

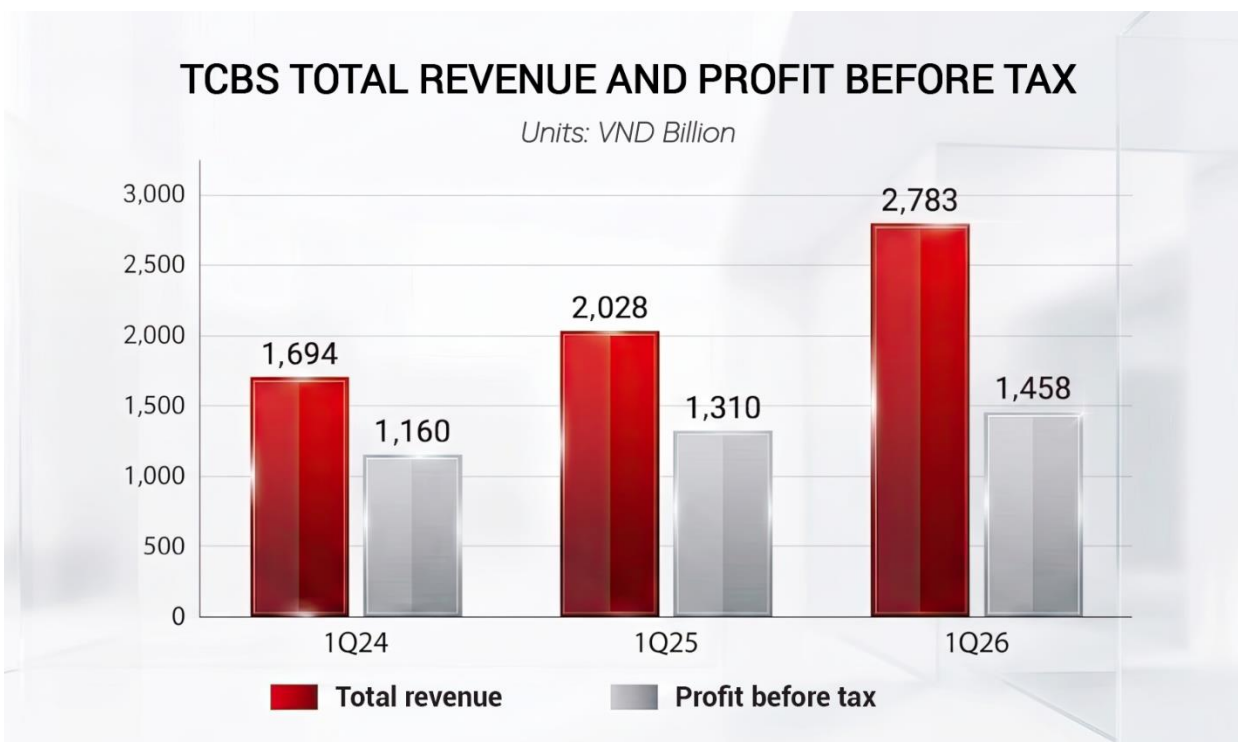


**TECHCOM SECURITIES JOINT STOCK COMPANY (HOSE: TCX)
1Q2026 FINANCIAL RESULTS**

Techcom Securities JSC (“TCBS” or the “Company”) announces its financial results for the first quarter of 2026, reporting total revenue of VND 2,783 billion, up 37% year-on-year, reflecting a sustainable growth trajectory amid a volatile macroeconomic backdrop. Pre-tax profit reached VND 1,458 billion, an 11% increase versus 1Q2025, tracking in line with the Company’s full-year 2026 business plan.

Key Highlights

- TCBS continued to rank among the market’s leading securities firms by equity, achieving strong capital efficiency, with ROE of 15.4%, ROA of 7.8%, and a cost-to-income ratio (CIR) of 14.8% – among the lowest in the industry – demonstrating operational leverage supported by a technology-driven business model.
- Across its core business lines, TCBS consolidated its market-leading positions. The Company maintained its #1 ranking in corporate bond issuance advisory with an 86% market share (excluding bank bonds); retained a Top 3 position on HOSE with an equity brokerage market share of 8.9%, and Top 2 on HNX at 9.5%. The margin lending and advances on sale proceeds services continued to lead the market with outstanding balances exceeding VND 44.7 trillion. Bond distribution and fund certificate distribution remained highly competitive, supported by Techcombank’s integrated financial-insurance-banking ecosystem.

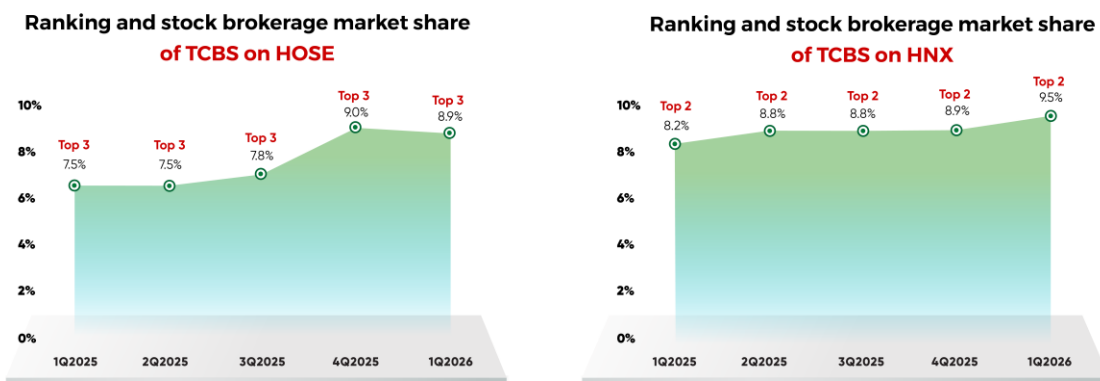


- In the tokenized asset space, Techcom Crypto Exchange JSC (TCEX) – in which TCBS holds a founding equity stake – was among the first seven entities to file for a tokenized asset market operator license under Government Resolution 05/2025/NQ-CP, and is one of five applicants assessed by the Ministry of Finance as fully compliant with licensing requirements, affirming TCBS’s readiness to capitalize on this high-potential emerging market.
- On technology and AI transformation, TCBS made significant progress in transitioning to an Agentic AI operating model, while expanding its internal AI ecosystem to drive operational automation and build sustainable, technology-based competitive advantages.

Business Performance

Margin Lending & Advances on Sale Proceeds

- The margin lending and advances on sale proceeds segment continues to be a primary growth engine, generating net operating income of VND 1,211 billion in 1Q2026, up 69% year-on-year and contributing 52% of total net income.
- Outstanding margin loans surpassed VND 44.7 trillion, up 47% year-on-year. The margin loan-to-equity ratio stood at 98%, well below the 200% regulatory ceiling, leaving ample room for growth in subsequent periods. The Company also rolled out competitive rate offerings, including a 7.89% p.a. introductory package for first-time borrowers, to grow its client base in a high-rate environment.



Brokerage & Custody

- Brokerage and custody net income reached VND 85 billion, a 17% year-on-year increase.
- Alongside its zero-commission policy, TCBS proactively upgraded its institutional trading infrastructure to prepare for expected foreign capital inflows following Vietnam’s reclassification to FTSE Secondary Emerging Market status in September 2026. New capabilities rolled out include Bloomberg order placement, conditional block trading (Dark Pool), and algorithmic order execution via TWAP and Iceberg strategies.
- The Fundmart platform continues to broaden its product offering with 31 funds from leading asset managers, accounting for 55% of the domestic open-end fund NAV – reinforcing its standing as the leading digital fund distribution platform. In the quarter, fund certificate distribution value reached approximately VND 3.3 trillion, with an average of 12,000 active investors per month, up 33% year-on-year. March set a new all-time record with over 15,000 transacting clients.

Investment Banking

- Investment banking net income totaled VND 526 billion, up 27% year-on-year.
- Total corporate bond issuance arranged in the quarter amounted to approximately VND 28 trillion, representing an 86% market share (excluding bank bonds), further entrenching TCBS’s leadership in debt capital markets advisory and arrangement.

1Q26 Corporate bond issuance advisory market share

(Excluding the banking sector)



Capital Markets and Bond Distribution

- Net income from capital markets and bond distribution reached VND 527 billion, down 24% year-on-year, primarily due to the high interest rate environment. The Company expects this segment to recover in subsequent quarters as newly issued bonds from 1Q2026 – carrying more competitive coupon rates – begin to flow through the distribution pipeline.
- During the quarter, TCBS distributed VND 18,600 billion in corporate bonds, up 3% year-on-year, reflecting stable demand for fixed-income products. The iConnect online secondary bond trading platform continued to receive strong client adoption, with total trading volume in Q1 reaching nearly VND 3,400 billion, a 23% increase compared to 1Q2025.
- On the infrastructure front, TCBS became the first securities company to pass all evaluation rounds with HNX to connect online with the HNX private corporate bond trading system, fully replacing manual order entry. This advancement significantly reduces transaction processing time, with a capacity of handling thousands of orders per minute.

Financial Position

- As of March 31, 2026, TCBS's total assets and equity reached VND 88,665 billion and VND 45,466 billion, respectively, up 10% and 3% compared to year-end 2025. Financial safety ratios remained

within prudent levels. Total debt-to-equity stood at 0.89x; the margin loan-to-equity ratio was 98%, well below the regulatory maximum.

- On funding structure, TCBS continued to diversify and deepen partnerships with international financial institutions to strengthen liquidity and enhance resilience against market volatility. In 1Q2026, the Company executed a long-term convertible loan of USD 50 million with DEG – the development finance institution of KfW (German Development Bank). Additionally, in April 2026, TCBS set a new record with a USD 488 million syndicated loan facility – the largest ever recorded for a securities firm in Vietnam – marking the third consecutive year in which TCBS has established a new benchmark in international capital markets access.

WealthTech Milestones

- In 1Q2026, TCBS saw robust growth in both client acquisition and digital engagement, with over 53,700 new accounts opened, up 124% year-on-year.
- Cybersecurity and risk governance capabilities were reaffirmed against global operational standards, with international benchmark scores including a Microsoft Secure Score of 83.92/100 and AWS Foundation Security Best Practices score of 84/100.
- TCBS fostered an “AI First” culture across the enterprise, deploying four-language automated translation (English, Korean, Japanese, Chinese) on TCInvest to enhance transparency and accessibility for foreign investors, thereby facilitating international capital flows. Concurrently, the internal AI ecosystem (AI Studio) was expanded with solutions including OCR Suite (data digitization), Image Generation (visual content creation), Guardrail (sensitive data protection), and Tool Hub (workflow automation). The deployment of the Kiro IDE tool to 100% of technology personnel marks a defining step in the Company’s transition to an Agentic AI operating model.
- Looking ahead to 2Q2026, TCBS is targeting full transition to an “AI Native” enterprise, operating with lean organizational units and progressively institutionalizing the Agentic AI model across all business functions.
- These technology and operational innovations were recognized by The Asset magazine through three awards: Best Financial AI Project in Vietnam, Best IPO in Vietnam, and Best Syndicated Loan in the Securities Sector.

2026 Outlook

Entering 2026, the macroeconomic environment is expected to remain subject to geopolitical headwinds and elevated energy prices, which in turn are likely to sustain inflationary pressures and keep interest rates elevated over the medium term.

Against this backdrop, long-term wealth management demand is expected to sustain its growth trajectory, driven by portfolio diversification trends into fixed income, fund certificates, and emerging asset classes

including tokenized assets, gold, and structured products. Additionally, Vietnam's FTSE Russell reclassification to Emerging Market status in September 2026 is anticipated to be a powerful catalyst for foreign institutional capital inflows, creating significant opportunities for TCBS's institutional brokerage segment.

On this basis, TCBS has set its full-year 2026 targets at revenue of VND 13,227 billion and pre-tax profit of VND 7,535 billion – representing growth of 26% and 18%, respectively, versus 2025 on a normalized basis (excluding one-off income recognized in 4Q2025).

Appendix: Key Financial Statement Items

	1Q26	4Q25	1Q25	QoQ	YoY
Income Statement					
<i>(Key metrics, VND billion)</i>					
Total Revenue	2,783	3,365	2,028	-17%	37%
Net Operating Income	2,351	2,901	1,901	-19%	24%
<i>Brokerage & Custody</i>	85	89	73	-4%	17%
<i>Margin Lending & Advances on Sale Proceeds</i>	1,211	1,119	718	8%	69%
<i>Investment Banking</i>	526	468	414	12%	27%
<i>Capital Markets & Bond Distribution</i>	527	1,225	697	-57%	-24%
Net Financial Expenses	(731)	(657)	(453)	11%	61%
Total Operating Income	1,620	2,244	1,448	-28%	12%
Management Expenses	(161)	(203)	(138)	-20%	17%
Profit Before Tax	1,458	2,041	1,310	-29%	11%
Operating Efficiency Metrics					
ROE (Net Profit / Equity)	15.4%	16.7%	15.3%	-1.3%	0.1%
ROA (Net Profit / Total Assets)	7.8%	8.4%	7.6%	-0.6%	0.2%
Cost-to-Income Ratio (CIR)	14.8%	14.8%	12.3%	0.0%	2.5%
Average Pre-Tax Profit per Employee (VND Billion)	2.5	3.5	2.5	-29%	-3%

	31/03/2026	31/12/2025	31/03/2025	Q/Q	N/N
Balance Sheet <i>(Key metrics, VND billion)</i>					
Total Assets	88,665	80,632	56,330	10%	43%
Cash & Cash Equivalents	5,493	3,108	2,310	77%	35%
Held-to-Maturity Investments (HTM)	1,406	3,657	2,854	-62%	28%
Loans	44,754	43,860	30,472	2%	44%
Available-for-Sale Financial Assets (AFS)	32,249	25,218	16,229	28%	55%
Total Liabilities	43,198	36,533	29,035	18%	26%
Short-Term Borrowings	37,356	31,080	23,175	20%	34%
Bonds (Short & Long-Term)	3,007	3,014	4,580	0%	-34%
Owners' Equity	45,466	44,100	27,295	3%	62%
Capital Adequacy & Funding Structure					
Debt-to-Equity	89%	77%	102%	11.5%	-12.9%
Margin Loans / Equity	98%	99%	112%	-1.0%	-13.2%

Notes:

1Q, 2Q, 3Q, 4Q – Quarter 1, 2, 3, 4

YoY – Year-on-Year

QoQ – Quarter-on-Quarter

ROA – Return on Assets

ROE – Return on Equity

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

Net Operating Income = (Operating Revenue – Operating Expenses)

CIR = [Operating Expenses (excluding losses/expenses from financial assets) + Management Expenses] / (Operating Revenue – Losses/Expenses from financial assets)