to grow its corporate bond distribution to retail customers, with VND 12.6 trillion in iBond sales, a 3% QoQ. This growth in distribution reflects investor confidence in TCBS's bond products and the Company's ability to sustain and develop a safe investment channel for its customers.
- ▶ The company also ramped up corporate bond distribution through the corporate client channel, with total distribution volume reaching VND 5.8 trillion in 3Q24, significantly contributing to the Company's overall bond distribution income.

FINANCIAL SITUATION ANALYSIS

- ▶ As of the end of September 2024, the balance of margin lending advances to investors exceeded VND 25 trillion, representing 3% QoQ growth, further affirming TCBS's status as a leading securities firm in margin lending. The Company continuously monitors market trends and demand, readying capital to increase margin lending balances to the maximum allowable level, within its risk appetite, to serve investors when the market recovers. Alongside this growth objective, TCBS rigorously controls risk management to ensure flexible trading for customers while safeguarding the Company's capital.
- ▶ In 3Q24, TCBS expanded its partnerships with financial institutions both domestically and internationally, establishing record numbers for credit limits on unsecured loans. For domestic financial institutions, TCBS established new credit limits with multiple partners increasing its unsecured borrowing limits to approximately VND 15 trillion, the highest level ever achieved. For international financial institutions, TCBS raised total unsecured borrowing limits to USD 425 million, including syndicated loan transactions worth USD 175 million, a bilateral loan of USD 20 million with Maybank, and a USD 10 million loan with SinoPac Bank in Hong Kong in Q3/2024.

WEALTHTECH HIGHLIGHTS IN 3Q24

- ▶ TCBS continued to enhance security and transaction safety on its digital platforms to protect customers with advanced features like device management alerts for suspicious account activity, enhanced security with backup phone numbers, personalized security questions, branded calls from TCBS, and 24/7 account lockdown services, etc.
- ▶ In 3Q24, TCBS launched four premium membership tiers with numerous financial benefits, personalized experiences, and special customer care services tailored to each membership level. Each tier also features an upgraded interface on the TCInvest platform, offering an exclusive experience.



TCBS launched 4 tiers of Premium Membership, offering a variety of exclusive privileges

- ▶ Thanks to heavy investment in technology infrastructure, TCBS has delivered superior customer experiences. In the first 9 months of 2024, the TCInvest platform reported impressive performance with over 86,400 new customers and an average of 166 million visits per month. User satisfaction ratings on the [TCInvest](#) app remain high, with scores above 4/5 on both the App Store and CH Play. TCBS continues to cement its pioneering position in Fintech by applying **Generative AI** (GenAI) in innovative solutions that provide outstanding customer experiences.
- ▶ Specifically, TCBS has led the way in using GenAI for daily fundamental and technical analysis of stocks, offering investors accurate, easy-to-understand reports to help them make quick decisions. Additionally, TCBS's AI system has been developed to aggregate and analyze market sentiment, forecasting investment trends and helping customers optimize their strategies by understanding the general market sentiment.
- ▶ Moreover, TCBS launched a free chatbot to help customers quickly and accurately resolve legal and financial inquiries without needing direct assistance from experts. The company also rolled out “Mập Thông Thái,” a personalized AI assistant that advises on portfolios and suggests suitable stocks for each customer based on their investment profile and market data.
- ▶ Thanks to its excellent applications of GenAI, TCBS was recognized by AWS as the leading company in Vietnam for GenAI applications at AWS Cloud Day 2024. In 3Q24, TCBS also received several prestigious international technology and financial awards, including “Best Bond

Advisor and Service Provider in Vietnam” and “Most Innovative Securities Company in Vietnam” at the Euromoney Securities Houses Awards 2024. Additionally, the Company won the “Digital Experience of the Year in Fintech” at the Asian Experience Awards 2024, along with two awards at the Asia Technology Excellence Awards 2024 for “Best AI Technology Application in Vietnam” and “Best Fintech Technology Application in Vietnam.”



AWS honored TCBS as the leading company in GenAI application in Vietnam at AWS Cloud Day 2020

TCBS is an ideal model of a "startup" business from "Zero to Hero" in the digital age - thanks to its distinct Wealthtech orientation and "hard to copy" corporate culture model. Find more about "[TCBS's Wealthtech Story](#)"


APPENDIX: SELECTED KEY ITEMS ON THE FINANCIAL STATEMENTS

Profitability (VND billion)	3Q23	4Q23	1Q24	2Q24	3Q24	QoQ	YoY
Net income from operating activities	1,556	1,388	1,542	2,081	1,705	-18%	10%
Brokerage and Custody services	51	34	55	46	42	-10%	-18%
Margin Lending and Advance to investors	417	494	561	628	695	11%	67%
Investment Banking	325	243	232	538	351	-35%	8%
Investment & Bond distribution	762	617	694	868	617	-29%	-19%
Net expenses from financial activities	(288)	(340)	(265)	(345)	(472)	37%	64%
Total operating income	1,268	1,047	1,277	1,735	1,234	-29%	-3%
General and administrative expenses	119	167	117	123	136	11%	14%
Profit before tax	1,148	880	1,160	1,612	1,097	-32%	-4%
ROA (last 12 months)	6.3%	7.1%	7.9%	8.9%	8.3%	-0.7%	2.0%
ROE (last 12 months)	12.4%	13.2%	14.3%	16.4%	15.7%	-0.6%	3.4%



Selected key balance sheet items (VND billion)	3Q23	4Q23	1Q24	2Q24	3Q24	Q/Q	N/N
Total assets	38,392	43,788	47,185	52,021	49,868	-4%	30%
Cash and cash equivalents	4,172	4,582	2,078	2,775	3,266	18%	-22%
Margin lending and advance to investors	12,827	16,619	19,839	24,694	25,483	3%	99%
Available-for-sale (AFS) financial assets	16,612	15,041	19,152	18,783	13,496	-28%	-19%
Total liabilities	15,432	20,159	22,632	27,378	24,279	-11%	57%
Short-term borrowings and Interest-bearing liabilities	13,142	18,062	20,931	22,439	19,001	-15%	45%
Long-term issued bonds	1,289	956	714	2,596	3,873	49%	200%
Owners' equity	22,960	23,630	24,553	24,643	25,589	4%	11%
Total borrowings/Owners' equity	63%	80%	88%	102%	89%	-12%	27%
Net borrowings/Owners' equity	45%	61%	80%	90%	77%	-14%	32%
Total liabilities/Total assets	40%	46%	48%	53%	49%	-4%	8%

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1Q, 2Q, 3Q, 4Q – Quarter 1, 2, 3, 4

YoY – Year over year

QoQ – Quarter on quarter

PBT – Profit before tax

ROA – Return on assets

ROE – Return on equity

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

Net borrowings – Total borrowings minus Cash & cash equivalents

Net income – Operating revenue – Operating expense