

# EARNINGS RELEASE

## 2Q2024

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**VNDIRECT SECURITIES CORPORATION**



## ❖ Market performance 1H2024

- VN-Index reached 1245.32 points, +10.2% from the end of last year.
- The average trading value reached nearly \$1bn per session, +40% vs last year.
- The total market cap reached more than \$282bn.
- The number of securities accounts reaching more than 8mn accounts.

**2H2024:** Focus on re-architecting the system as well as building the company's internal capabilities to improve the efficiency.

Cyber-attack made hugely impact on VNDIRECT businesses, in both ways. We are re-shaping our technology foundation for the future.

Our performance in the first half has laid a solid foundation which we are well-positioned in the retail brokerage and capital market business.

# FINANCIAL HIGHLIGHTS 1H24

## Total Assets

VND **45,153** bil  **8%**

## Owner's Equity

VND **17,284** bil  **5%**


## Net Revenue Capital Market

VND **782** bil  **200%**

## Net Revenue Securities Services

VND **785** bil  **25%**

## Profit After Tax (PAT)

VND **962** bil  **71%**

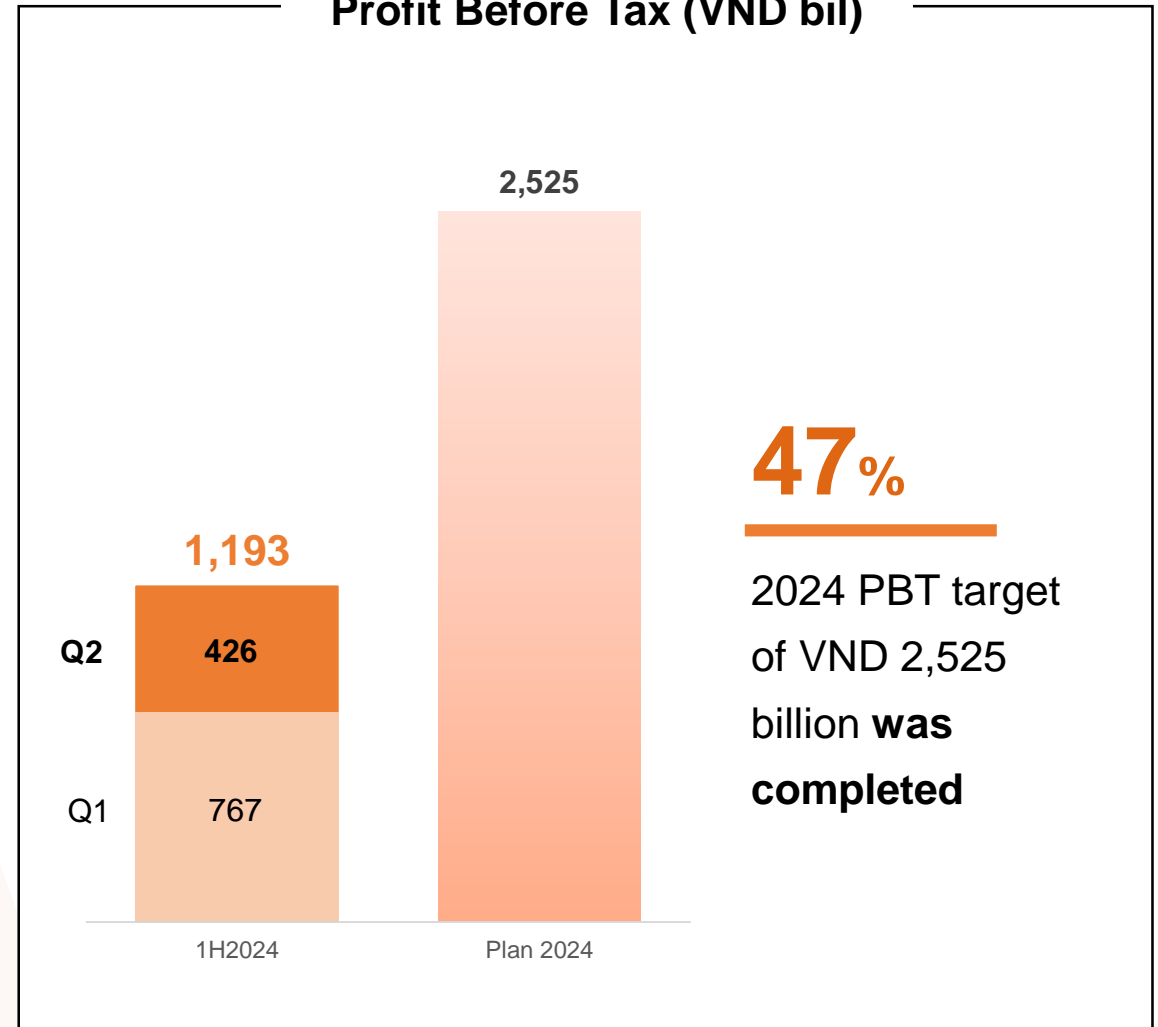
## ROEA

**14.8%**

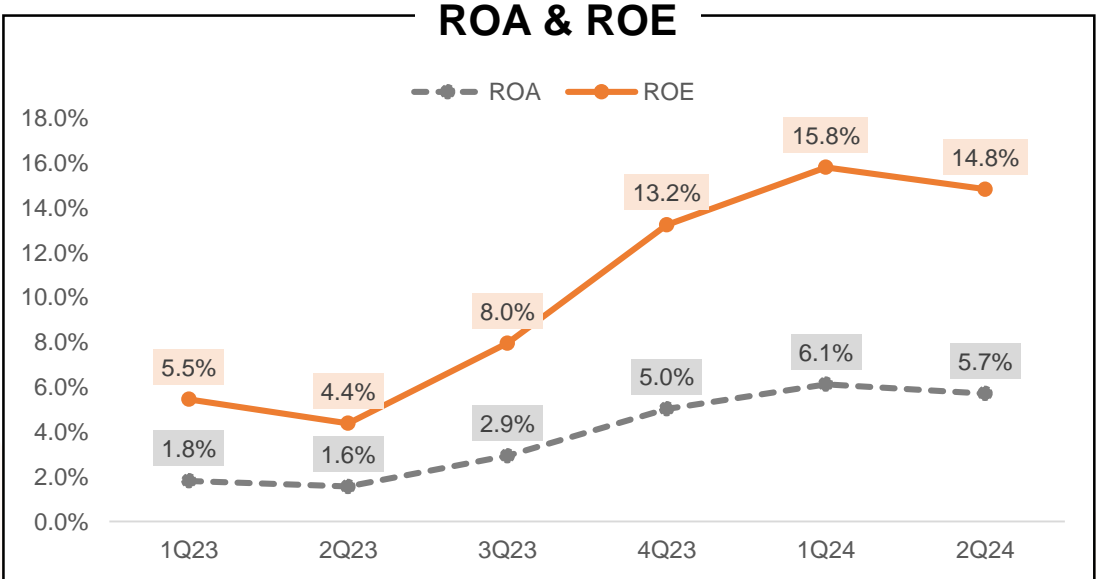
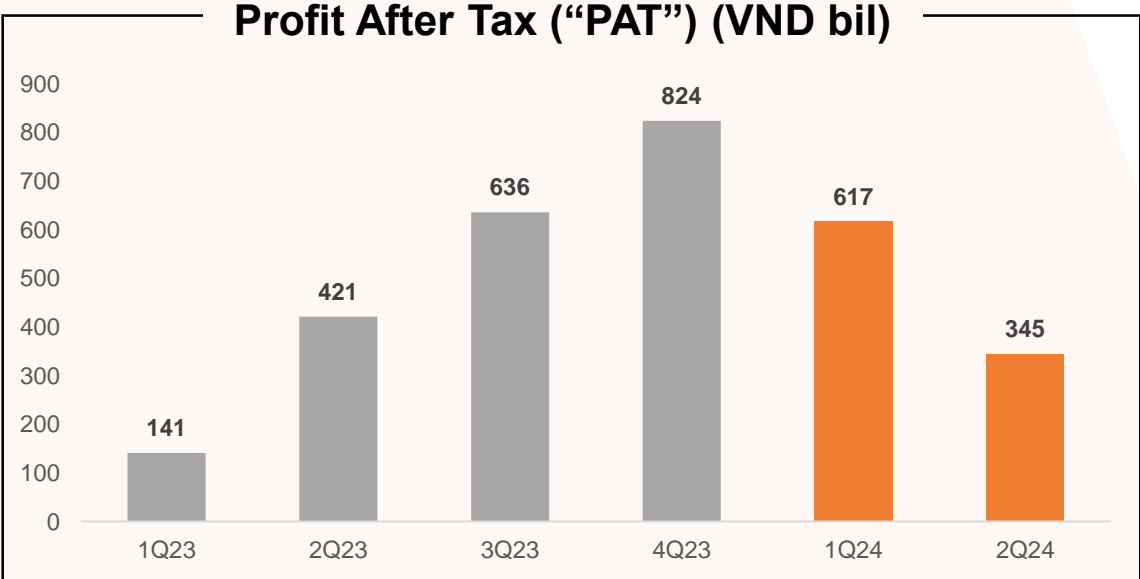
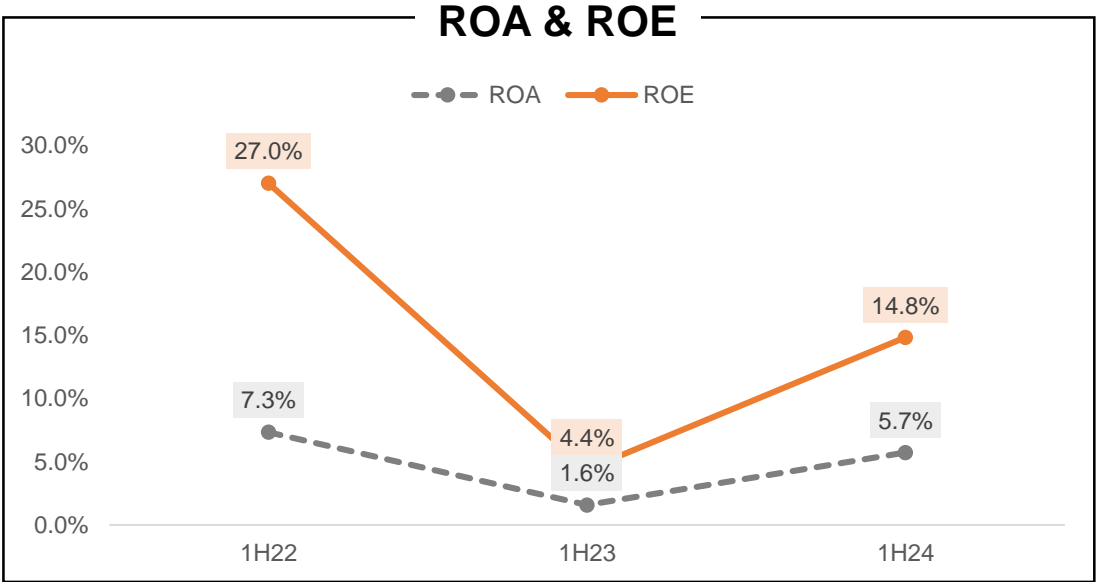
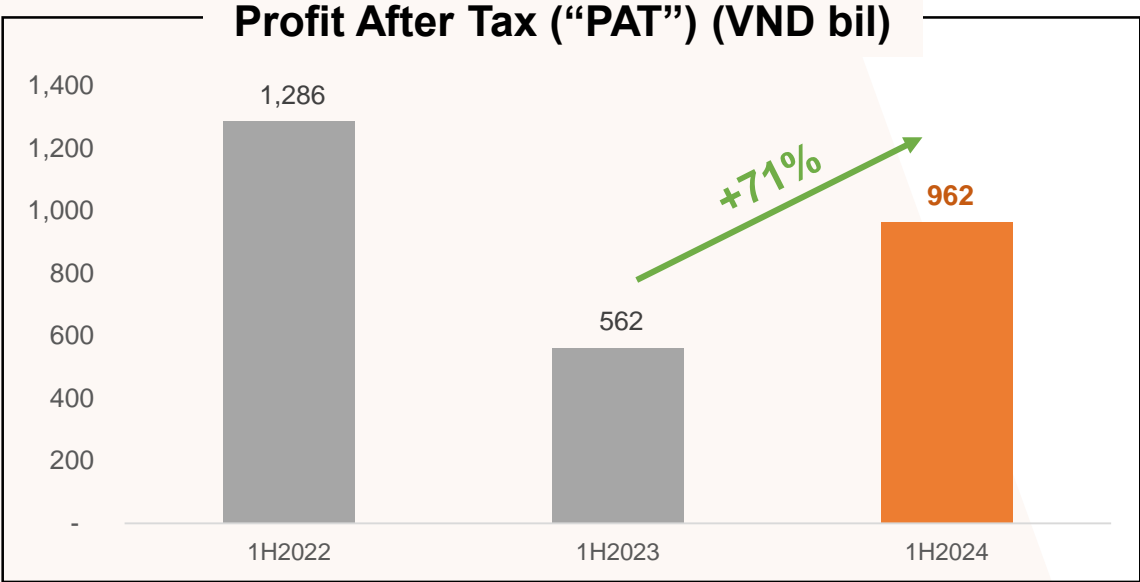
## ROAA

**5.7%**

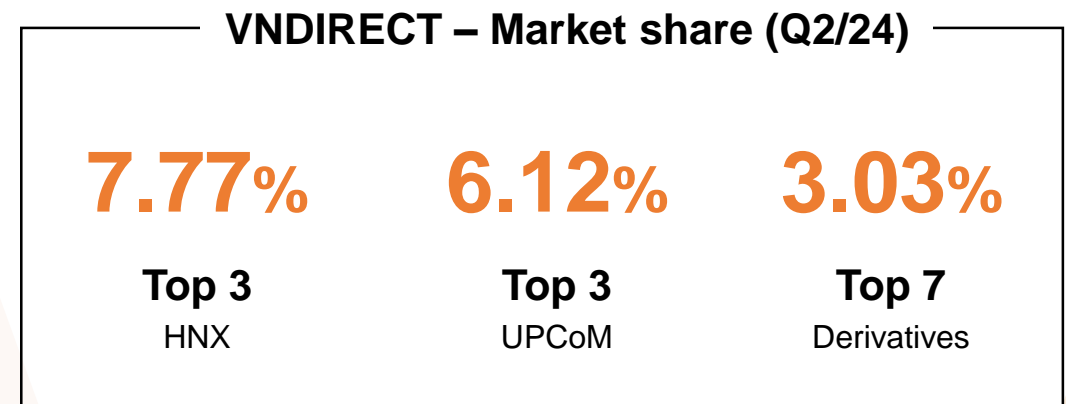
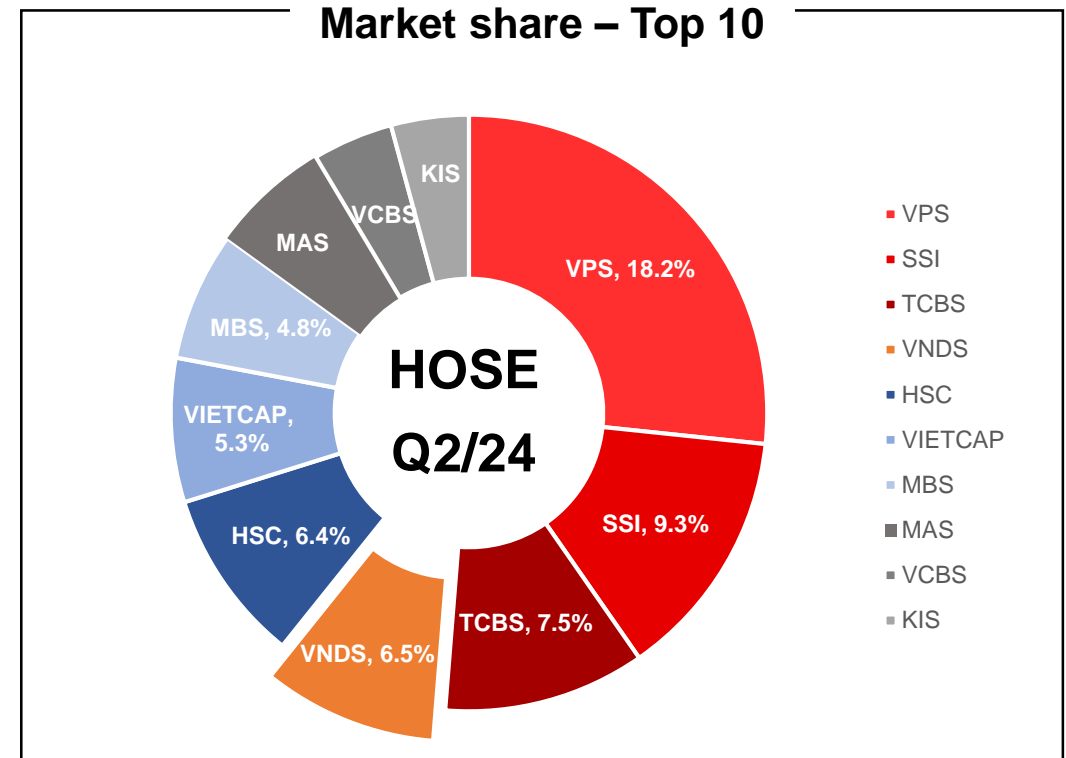
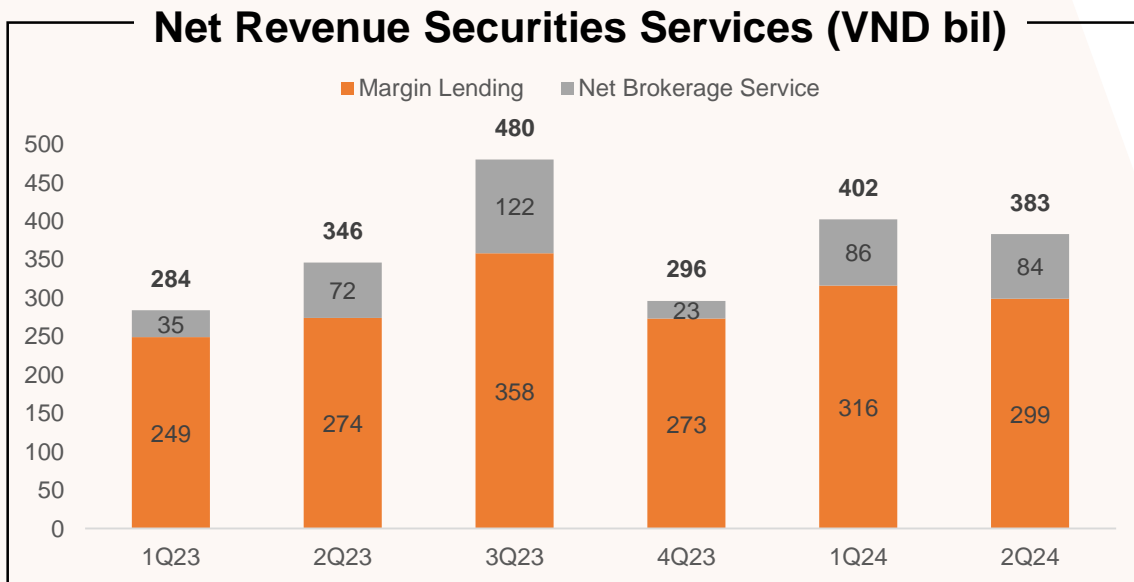
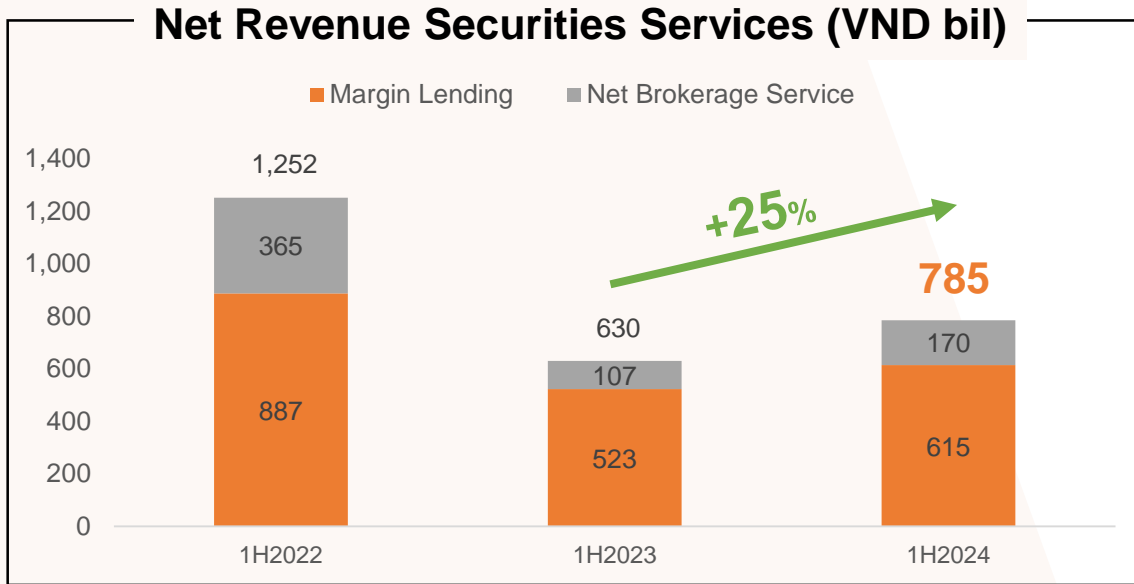
## Profit Before Tax (VND bil)



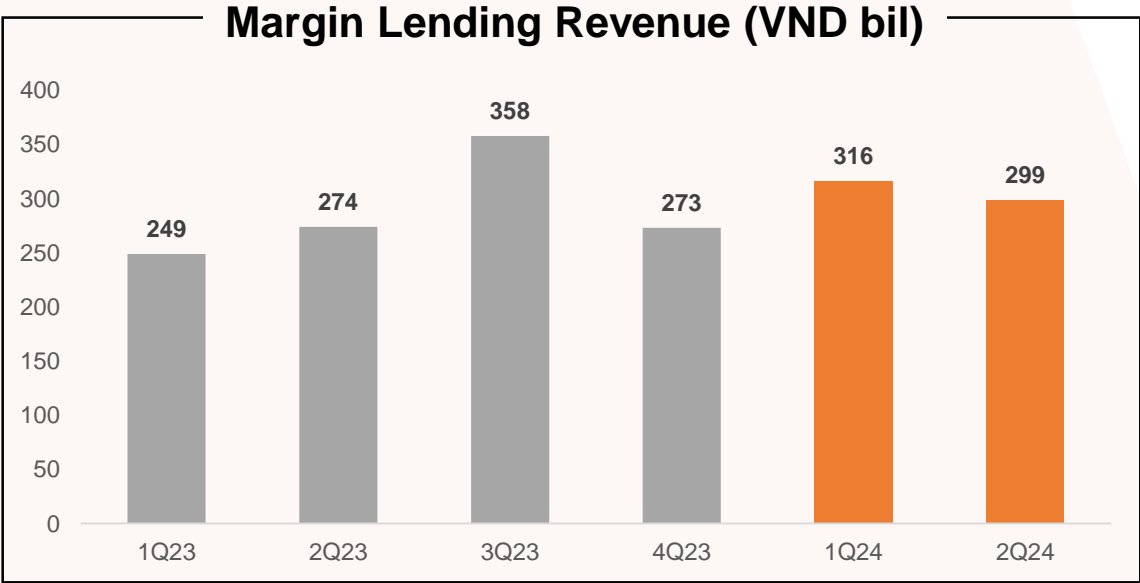
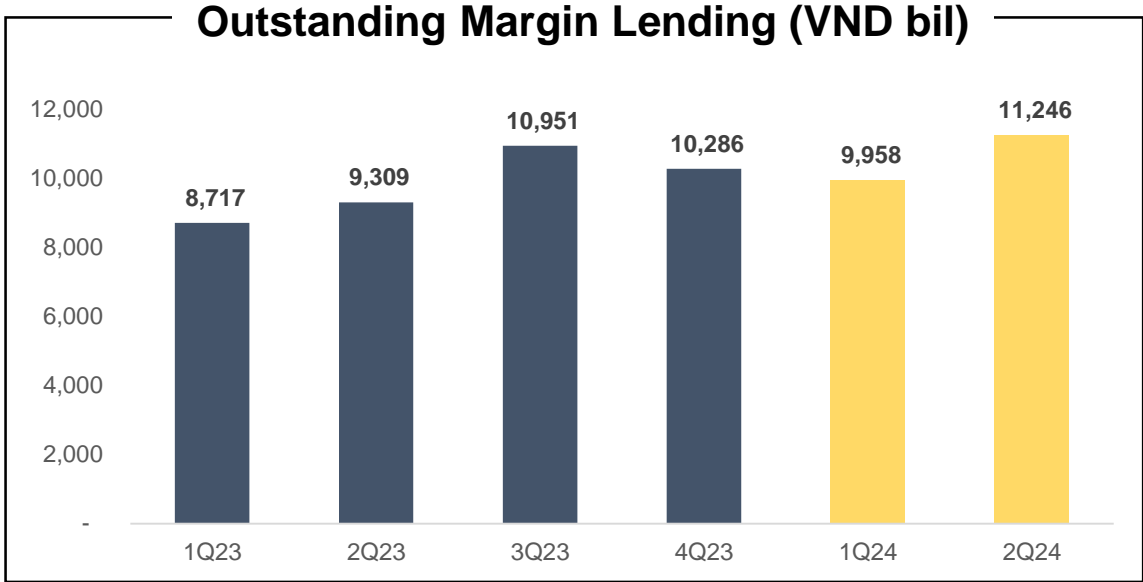
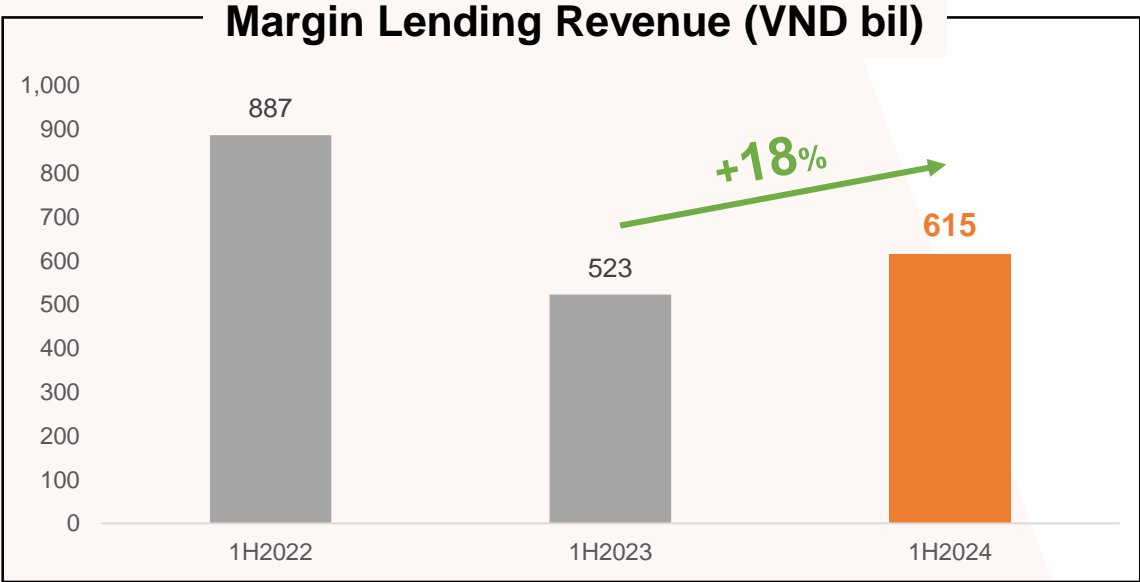
# PROFIT AFTER TAX & EFFICIENCY RATIOS



# SECURITIES SERVICES

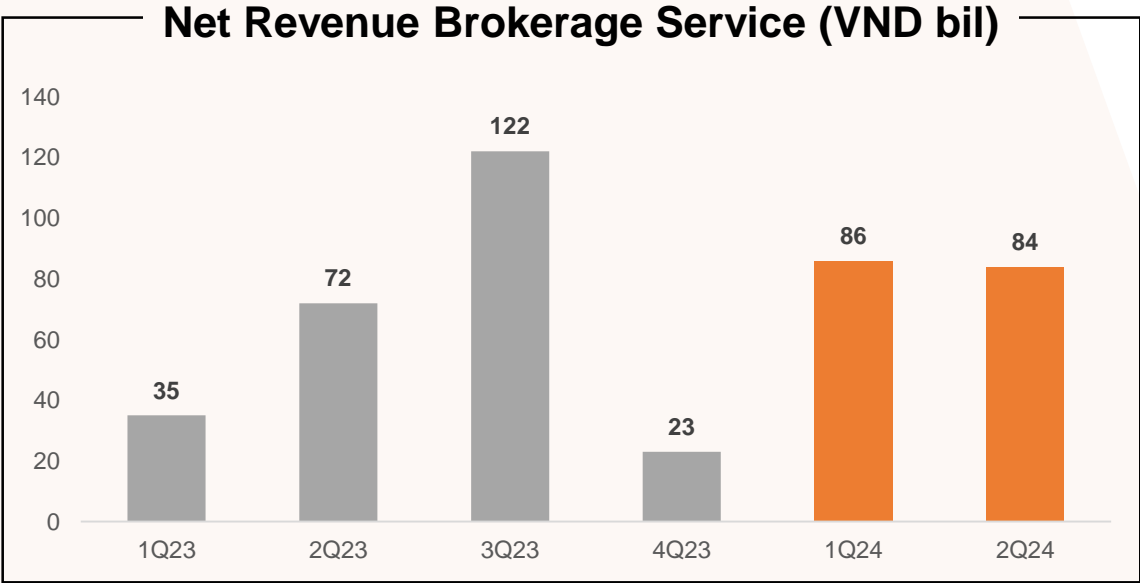
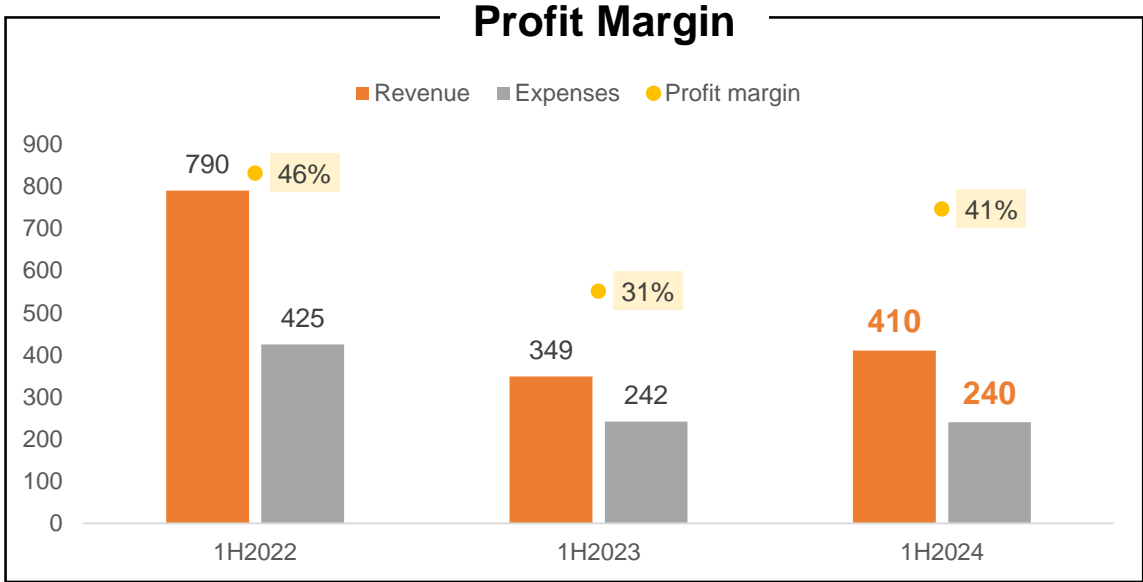
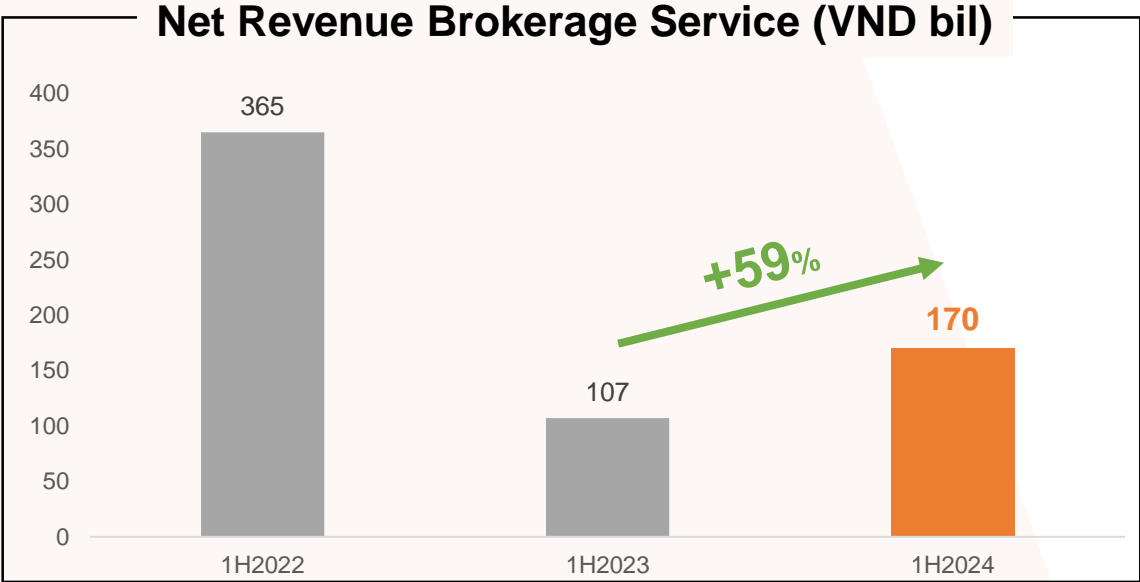


# SECURITIES SERVICES – MARGIN LENDING



- ❖ The outstanding margin lending reached 11 thousand billion by the end of June 2024. That was an increase of 41% YoY. Even though we did not aggressively expand our margin book like others, we still stayed in Top 6 margin provider and emphasize on controlling the risk level overall for clients under a volatile period.
- ❖ And the total revenue from margin lending in the first half was 615 billion dong, up 18% and contributed significantly to our top line.

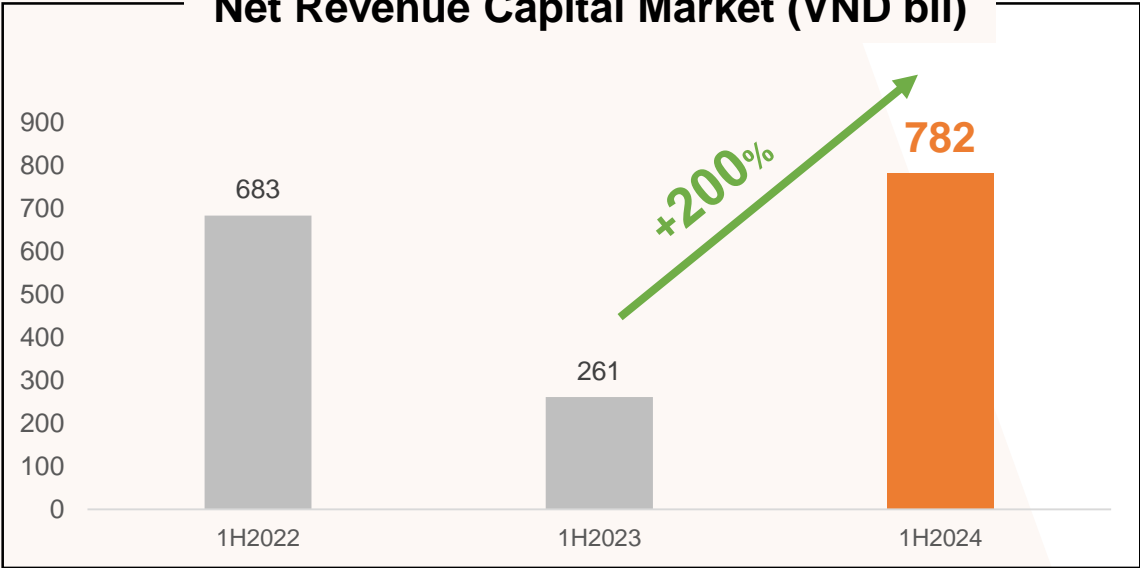
# SECURITIES SERVICES – BROKERAGE SERVICE



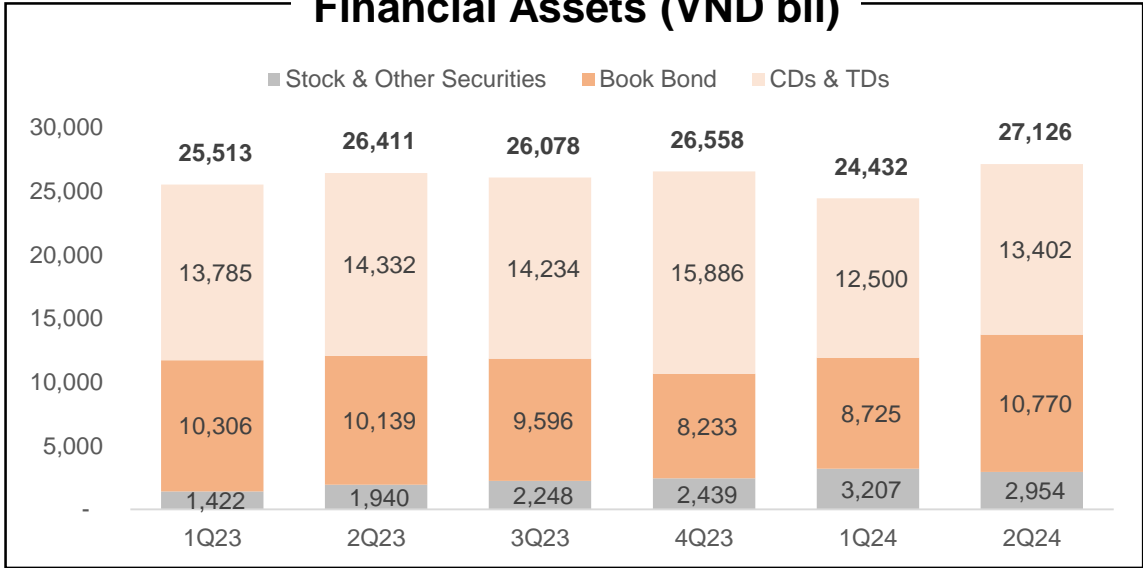
- ❖ Revenue from offline brokerage services (with securities brokers) accounts for a high proportion, approximately 60%. However, this is also a channel with high costs.
- ❖ VNDIRECT is focusing on developing the online channel to optimize business results

# CAPITAL MARKET (“CM”)

**Net Revenue Capital Market (VND bil)**

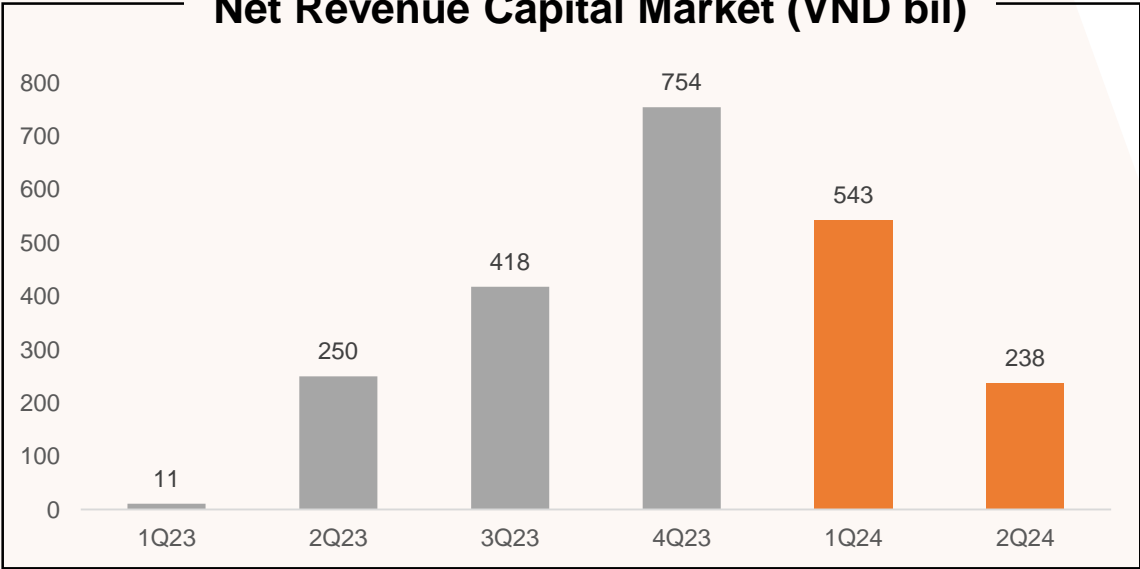


**Financial Assets (VND bil)**



(\*) Book Bond includes Govi Bond

**Net Revenue Capital Market (VND bil)**



- ❖ Net revenue in Capital Markets segment in Q2 reached 238 billion dong but the accumulated net revenue for 1H2024 reached 782 billion dong, that is a significant 200% growth YoY. This result than expanding its scale. was mainly due to the company’s focus on reducing financial expenses to boost NIM growth rather
- ❖ The revenue structure is diversified with compositions of listed and unlisted bonds and equities, certificates of deposit, term deposits, and also Investment Banking revenue. The recovery of bond market contributed significantly, with net revenue from book bonds reaching nearly 500 billion dong, therefore accounting for over 60% of the Capital Markets performance.





# Q&A

*This earnings release is intended primarily for informational purposes, but there are forward-looking statements in VNDIRECT's expectations, intentions or strategies that may involve multiple risk factors and uncertainty. These forward-looking statements, including the forecasts, estimates, projections, expectations, and assumptions of VNDIRECT, are subject to risks, uncertainties, and other unforeseeable or implicit factors, which is beyond the control of VNDIRECT, may cause actual results in business activities, financial activities, or positions and achievements of VNDIRECT to differ significantly from those expressed or implied in future views. Unless otherwise provided by law, VNDIRECT is disclaimed from responsibility for updating such forward-looking statements to reflect future events or situations. Readers of this report should not consider these statements as commitments about VNDIRECT's business results, position, achievements, and future events and are advised not to rely on them excessively.*

# Thank You

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