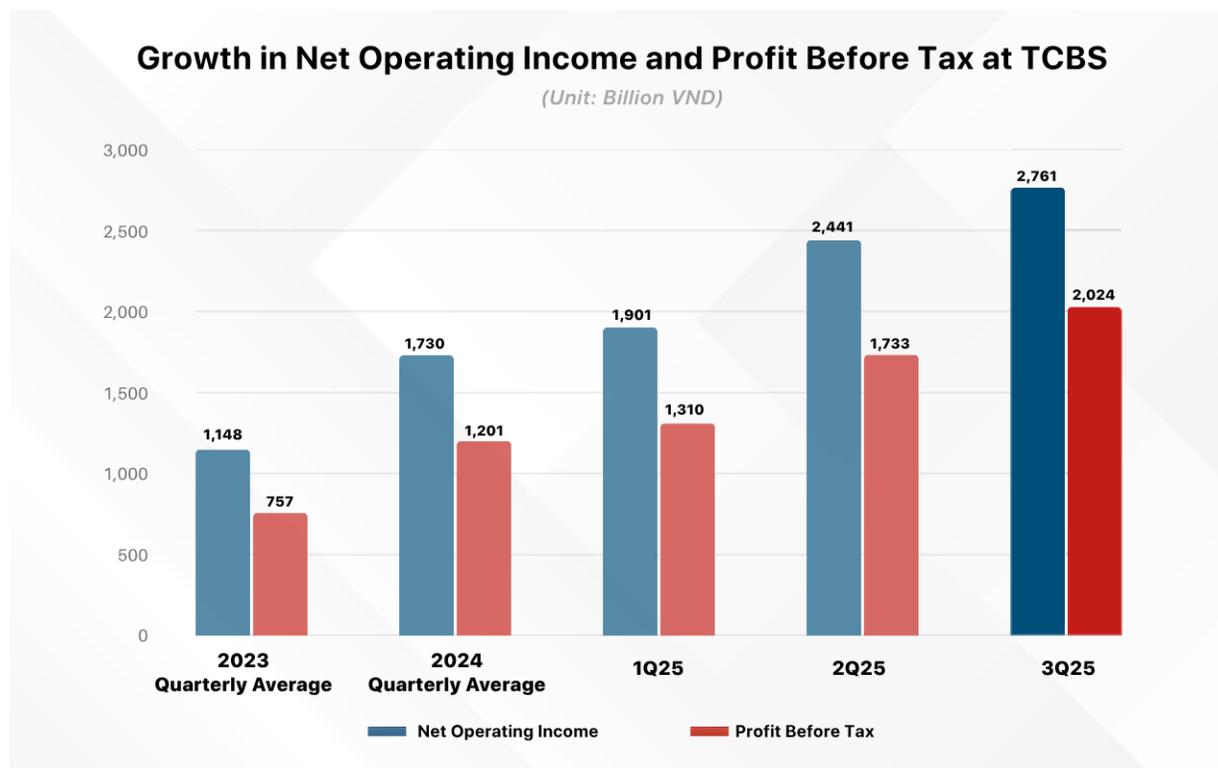




**TCBS (HOSE: TCX) REPORTED VND 5 TRILLION IN PRE-TAX PROFIT,
ACHIEVING 90% OF FULL YEAR GUIDANCE**

Sustained profit growth momentum

- ▶ In 3Q25, Techcom Securities (TCBS) recorded a pre-tax profit (PBT) of VND 2,024 billion, marking a remarkable 85% year-on-year increase. For the first 9 months of 2025, the Company achieved a cumulative PBT of VND 5,067 billion, up 31% compared to the same period in 2024, fulfilling nearly 90% of its full-year target.
- ▶ TCBS has consistently delivered robust quarterly profit growth over the years, with average quarterly PBT rising from VND 750 billion in 2023 to VND 1,200 billion in 2024, and reaching nearly VND 1,700 billion per quarter as of 3Q25 2025. Rather than relying on proprietary equity trading, the Company's profit growth is driven by all core business segments, including brokerage, margin lending, capital markets, and distribution of bonds and fund certificates. This diversified revenue base has enabled TCBS to achieve sustainable profit growth with limited exposures to stock market volatility across different market cycles.
- ▶ 3Q25 continued to witness outstanding growth, with total net revenue increasing by 62% year-on-year across all four key business segments. As a result, TCBS maintained its leading profitability in the securities industry with a Return on Equity (ROE) of 15.8%, and a Return on Assets (ROA) of 7.8%.



TCBS has successfully completed its initial public offering (IPO), becoming Vietnam’s largest securities firm by equity

- ▶ In September, TCBS successfully completed its initial public offering (IPO), raising over VND 10.8 trillion in additional capital. The offering attracted strong interest from both domestic and foreign investors, with total demand exceeding the offering size by 2.5 times. Following the IPO, TCBS increased its charter capital and total equity to VND 23,113 billion and VND 42,478 billion, respectively, solidifying its position as the largest securities firm in Vietnam by both metrics.
- ▶ Among the 34,000 subscription orders from individual investors, 90% were submitted online via the iPO feature on the TCInvest platform. This impressive figure underscores the Company’s technology edge and the strength of its Wealthtech strategy, reaffirming TCB’s pioneering role in capital market digitalization and its commitment to delivering a modern, seamless and differentiated investment experience.
- ▶ On October 9, over 2.3 billion shares of the Company (ticker: TCX) were approved for listing on the Ho Chi Minh City Stock Exchange (HOSE), with a total par value of VND 23,113 billion. According to HOSE’s official announcement, TCX shares will commence trading on October 21, 2025, with a reference price of VND 46,800 per share on the first trading day, marking one of the most anticipated events of the year.

Empowering innovation through Technology and Data to deliver smarter, more personalized investment experiences

- ▶ Upholding its “customer-centric” philosophy and leveraging advanced data and technology capabilities, TCBS has introduced “Smarty Shark” (Mập Thông Thái), an AI-powered virtual advisory tool designed to deliver personalized investment portfolio recommendations based on AI and real-time market data. The Company also launched “iReward” feature on TCInvest — an intelligent rewards portal that offers customers comprehensive access to promotional programs and automated benefit optimization for each investor.
- ▶ In line with its WealthTech strategy, TCBS continues to develop and enhance a suite of differentiated financial products with high technological integration, including the iCopy social investment platform, the Robo-Advisor automated financial planning tool, and the iTracker automated investment strategies. Furthermore, TCBS has established itself as a market maker, leveraging blockchain technology to ensure security and transparency across its pioneering trading platforms such as iConnect for bonds and Fundmart for fund certificates trading which have attracted partnership with leading institutions including Vinacapital, SSI, Dragon Capital, and UOB, as well as a growing base of individual investors.

ANALYSIS OF BUSINESS RESULTS**Brokerage and Custody Services**

- ▶ In 3Q25, revenue from brokerage and custody services totaled VND 106 billion, marking a 21% increase quarter-on-quarter and a remarkable 153% surge year-on-year. The number of new active clients rose sharply by 85% compared to 2Q25.
- ▶ During the quarter, TCBS continued to expand its market share, maintaining its position among the top 3 brokerage firms on the HOSE with at 7.75% market share, and securing the No.2 position on the HNX with an 8.81% share – marking the 11th consecutive quarter of market share growth.
- ▶ The fund certificate distribution segment also saw strong momentum, with 3Q25 sales exceeding VND 6,000 billion, driven by the Fundmart’s strong expansion. As of September 30, 2025, the Fundmart platform onboarded 29 asset management funds from 11 prominent fund management companies, serving approximately 3,600 active investors. Weekly trading volume on the platform reached VND 538 billion, up 14% from 2Q25.

Margin Lending and Advance to Investors

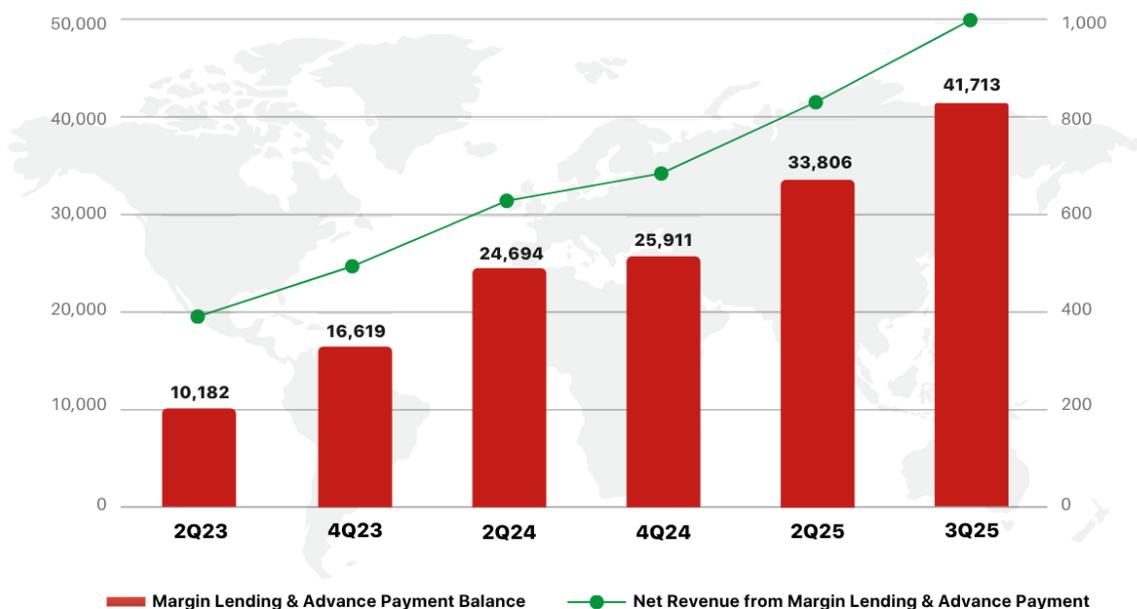
- ▶ In 3Q25, interest income from margin lending and advance payment services was VND 998 billion, surpassing its previous record in 2Q25 by 20% and increasing 44% year-on-year.
- ▶ As of September 30, 2025, the Company’s outstanding margin and advance balances totaled VND 41,713 billion — up 23% quarter-on-quarter and 64% year-on-year. This impressive performance

was driven by TCBS’s competitive pricing policies, as well as promotional schemes targeting first-time users, resulting in a nearly 30% increase in new clients compared to 2Q25.

- ▶ Following the its successful capital raise through its IPO, TCBS has strengthened its capital base, with a loan-to-equity ratio of just 0.98- well below the regulatory cap of 2 times. This positions the Company with robust capital adequacy and financial resilience to sustain its strong growth trajectory.

TCBS Margin Lending and Advance to Investors Balance & Net Revenue

(Unit: Billion VND)



Investment Banking

- ▶ In 3Q25, TCBS recorded net income of VND 509 billion from its investment banking, representing a 45% year-on-year increase. Total value of bond issuance in the first 9 months amounted to nearly VND 54,000 billion, accounting for 42% of the market share - reinforcing TCBS’s leading position in Vietnam’s corporate bond market.

Investment and Bond Distribution

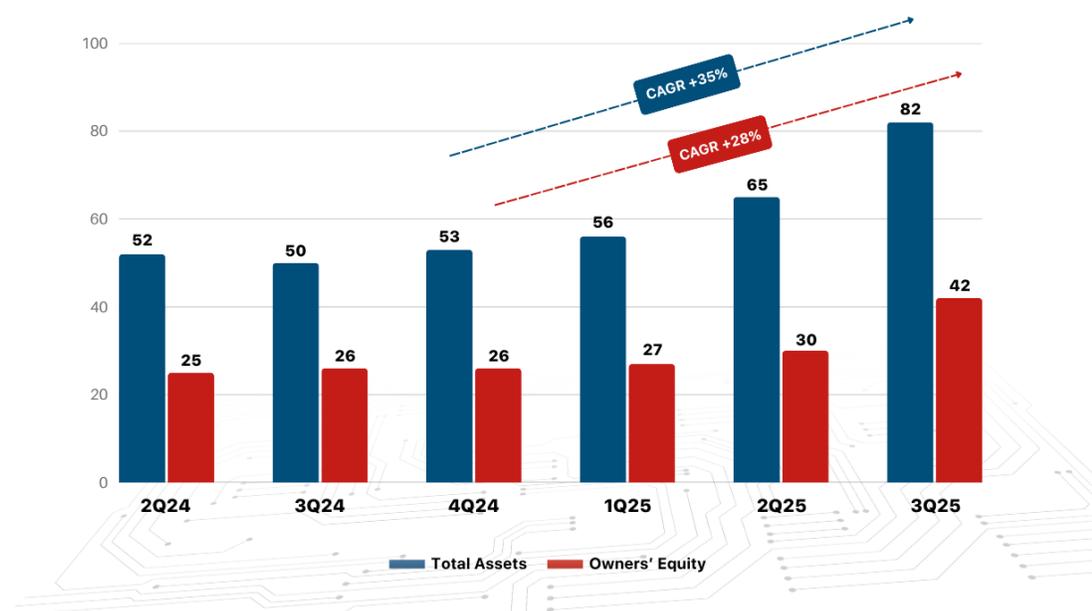
- ▶ Net revenue from capital markets and bond distribution in 3Q25 reached VND 1,148 billion, up 28% quarter-on-quarter and 86% year-on-year.
- ▶ Year-to-date, TCBS successfully distributed more than VND 51,000 billion in corporate bonds to individual investors. Notably, the Company’s online bond marketplace, iConnect platform, recorded over VND 15,500 billion in transaction volume during the first 9 months, reflecting a 95% increase compared to the same period last year.

FINANCIAL HIGHLIGHTS

- ▶ As of September 30, 2025, TCBS’s total assets reached VND 81,773 billion, up 26% quarter-on-quarter and 54% year-on-year. The key drivers of asset growth were margin lending and increased investment in financial assets to optimize capital utilization.
- ▶ Notably, in September, TCBS successfully completed its initial public offering (IPO), issuing over 231 million shares and raising more than VND 10,800 billion from both domestic and international investors. As a result, the Company’s charter capital and total equity as of September 30, 2025 stood at VND 23,113 billion and VND 42,478 billion, respectively — further cementing TCBS’s position as Vietnam’s largest securities company by equity.

Total Assets and Owners' Equity of TCBS

(Unit: trillion VND)



WEALTHTECH HIGHLIGHTS IN 3Q25

- ▶ During the first nine months of 2025, TCBS continued to accelerate its digital transformation. The TCInvest platform sustained high levels of user engagement, averaging 17 million visits per month and welcoming over 100,000 new accounts year-to-date.
- ▶ Expanding its customer-centric digital ecosystem, TCBS launched the iReward feature in 3Q25 — a one-stop hub that consolidates all reward programs, personalizes offers based on each customer’s investment journey, and enables flexible redemption of iXu points into tangible benefits.
- ▶ At the same time, TCBS introduced an enhanced version of its AI-powered chatbot “Mập Thông Thái” (Clever Shark), built on next-generation AI Agent technology. Unlike conventional chatbots,

Smart Mập can reason, search, and analyze stocks like a professional analyst — even providing financial forecasts for 2025–2029 to help investors plan sustainable strategies.

- ▶ TCBS’ relentless efforts to elevate the digital investment experience have earned the Company multiple prestigious accolades. These include three awards at the 2025 Financial Advisory Summit – Outstanding Brokerage Service, Excellence in Technology & Digital Transformation, and Innovative Personal Finance Solution, as well as the Vietnam’s Outstanding Digital Fintech Award at the 2025 Asian Technology Excellence Awards.



- ▶ TCBS continued to roll out customer appreciation initiatives, with the upgraded iLucky Spin campaign attracting 160,000 participants in 3Q25 alone and distributing over 51 million iLucky tickets, including a grand prize of 100 taels of 999.9 gold alongside a wide range of attractive rewards.
- ▶ On the infrastructure front, Amazon Web Services (AWS) highlighted TCBS as a benchmark financial enterprise leveraging Amazon EKS and AWS Graviton technologies, enabling TCBS to reduce server costs by up to 30%, underscoring the firm’s commitment to sustainable digital transformation. These milestones further solidify TCBS’s position as Vietnam’s leading WealthTech pioneer, driving innovation and shaping the future of digital investing.

APPENDIX: SELECTED KEY ITEMS ON THE FINANCIAL STATEMENTS

Financial Indicators of TCBS (VND billion)	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	Q/Q	Y/Y
Net income from operating activities	1,542	2,081	1,705	1,592	1,901	2,441	2,761	13%	62%
Brokerage and Custody services	55	46	42	75	73	88	106	21%	153%
Margin Lending and Advance to investors	61	628	695	684	718	829	998	20%	44%
Investment Banking	232	538	351	223	414	627	509	-19%	45%
Investment & Bond distribution	694	868	617	610	697	897	1,148	28%	86%
Net expenses from financial activities	(265)	(345)	(472)	(468)	(453)	(560)	(566)	1%	20%
Total operating income (TOI)	1,277	1,736	1,233	1,123	1,448	1,881	2,195	17%	78%
General and administrative expenses	(117)	(123)	(136)	(191)	(138)	(148)	(171)	16%	26%
Profit before tax	1,160	1,612	1,097	933	1,310	1,733	2,024	17%	85%
CIR	14%	11%	14%	18%	12%	12%	14%	2%	0,0%
ROA (last 12 months)	7.9%	8.9%	8.3%	7.8%	7.6%	7.3%	7.8%	0.5%	-0.5%
ROE (last 12 months)	14.3%	16.4%	15.7%	15.4%	15.3%	15.1%	15.8%	0.7%	0.1%



Key balance sheet items (VND billion)	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	Q/Q	Y/Y
Total Assets	47,193	52,021	49,868	53,244	56,330	65,134	81,773	26%	64%
Cash and Cash Equivalents	2,078	2,775	3,266	2,865	2,310	2,998	5,292	77%	62%
Margin Lending and Advance to Investors	19,839	24,694	25,483	25,911	30,472	33,806	41,713	23%	64%
Available-for-Sale Financial Assets	19,152	18,783	13,496	17,671	16,229	21,172	27,079	28%	101%
Total Liabilities	22,632	27,378	24,279	26,947	29,035	35,071	39,294	12%	62%
Short-term Borrowings and Interest-bearing Liabilities	20,931	22,439	19,001	24,098	27,750	32,007	34,742	9%	83%
Long-term Issued Bonds	714	2,596	3,873	1,006	4	1,500	1,000	-33%	-74%
Owners' Equity	24,553	24,643	25,589	26,297	27,295	30,063	42,478	41%	66%
Total Borrowings/ Owners' Equity	88%	102%	89%	95%	102%	111%	84%	-27%	-5%
Total Borrowings/ Owners' Equity	80%	90%	77%	85%	93%	101%	72%	-29%	-5%
Total Liabilities/Total Assets	48%	53%	49%	51%	52%	54%	48%	-6%	-1%

Note:

1Q, 2Q, 3Q, 4Q – Quarter 1,2,3,4

Y/Y – Year-over-Year

Q/Q – Quarter-over-Quarter

FY – Full year

PBT – Profit before tax

ROA – Return on Assets

ROE – Return on Equity

TOI – (Operating Income - Operating Expenses

+ Financial Revenue - Financial Expenses + Other Income)

Net Borrowings – Total borrowings minus Cash & cash equivalents

Net Operating Income – (Operating Revenue – Operating Expenses)

CIR - [Operating Expenses (excluding Losses/Expenses from financial assets) + G&A Expenses] / (Operating Revenue - Losses/Expenses from financial assets)]