

Press Release



Q1 2024 FINANCIAL RESULTS OF TCBS

- The pre-tax profit (PTP) for Q1 2024 of Techcom Securities Joint Stock Company (TCBS) was recorded at 1,160 billion VND, an increase of 32% compared to Q4 2023 and 159% compared to the same period last year.
- Total operating income (TOI) reached 1,277 billion VND, an increase of 128% compared to Q1 2023.
- The return on equity (ROE) and return on assets (ROA) for Q1 2024 were 14% and 8%, respectively. TCBS is among the securities companies with the highest profitability ratios in the industry.
- In 2024, TCBS continues to closely adhere to the strategy of become Vietnam's leading Wealthtech player and the "Orchestrator of capital flows," aiming for a market capitalization of 5 billion USD.

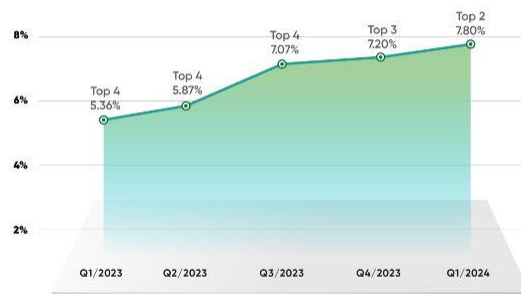
ANALYSIS OF BUSINESS RESULTS

Brokerage

Ranking and stock brokerage market share of TCBS on HOSE



Ranking and stock brokerage market share of TCBS on HNX



- Revenue from securities brokerage and custody services in Q1 2024 reached 159 billion VND, an increase of 65% compared to the same period last year and 6% compared to Q4 2023.
- TCBS continues to maintain its position in the top 3 securities companies with the largest stock brokerage market share, reaching 6.56% on the HoSE and increasing its brokerage market share from the third position in Q4 2023 (7.2%) to the second position (7.8%) on the HNX. This is a testament to the company's correct strategy of pioneering the application of technology to create superior accumulative investment experiences for customers without the need to maintain a brokerage force like other traditional securities companies. TCBS is also a pioneer in applying a lifetime zero fee policy for all customers, thereby helping customers optimize the performance of stock investments through the company's online platform. In Q1 2024, TCBS not only attracted 32,000 new customers but the average transaction volume of existing customers also increased by 127% compared to the same period last year.

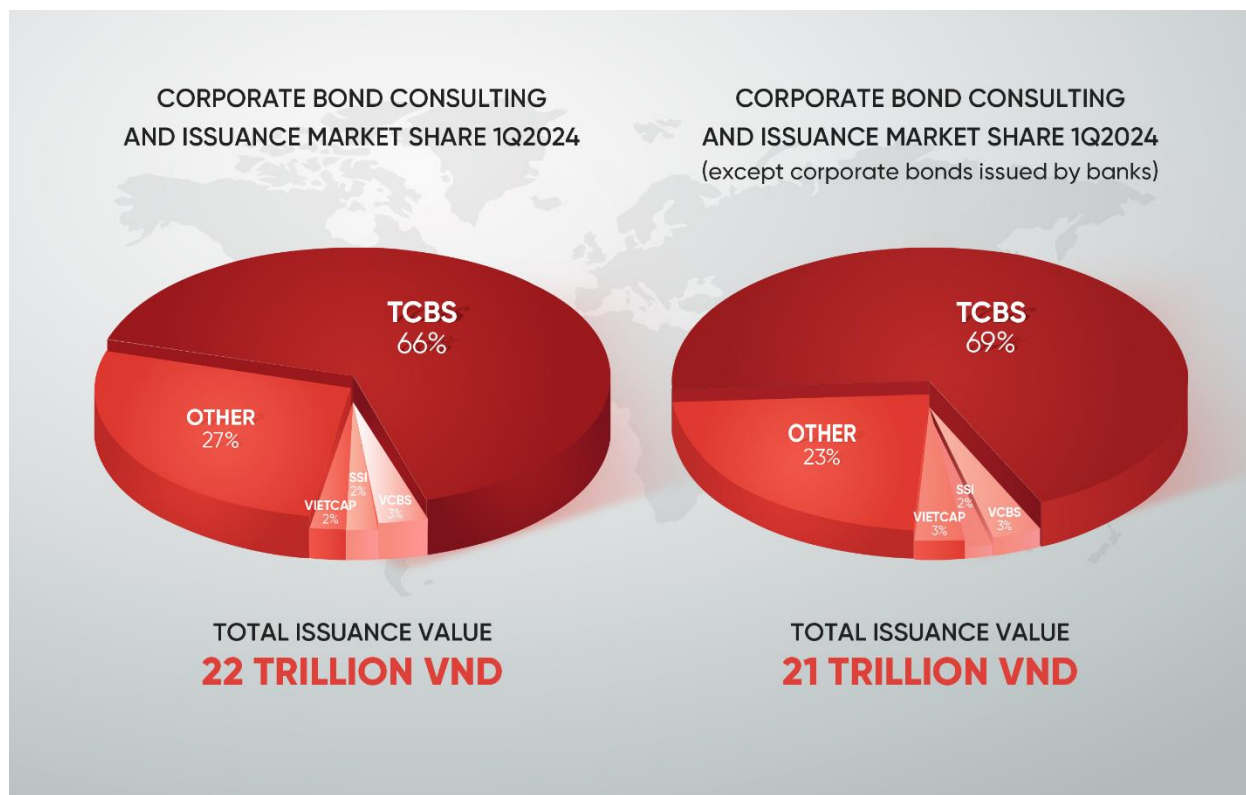
Margin and advance lending

- Revenue from interest on margin loans and cash advances for sales (UTT) in Q1 2024 reached 573 billion VND (up 13% compared to Q4 2023 and up 109% compared to Q1 2023).
- Margin lending and cash advance for sales activities recorded impressive growth thanks to flexibility in pricing models and stringent risk management for the margin lending segment. TCBS aims to compete in the margin lending market share through technology, refining and upgrading the Margin X system, thereby being able to construct interest rates suitable for each customer profile. In Q1 2024, TCBS introduced the most attractive market

offer with an interest rate of 7.89% for ordinary customers who have never incurred a loan margin at TCBS. This policy has created a positive momentum for growth as the outstanding margin loans and cash advances for sales at TCBS as of 31/03/2024 exceeded the record high of nearly 20,000 billion VND.

Investment banking

The investment banking segment recorded revenue of 233 billion VND in Q1 2024, equal to the revenue of the same period last year.



- Q1 2024 witnessed the vibrancy of the corporate bond market with a total issuance value reaching over 22,000 billion VND. The demand for capital mobilization through corporate bonds remained high. Accompanying businesses, in Q1 2024, TCBS successfully advised on the issuance of nearly 15,000 billion VND in corporate bonds, continuing to hold the leading position in the issuance advisory market share with nearly 70% (excluding bonds issued by banks). This achievement affirms TCBS's leading position and superior capability in corporate bond issuance advisory.

Investment and bond distribution

- The capital sourcing and bond distribution segment continued to be the leading income driver for TCBS in Q1 2024, with revenue reaching 729 billion VND (an increase of 122% compared to Q1 2023).
- The context of low interest rates stimulated capital flows into higher-yielding investment channels such as bonds. Seizing the demand, TCBS, with its team of young professionals knowledgeable in both finance and technology, leveraged the power of data to gain deeper insights into customer needs, thereby offering various distinct and effective wealth accumulation investment solutions. In the first three months of 2024, TCBS successfully distributed over 21,000 billion VND of primary bonds to investors (with March sales reaching a record high of over 9,100 billion VND), growing 236% compared to the same period last year.
- In the first three months of 2024, TCBS also intensified the distribution of bonds through the institutional client channel with transaction volume exceeding 12,000 billion VND, contributing significantly to the income of this key business segment.

FINANCIAL SITUATION ANALYSIS

- Total assets reached over 47,000 billion VND at the end of Q1 2024, an increase of 8% compared to the end of 2023.
- The outstanding balance of margin loans and cash advances for sales (UTTB) as of 31/03/2024 reached nearly 20,000 billion VND, growing 19% compared to the end of 2023, thanks to the positive market fluctuations and the superior loan packages offered by TCBS.
- Short-term borrowings and interest-bearing payables as of 31/03/2024 amounted to over 20,931 billion VND, an increase of 16% compared to the end of 2023. In March 2024, TCBS successfully opened more than 1,000 billion VND in credit limits with domestic credit institutions and also successfully raised a syndicated unsecured loan worth up to 60 million USD (equivalent to about 1,450 billion VND) arranged by two of the leading financial institutions in Asia. The mobilization of this syndicated loan has increased the total foreign unsecured loan balance to 338 million USD, among the highest in the securities industry. The company also implemented 100% exchange rate and interest rate hedging for this syndicated loan contract.

CUSTOMERS AND OTHER BUSINESS HIGHLIGHTS IN Q1 2024

Outstanding Personnel with Wealthtech Corporate Culture

- Currently, TCBS has a strong personnel team with about 60% being IT specialists, and the average age is around 30. Notably, TCBS has successfully trained high-quality and rare 'Hybrid' personnel in the Wealthtech culture environment - individuals with dual knowledge and skills in technology and finance. These experts are known as Marketing Technologists, Investment Technologists, Wealthtech Advisors, Financial Data Scientists.
- The Agile model of successful Fintech, Wealthtech companies around the world is also being applied by TCBS, with 25 Scrum teams often regarded as small 'start-ups' within the company, consisting of members from various departments working and communicating daily.
- A culture of continuous innovation and the application of technology to automate operations is widely implemented at TCBS. In March 2024, TCBS organized the final round of the annual TCBS Hackathon programming tournament with the theme of Innovation and Operation Excellence. The tournament made a significant impact as the winning team presented a digital transformation solution for the finance and accounting sector. Additionally, the tournament attracted many teams with unique ideas on applying the latest advanced technologies (Artificial Intelligence and Machine Learning) to solve practical problems in daily business operations.

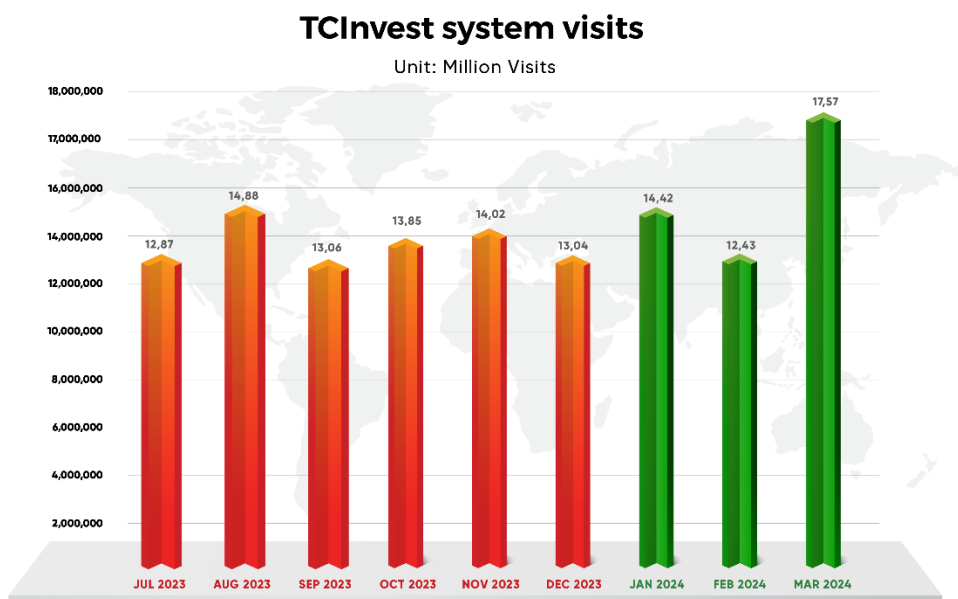


Leveraging Data to Better Understand Customers

- Data is an asset for businesses, and TCBS transforms dry numbers into opportunities and business value by building separate Data mart (local data warehouses) for each of TCBS's business operations. These Data mart stores clean data that is analyzed and synthesized in-depth, characterized to always be ready to optimally serve the core business segments. This enables TCBS to create accurate, sharp analytical reports, serving the development of specialized financial products and making business decisions most effectively.
- Going further, TCBS is currently applying Machine Learning and Generative AI to develop superior features such as predicting investment trends and cash flows; recommending financial products for each specific customer group, and deploying automatic Robos to support customers and internal operations.

Technology Autonomy Creates Distinct Competitive Advantage

- In Q1 2024, the TCInvest system by TCBS achieved impressive performance with 31,187 new account openings, averaging 14.8 million visits each month. The customer satisfaction rating for the TCInvest application on both Appstore and CHPlay reached nearly perfect at 4.8/5.
- Additionally, TCBS continues to focus on developing new features and tools to better serve the needs of customers, with over 183 projects having gone live and been implemented.



- In 2024, TCBS continues to enhance the application of technology in automating operations to digitize the entire processes of storage, delivery, and document in-and-out movements. TCBS uses AI and OCR technology to minimize the risk of discrepancies between hard copies and original versions in the system. Additionally, the application of QR codes in entering bond trading orders has made TCBS one of the fastest order entry units in the market, contributing to maintaining its leading position in the bond market share.

APPENDIX: MAIN ITEMS ON THE FINANCIAL STATEMENTS

Some financial indicators (Billion VND)	1Q23	2Q23*	3Q23	4Q23*	1Q24	Q/Q	Y/Y
Operating Income	931	1,084	1,702	1,540	1,694	10%	82%
Brokerage	96	122	160	150	159	6%	65%
Margin and Advance lending	274	398	424	507	573	13%	109%
Investment banking	233	224	325	243	233	-4%	0%
Investment & Bond distribution	328	340	793	640	729	14%	122%
Operating Expenses	190	177	146	152	151	0%	-20%
Brokerage	51	66	109	116	104	-10%	103%
Margin and Advance lending	11	7	7	13	11	-9%	-1%
Investment banking	(0)	(0)	(0)	0	1	-	-
Investment & Bond distribution	127	104	31	24	34	46%	-73%
Financial Income	4	1	7	7	6	-7%	73%
Financial Expenses	184	255	295	347	271	-22%	47%
Other Income	(0)	(0)	(0)	(1)	(0)	-98%	-95%
Total Operating Income	561	653	1,268	1,047	1,277	22%	128%
General and Administrative expenses	112	101	119	167	117	-30%	4%
Profit before tax	448	552	1,148	880	1,160	32%	159%
ROA Ratio (Calculated for the last 12 months)	7%	6%	6%	7%	8%	1%	1%
ROE Ratio (Calculated for the last 12 months)	17%	12%	12%	13%	14%	1%	-3%

Some financial indicators (Billion VND)	1Q23	2Q23*	3Q23	4Q23*	1Q24	Q/Q	Y/Y
Total Assets	25,115	34,773	38,392	43,788	47,185	8%	88%
Cash and Cash Equivalents	2,039	5,761	4,172	4,582	2,078	-56%	-1%
Margin and Advance lending	9,503	10,182	12,827	16,619	19,839	19%	109%
Available-for-Sale Financial Assets (AFS)	8,683	14,773	16,612	15,041	19,152	27%	121%
Total Liabilities	13,787	12,771	15,432	20,159	22,632	12%	64%
Short-term Borrowings and Interest-bearing liabilities	12,267	11,491	13,142	18,062	20,931	16%	70%
Long-term borrowings	673	592	1,289	956	714	-17%	18%
Owner's Equity	11,329	22,002	22,960	23,630	24,553	4%	117%
Total borrowings/ Owners' Equity	114%	55%	63%	80%	88%	8%	-26%
Net Borrowing /Owners' Equity	96%	29%	45%	61%	80%	19%	-16%
Total liabilities/Total Assets	55%	37%	40%	46%	48%	2%	-7%

(*) Figures have been audited/reviewed

<p><u>Notes:</u></p> <p>1Q, 2Q, 3Q, 4Q – Quarter 1, 2, 3, 4</p> <p>Y/Y – Year over year</p> <p>Q/Q – Quarter on quarter</p>	<p>ROA – Return on Assets</p> <p>ROE – Return on Equity</p> <p>TOI – Total Operating Income (Operating Income - Operating Expenses + Financial Revenue - Financial Expenses + Other Income)</p> <p>Net Debt – Total Borrowings minus Cash & Cash Equivalents</p>
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