EARNINGS RESULTS

18 October 2023

SSI Securities Corporation (HoSE: SSI) has announced its consolidated financial statements for the third quarter of 2023.

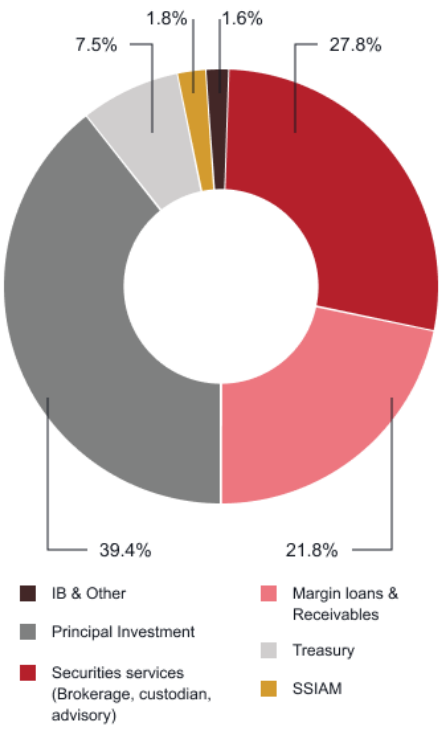
Consolidated total revenue and profit before tax at the 3Q2023 achieved VND 1,972 billion and VND 880 billion, up 44% and 112% YoY respectively. For the first 9 months of the year, consolidated revenue recorded at VND 5.188 billion and profit before tax recorded at VND 2,204 billion, representing increases of 2.5% and 21% respectively over the same period. At the of 3Q2023, SSI achieved 87% of the BoD's 2023 plan. As of September 30, 2023, Total assets of VND 55,282 billion, up 5.9% and Owners' equity of VND 22,708 billion, up 1.5% compared to the end of 2022.

Vietnam's economy showed signs of improvement in the third quarter of 2023 and interest rates have been cooling down after 4 policy rate cuts from the State Bank of Vietnam. Deposit rates have been back to the 2021's low levels, triggering flows from domestic investors back to equity market. As of September 2023, the VN-Index increased by 14.6% YTD, outperforming other regional peers in Southeast Asia. The average trading value has been on the rise since 2Q23 and set the highest monthly level since March 2022, reaching VND 26.8 trillion per session in September (+71% YoY) with domestic investors accounting for 93% of total transactions. The number of new open trading accounts has also recorded an impressive growth in Q3 and reached 7,76 million at the end of September.

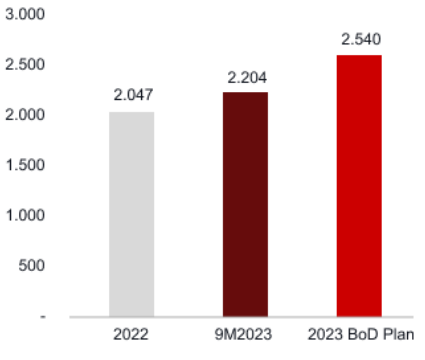
In the last quarter, SSI has actively implemented business activities, brought customers the best products and services and recorded some positive results:

- **Revenue from Securities Services (including margin lending, brokerage, advisory, custody)** was VND 979 billion, +29% YoY. In which, brokerage, custody, investment advisory & others posted at VND 548 billion, accounting for 28% of revenue. Margin lending was of VND 431 billion, contributing 22% to revenue. SSI's margin loan balance as of September 2023 reached VND 14,713 billion, increased 35% from the end of 2022. SSI's brokerage market share at Ho Chi Minh City Stock Exchange continued improving and reached 10.59% in 3Q2023.
- **Revenue from Principal Investment activities**· was VND 777 billion which rose by 76% YoY and contributed 39% to the company's revenue. Improvement in the market helped Principal investment segment achieved positive results. In 3Q2023, SSI listed 30 new covered warrant tickers and the company's market share of warrants trading has improved significantly, accounting for 18% of the total warrant trading value in the market (increase from an average of 8% in the first 6 months).
- **Revenue from Treasury** · recorded over VND 149 billion, increased by 39% YoY and accounted for 7.5% of total revenue. This is one of SSI's strengths thanks to the advantage of large capital scale, and positive market movement.
- **Revenue from Asset Management Service** reached VND 36 billion, accounting for 1.8% of total revenue.
- **For Investment Banking and Other Services,** reached VND 25 billion. SSI keeps on participating in capital arrangement deals and advices on financial solutions for businesses, which could be a synergy for further business expansion.

Revenue Breakdown - 3Q23



Consolidated Profit before tax - 9M2023



Unit: VND bn



Revenue:
1.972 billion VND

Profit before tax:
880 billion VND

Total Assets:
55.282 billion VND

Owner's Equity:
22.708 billion VND

SSI Securities Corporation

SSI Securities Corporation (SSI - HOSE) - was founded in December 1999 as the first privately licensed securities firm. SSI provides a wide range of financial services including Securities Services for Institutional Clients and Individual Clients, Asset Management, Investment Banking Services, Principal Investment & Treasury, and Wealth Management.

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