

EARNINGS RELEASE

4Q2024

VNDIRECT SECURITIES CORPORATION



❖ **VN-Index demonstrated resilience, achieving a 12.1% YoY gain to close at 1,266.78**

➤ Trump's comeback, pushing the DXY above 108, prompting the SBV to sell ~USD2.6bn in December. Ironically, the DXY continued its ascent despite the Fed's 1% rate cut for 2024. While tailwinds, such as NVIDIA CEO Jensen Huang's visit to Vietnam to establish an AI R&D hub – the first in Southeast Asia – offered some optimism, escalating FX pressures culminated in a staggering foreign net sell-off of VND90bn by year-end, ultimately leading the VNIndex to close the year at 1,266.78 (+12.1% YoY).

➤ **The VN-Index has exhibited strong relative performance in 2024**, delivering a 12.1% YoY return, more than doubled the 5.1% return observed in the MSCI Index tracking Frontier Markets and several Southeast Asian benchmarks. We view this relative strength as a tailwind, positioning Vietnam favorably for potential future market upgrades and enhancing its attractiveness to global investors.

❖ **Key insight trading flow: Liquidity rose at a remarkable rate in 2024, FX pressures dampened foreign investors sentiments**

- In 2024, the average trading value on three bourses increased 20.5% YoY to VND21.1tn (USD822.9mn)
- The majority of trading volume increases occurred in 1H24 (+80.2% YoY), in line with robust market performance
- Foreign investors significantly net sold in 2024, offloading VND90.3tn (USD3.5bn) of the VN-Index. This substantial outflow followed a net selling position of VND24.7tn (USD963.3mn) in 2023.

❖ **2025 Market Outlook: “Shedding skin for a rebirth”** Net profit growth of companies listed on HOSE could grow by 17% (base scenario) for 2025 in our forecast, supported by:

- 1) The Vietnamese government's strong commitment to boosting public investment, targeting GDP growth of 7.5%, and further aiming for 8.0%;
- 2) SBV's high credit growth target of 16% for 2025, which will provide ample capital for businesses to develop and strengthen profits for financial institutions; and
- 3) The realization of an upgrade process by FTSE, which will enhance market liquidity and attract institutional and individual investor flows into the stock market.

Source: Navigating report's VNDIRECT

FINANCIAL HIGHLIGHTS 2024

Total Assets

VND **44,295** bil

Owner's Equity

VND **19,715** bil

Net Revenue Capital Market

VND **1,289** bil

Net Revenue Securities Services

VND **1,507** bil

Profit After Tax (PAT)

VND **1,718** bil

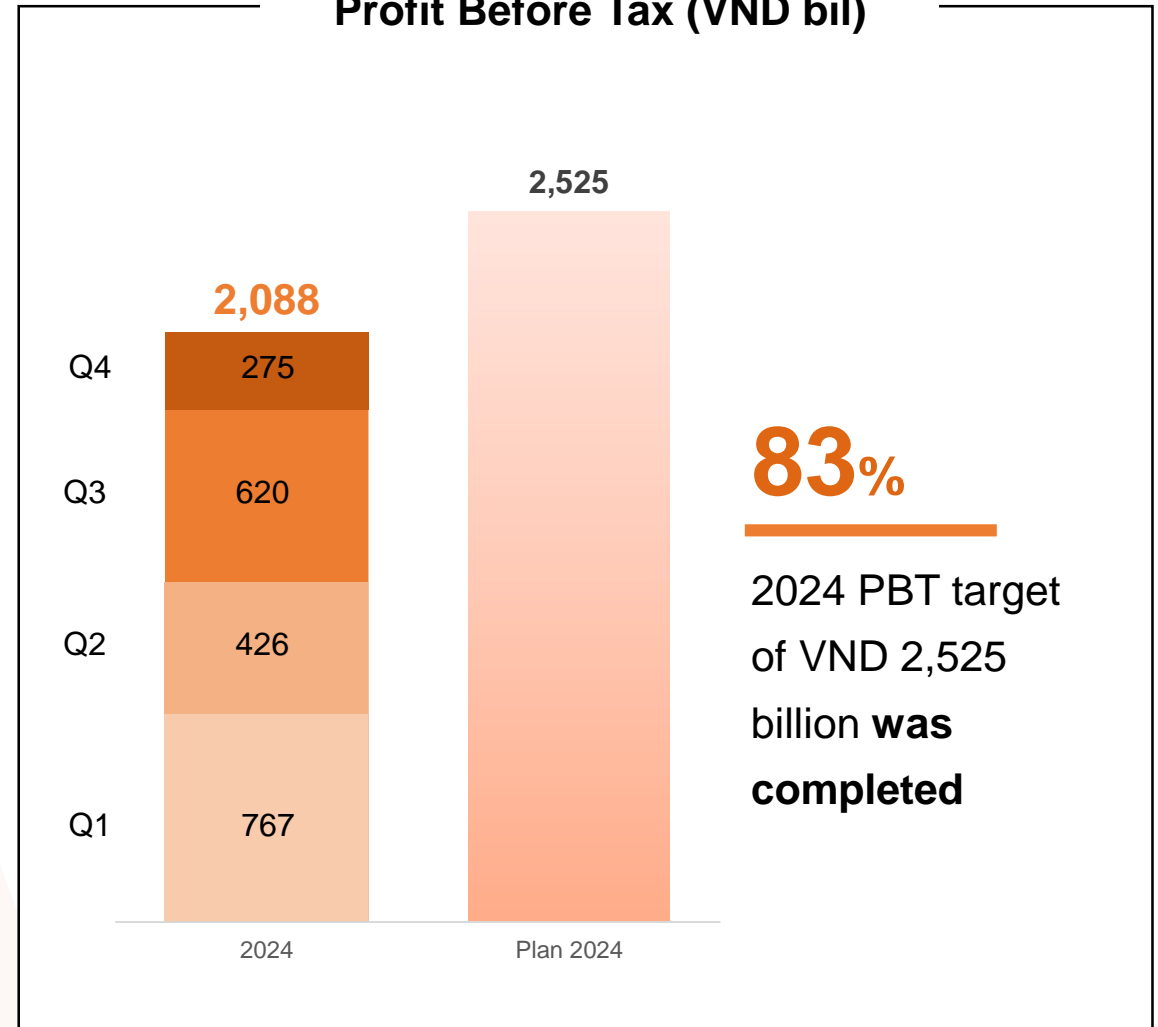
ROEA

9.5%

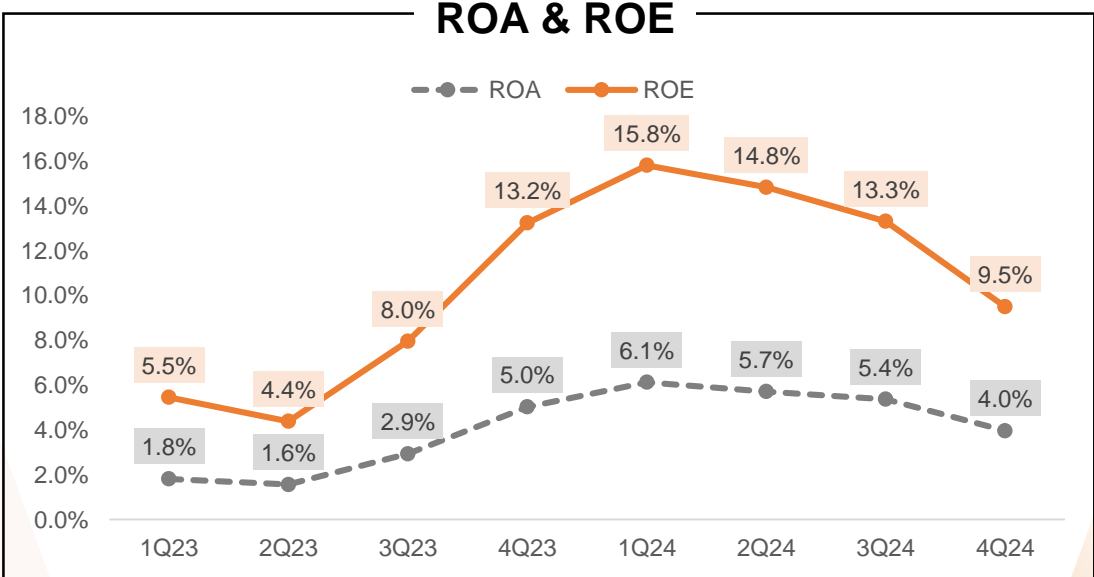
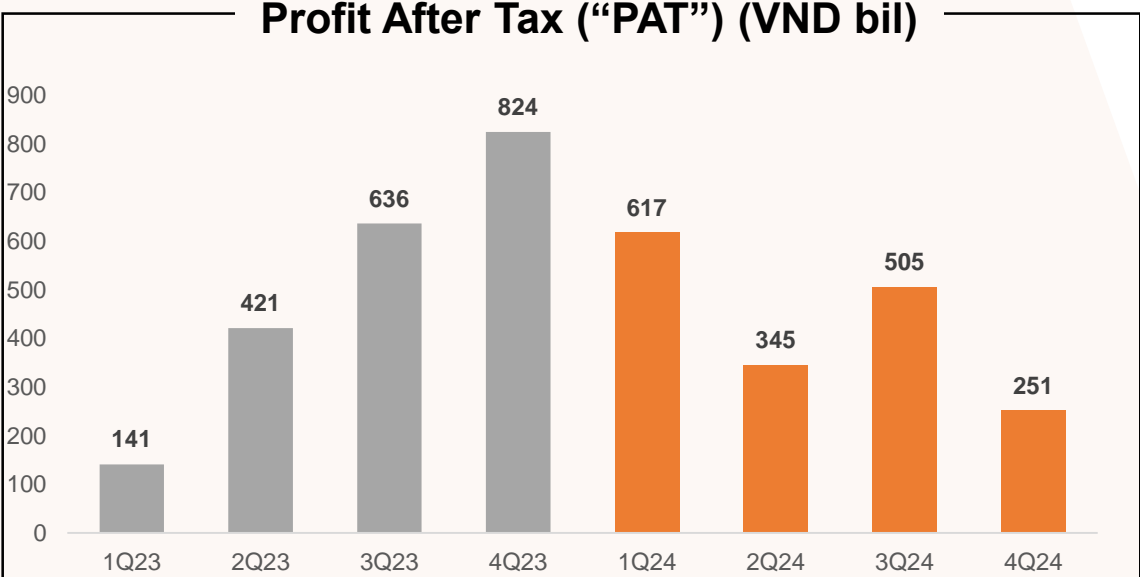
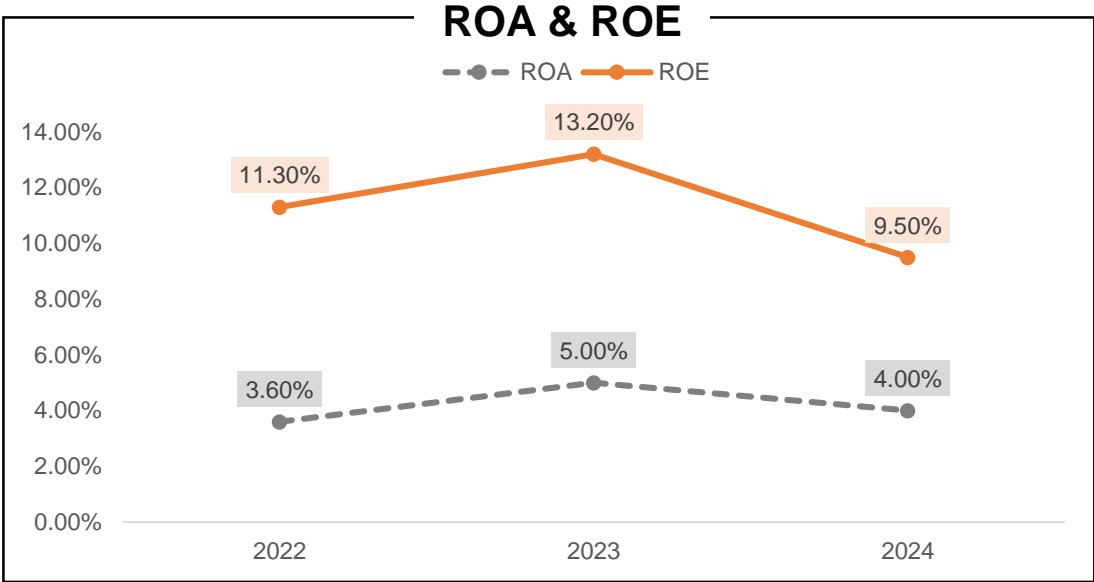
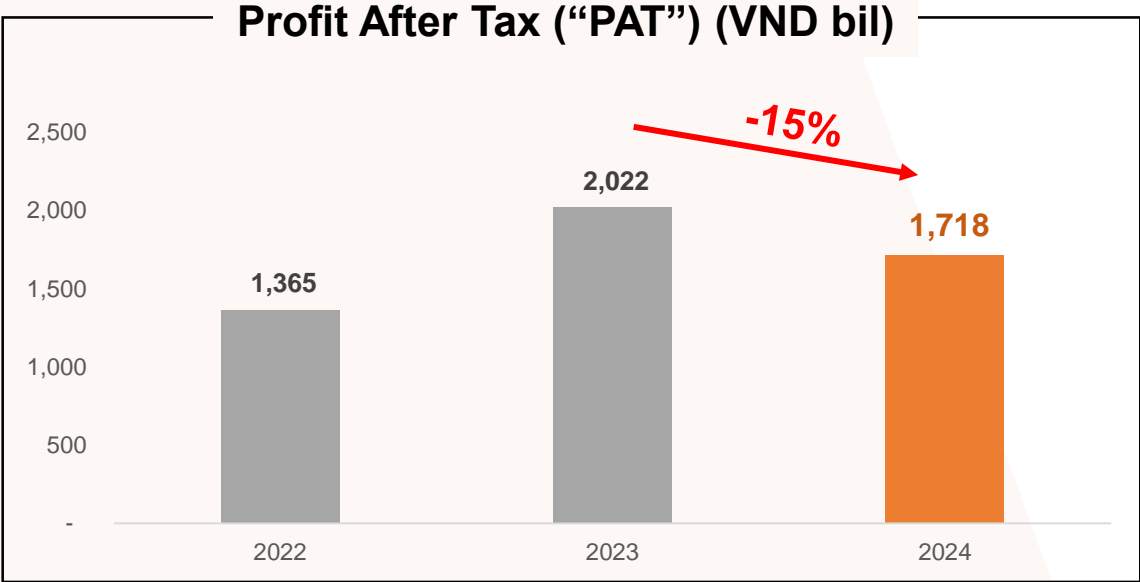
ROAA

4.0%

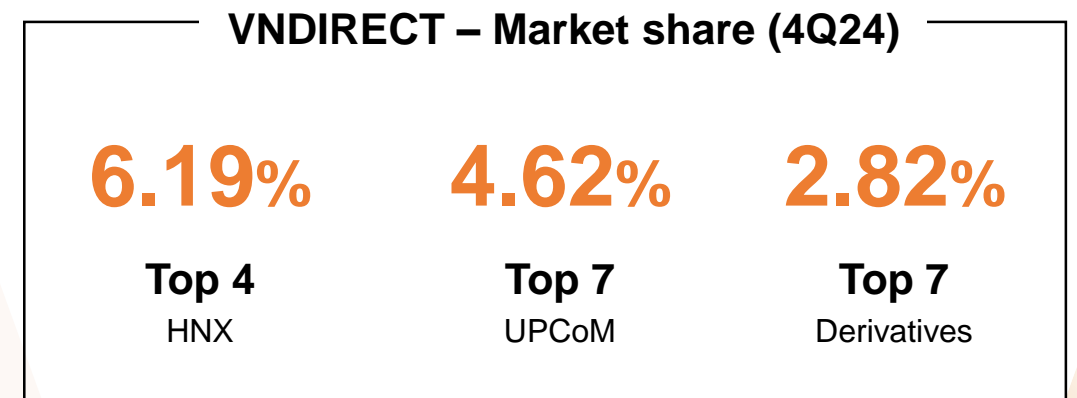
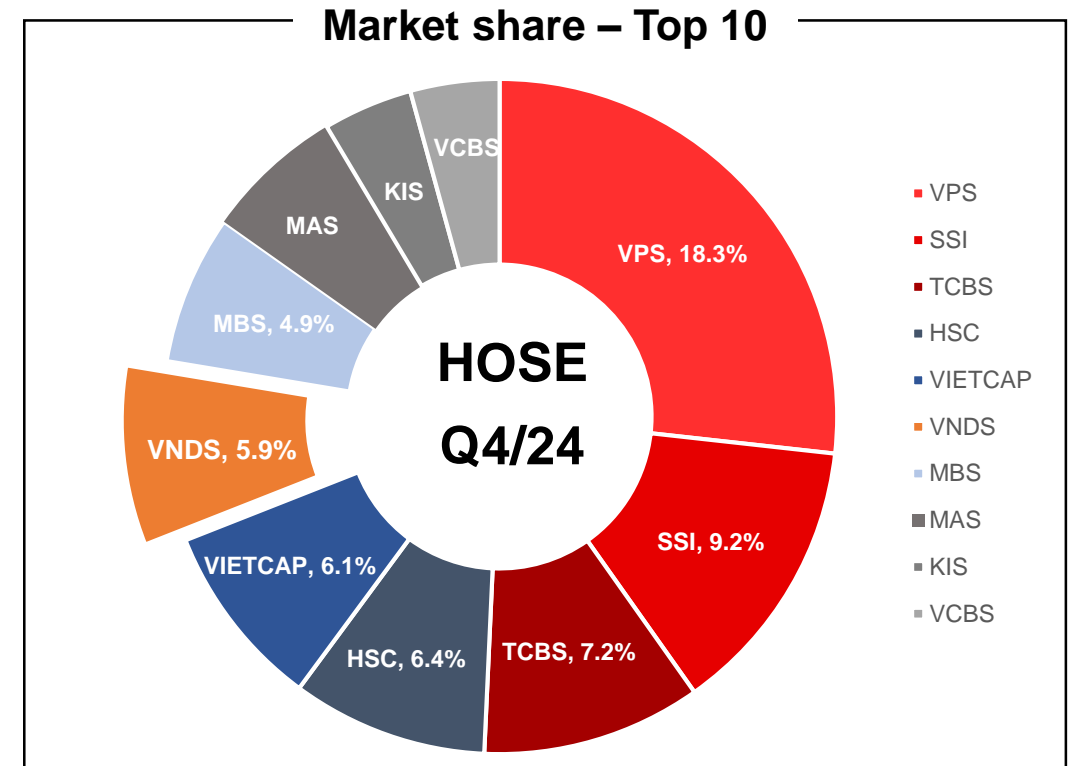
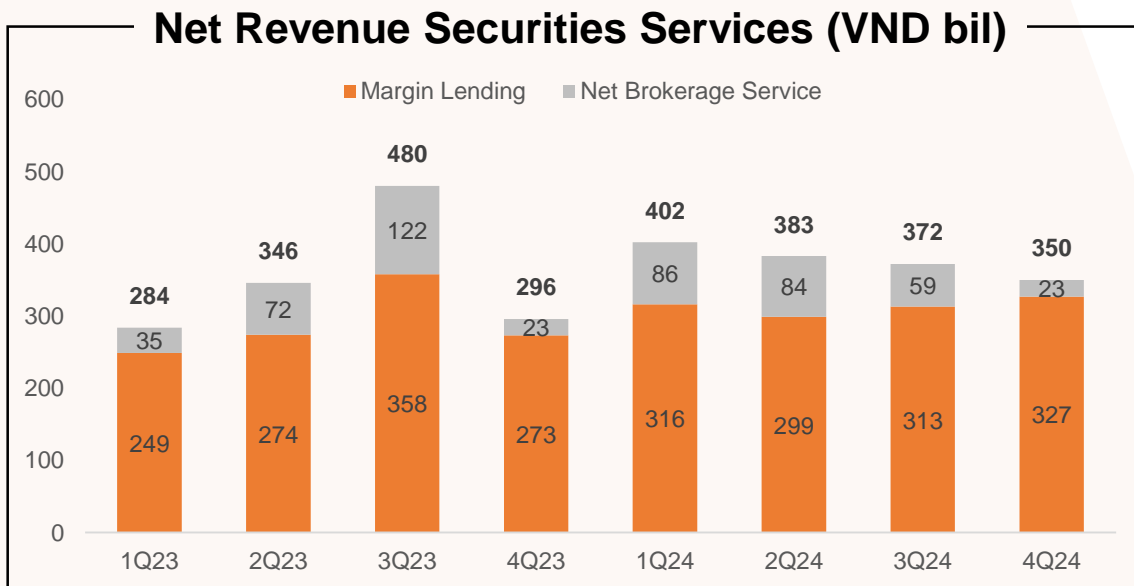
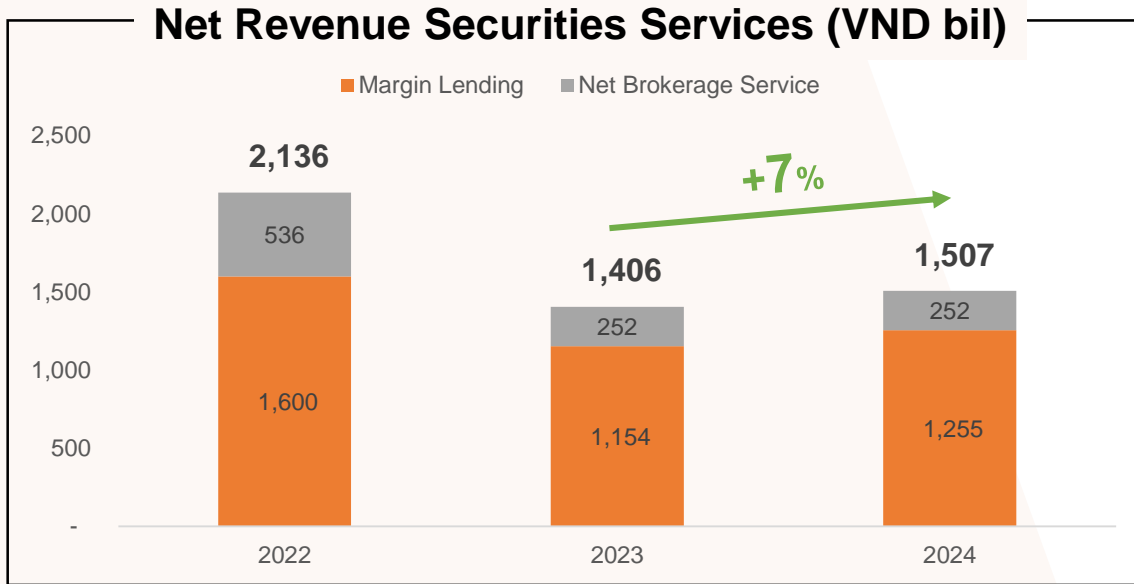
Profit Before Tax (VND bil)



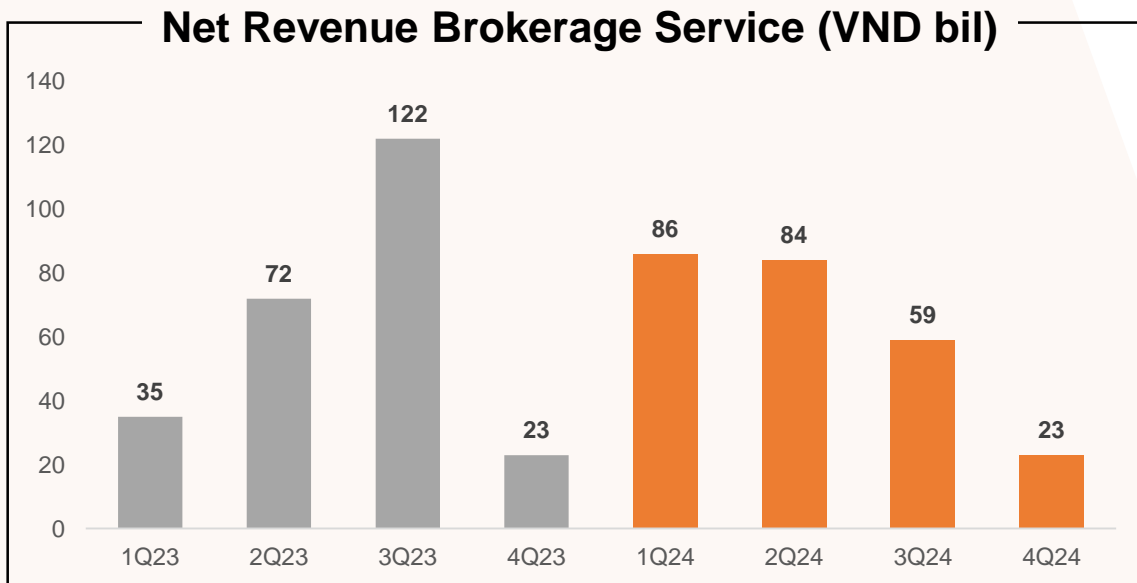
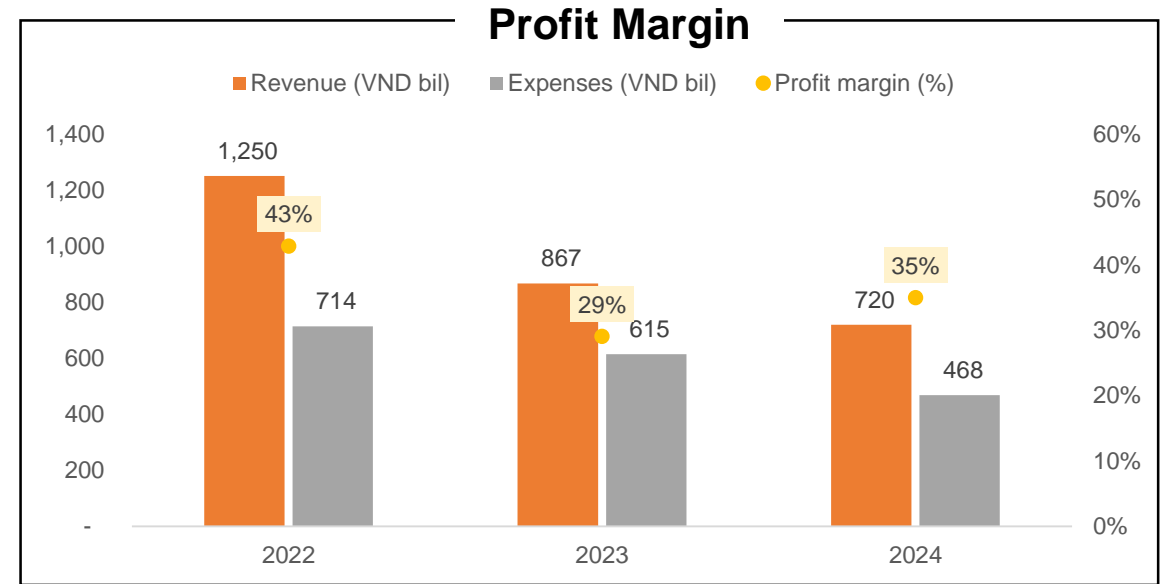
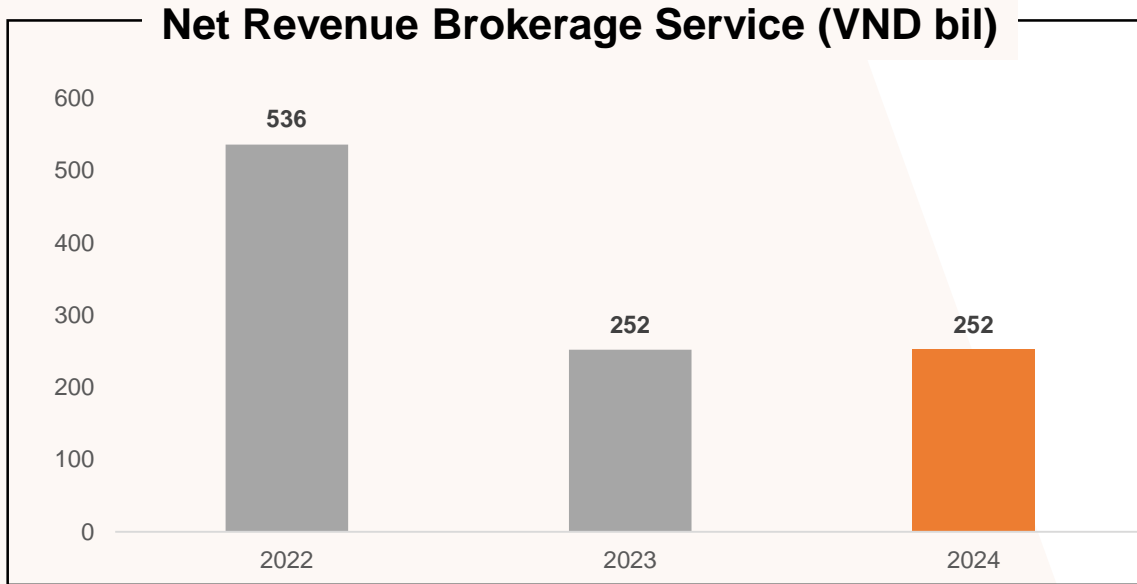
PROFIT AFTER TAX & EFFICIENCY RATIOS



SECURITIES SERVICES

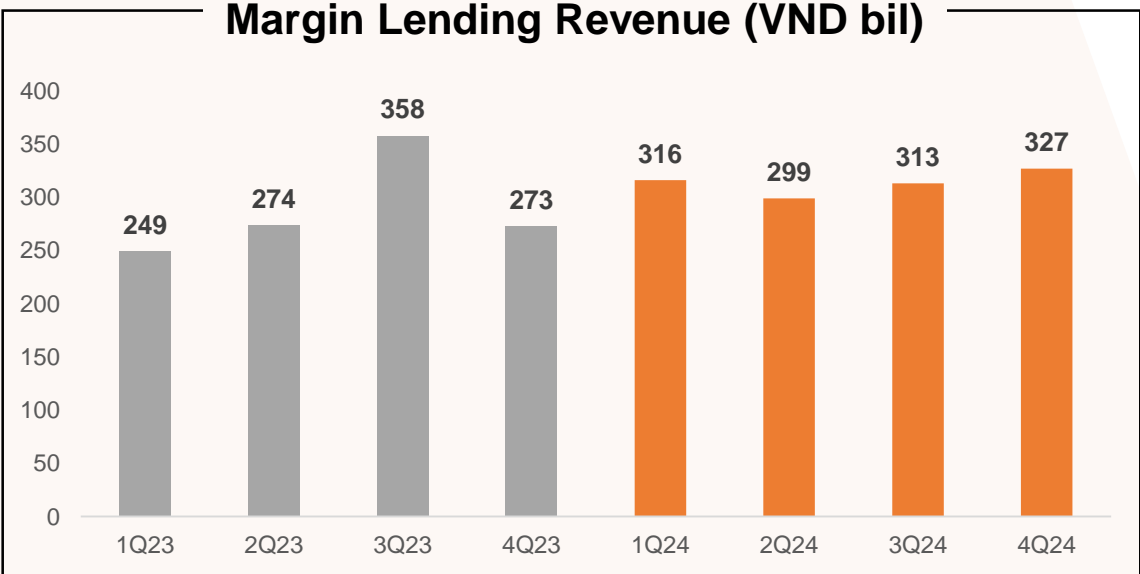
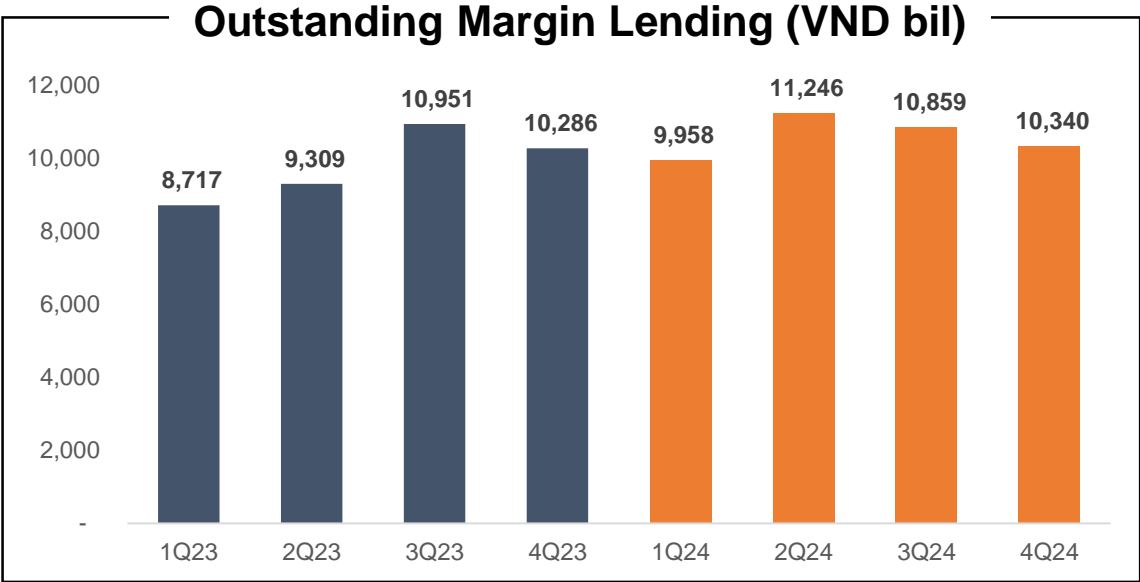
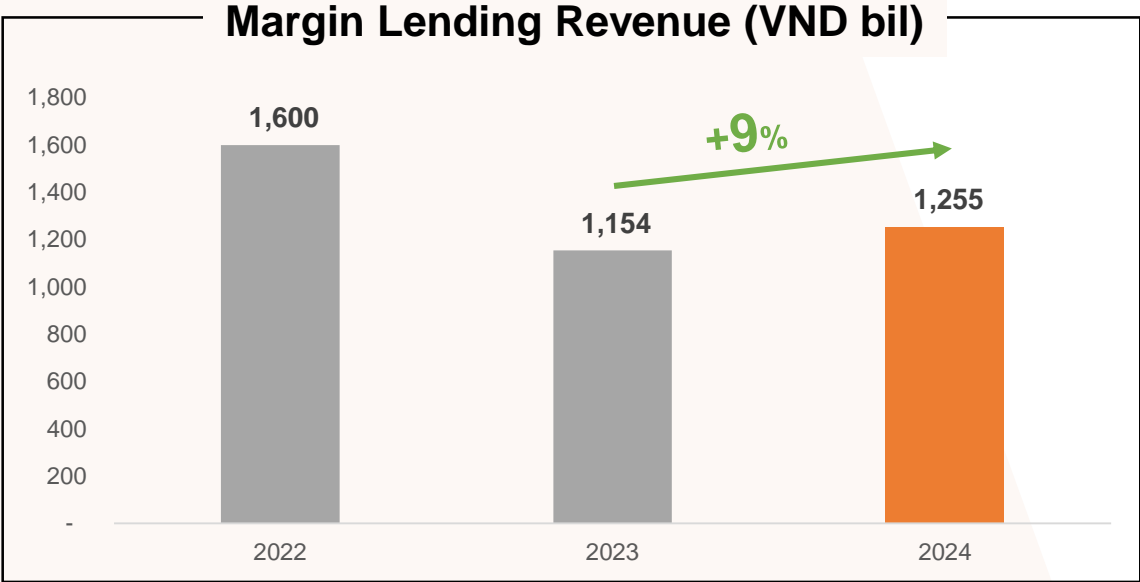


SECURITIES SERVICES – MARGIN LENDING



- ❖ Revenue from offline brokerage services continued to account for a larger proportion compared to online channels. However, cost optimization efforts have led to an improvement in the brokerage profit margin in 2024 compared to 2023. By the end of 2024, despite a 17% YoY decline in revenue, the 35% increase in profit margin helped net brokerage revenue reach VND 252 billion.
- ❖ VNDIRECT remains steadfast in its O2O (online-to-offline) strategy for securities services, investment advisory, and asset management services for individual clients.
- ❖ In addition, VNDIRECT has completed its entire system and processes, ensuring 100% readiness for the implementation of the non-prefunding solution for foreign investors.

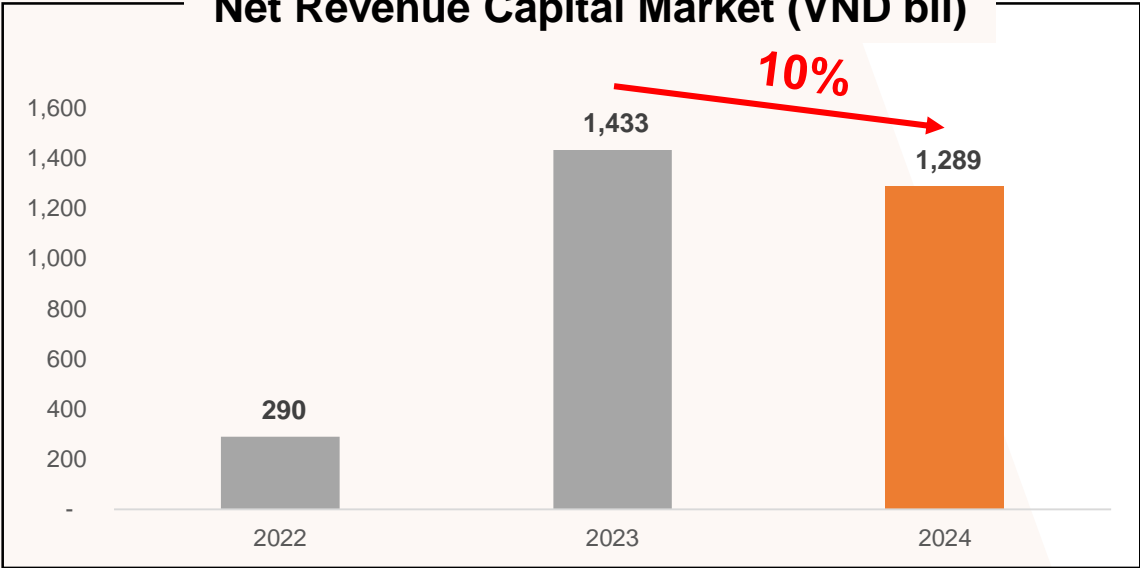
SECURITIES SERVICES – MARGIN LENDING



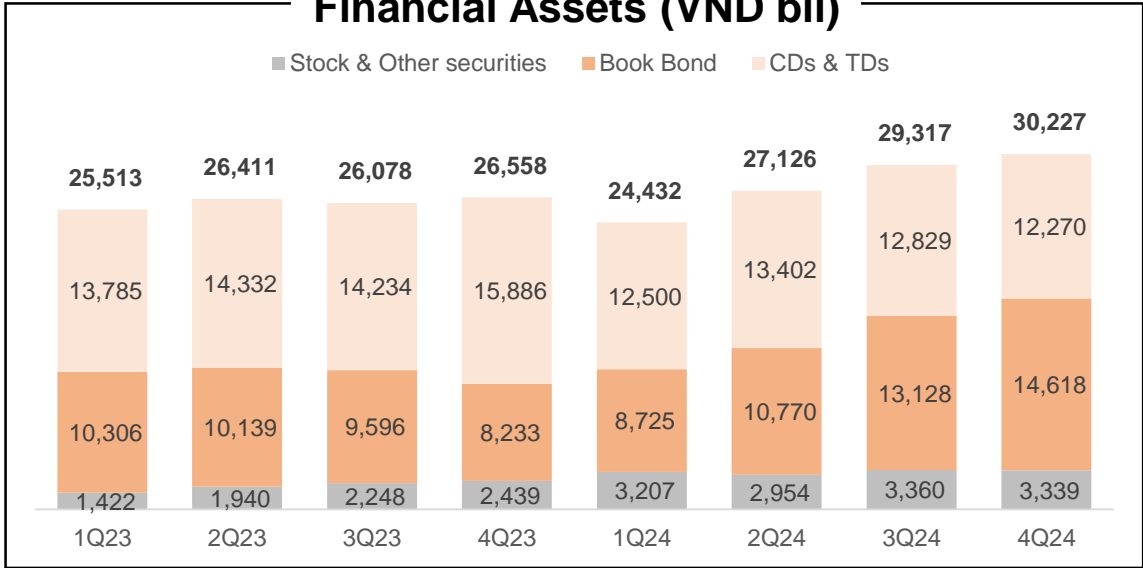
- ❖ Margin lending performance in 4Q24 reached VND 327 billion, up 20% year-on-year and 4% quarter-on-quarter. Accumulated margin lending revenue for 2024 totaled VND 1,255 billion, an increase of 9% YoY.
- ❖ As of December 31, 2024, margin loan balance stood at VND 10,340 billion. The average margin loan balance in 2024 reached VND 10,602 billion, up 8% compared to the average in 2023.
- ❖ VNDIRECT continues to focus on developing and implementing specialized policies to meet the diverse needs of each target customer segment. These policies are designed to optimize customer experience by personalizing financial solutions tailored to each customer profile.

CAPITAL MARKET (“CM”)

Net Revenue Capital Market (VND bil)

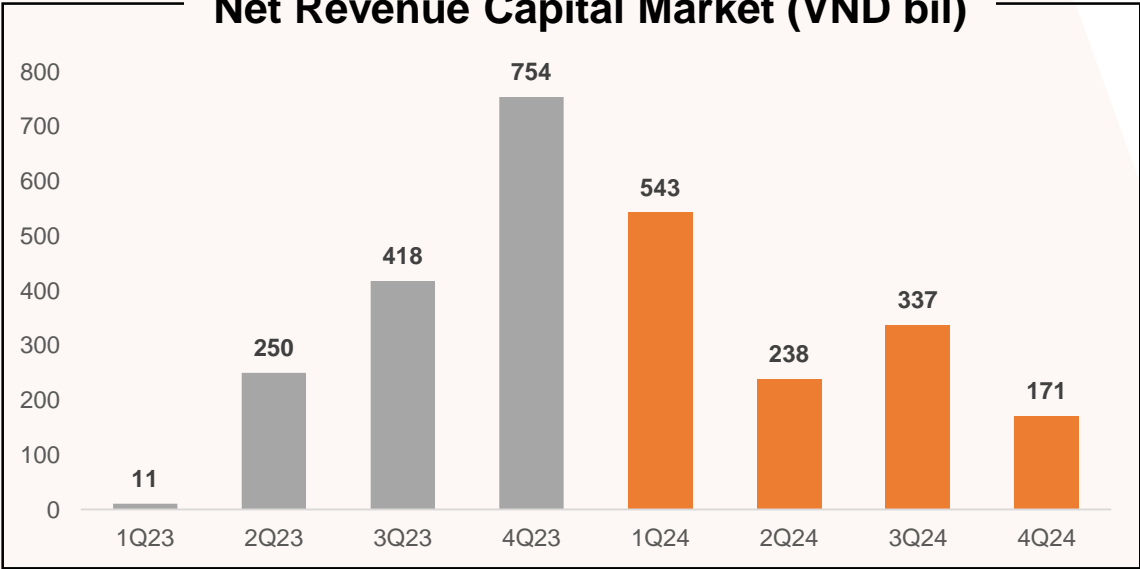


Financial Assets (VND bil)



(*) Book Bond includes Govi Bond

Net Revenue Capital Market (VND bil)



- ❖ Capital market operations in 2024 recorded a 10% year-on-year decline, reaching VND 1,289 billion. Revenue from the Capital Market segment continued to primarily derive from the portfolio of bonds, certificates of deposit (CDs), and term deposits (TDs), which also represent the largest proportion of the financial asset portfolio structure.
- ❖ VNDIRECT remains committed to its strategy of increasing the proportion of government bonds and bonds issued by credit institutions (primarily Big4 banks) to capitalize on rising bond prices and enhance profitability in a declining interest rate environment, while effectively managing the overall risk of the financial asset portfolio.



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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