

# SSI EARNINGS CALL

July 2024

# EARNINGS CALL 4Q2023




01 BUSINESS ENVIRONMENT

02 EARNINGS UPDATE

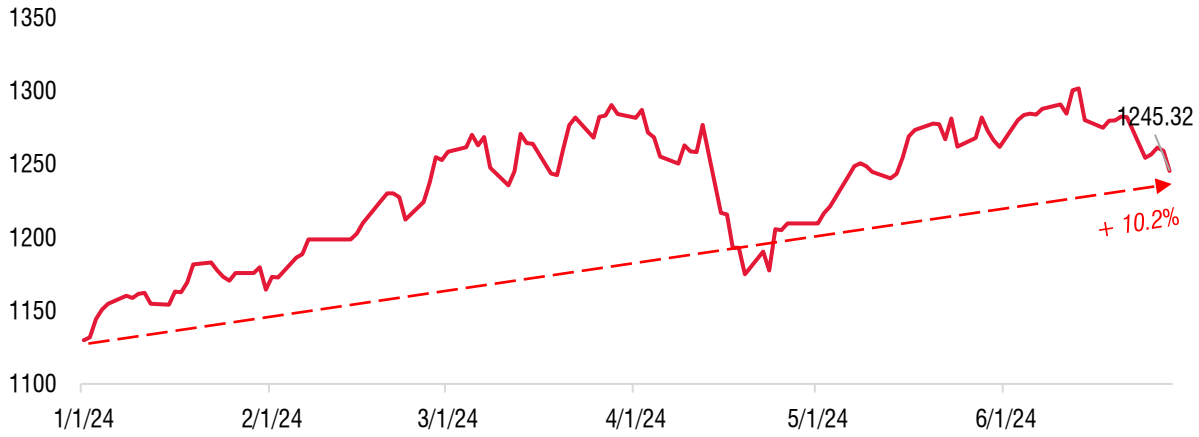
03 Q&A

# BUSINESS ENVIRONMENT



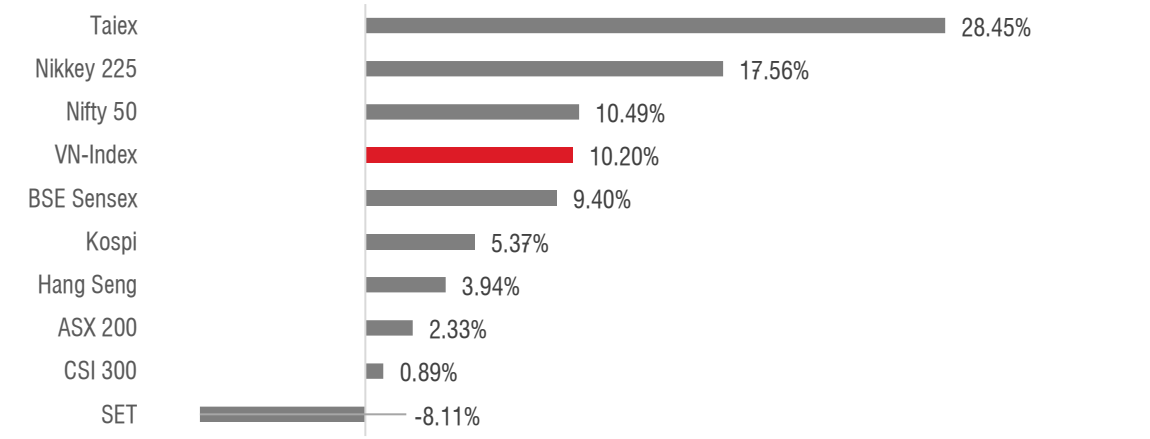
# Securities market at a glance

## VN-Index movement in 2024



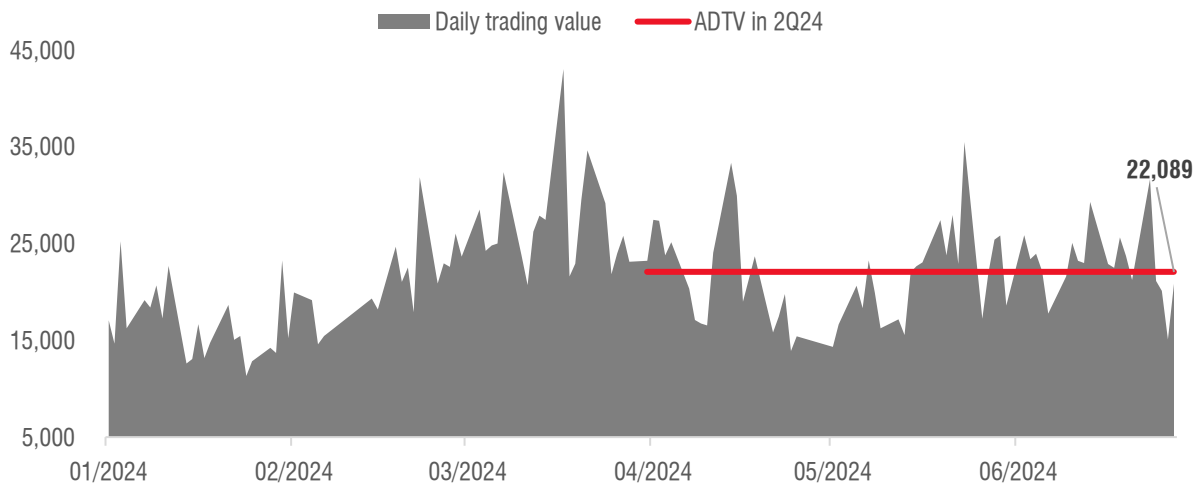

*Source: SSI Research*

## APAC stock market movement in 1H 2024



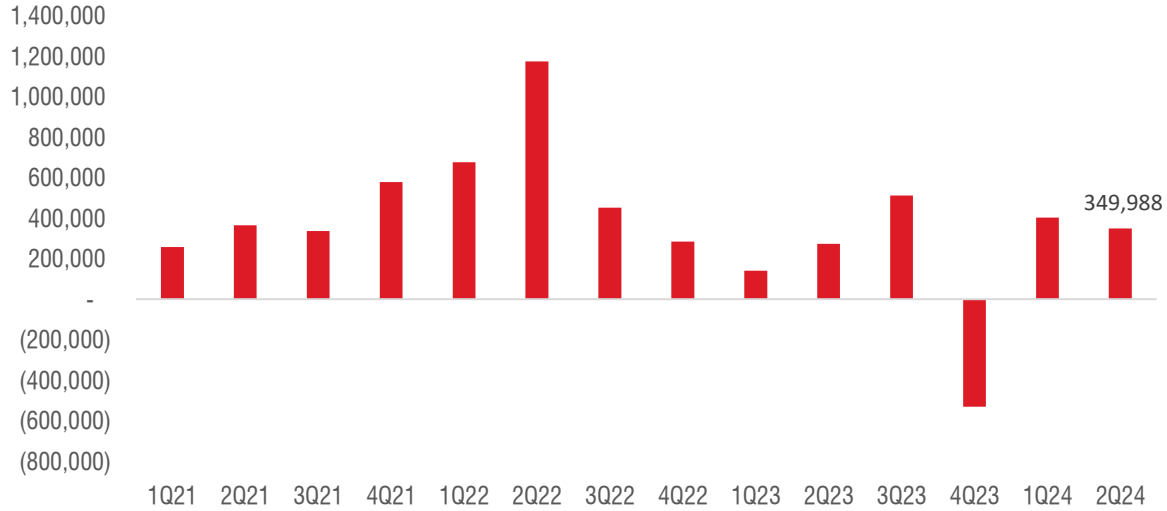

*Source: LSEG, CNBC*

## Average daily trading value in HOSE (VND Bn)




*Source: HOSE*

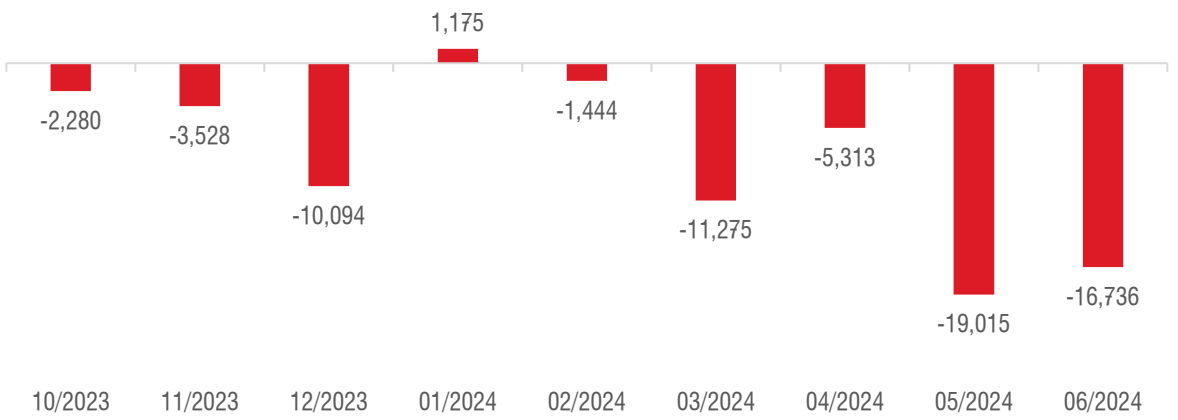
## Net new trading accounts opening




*Source VSDC*

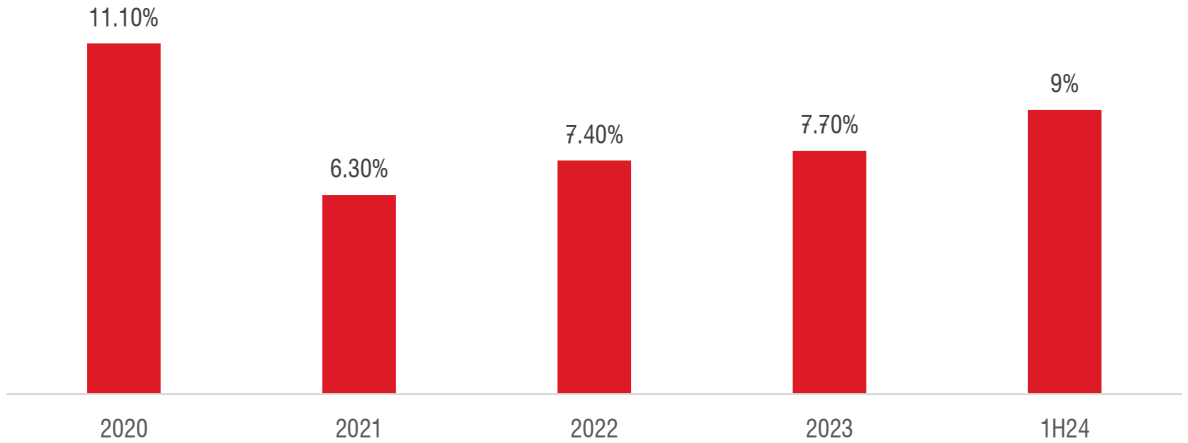
# Fundamental strength remains intact

## Foreign net inflow (VND Bn)



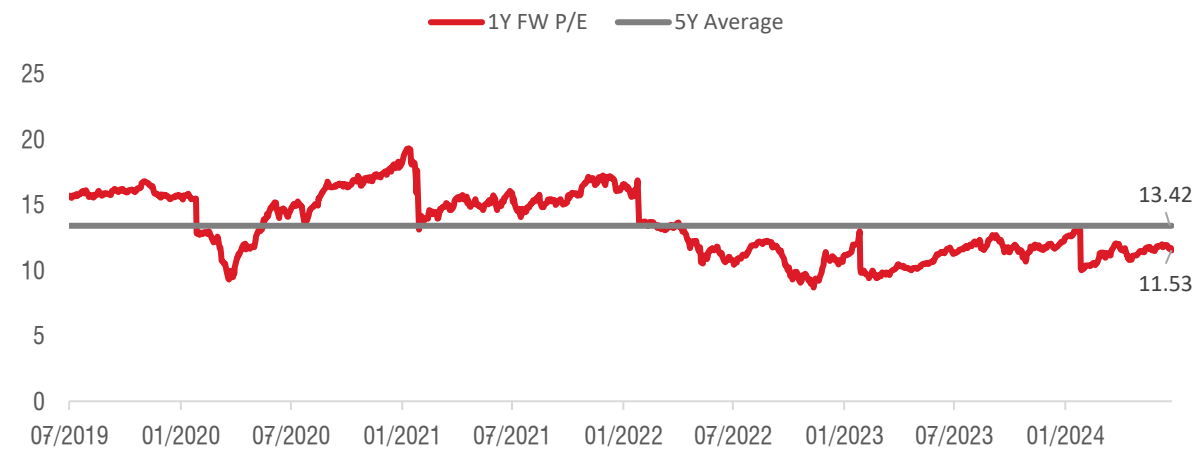

*Source: SSI Research*

## Foreign participation as % of value traded

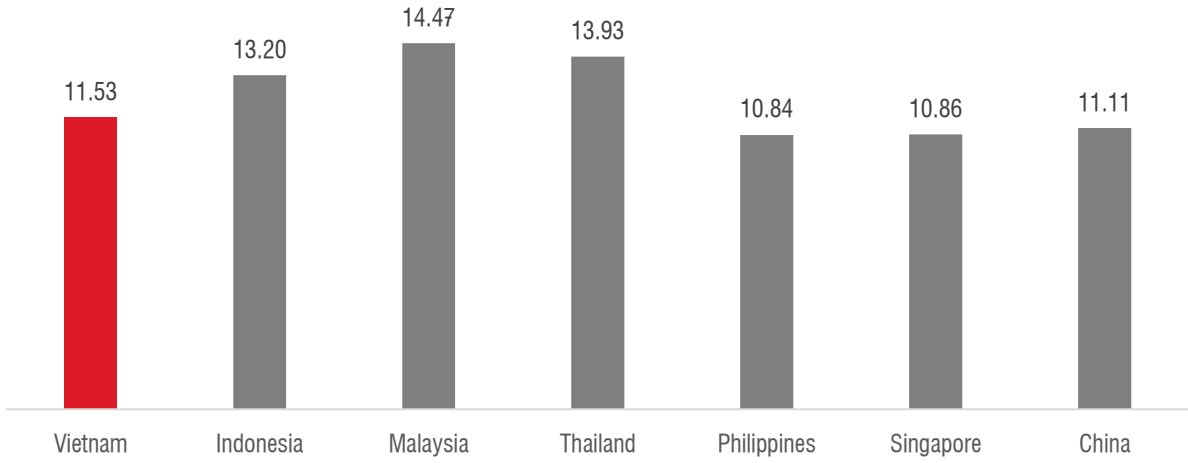



*Source: Fiinpro*

## Market still at relatively attractive valuation (Forward P/E)

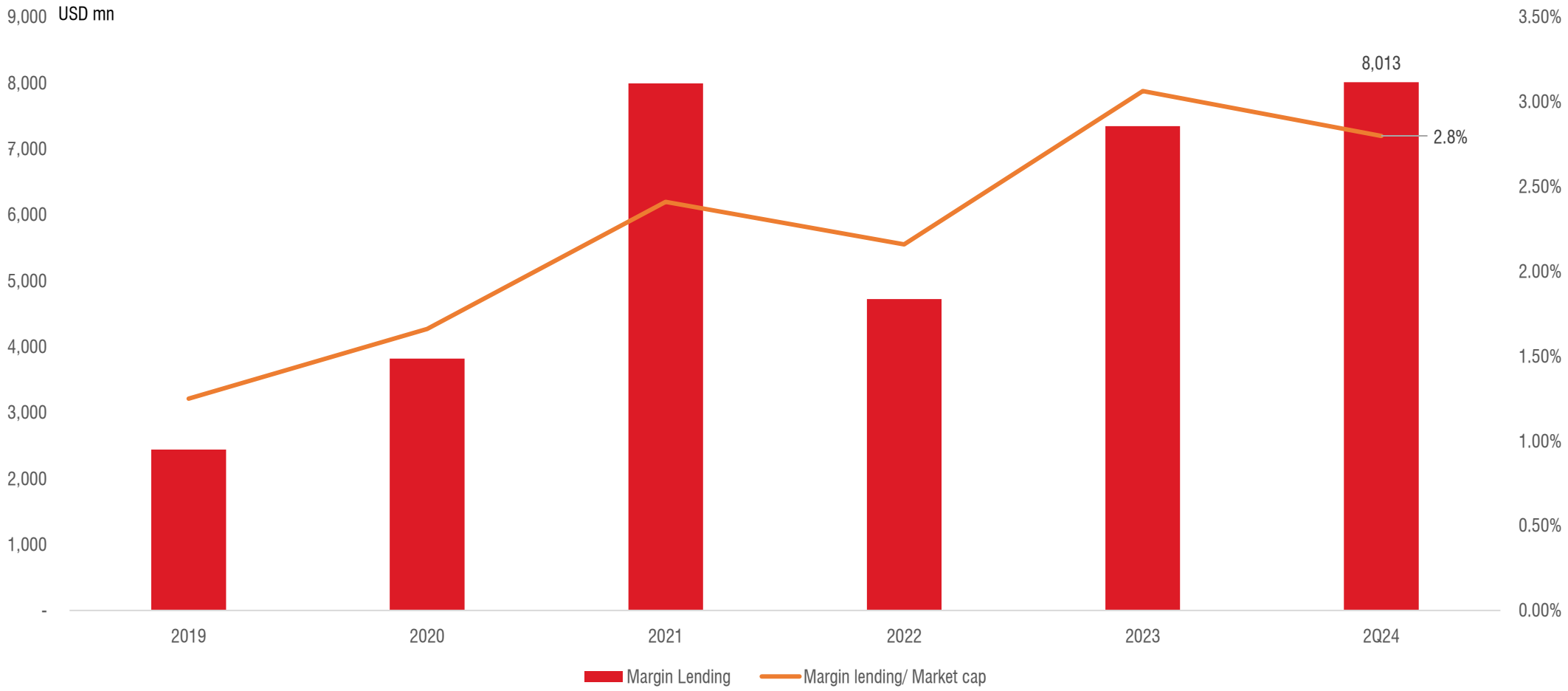



*Source: Bloomberg*




*Source: Bloomberg*

# Margin Lending on the market

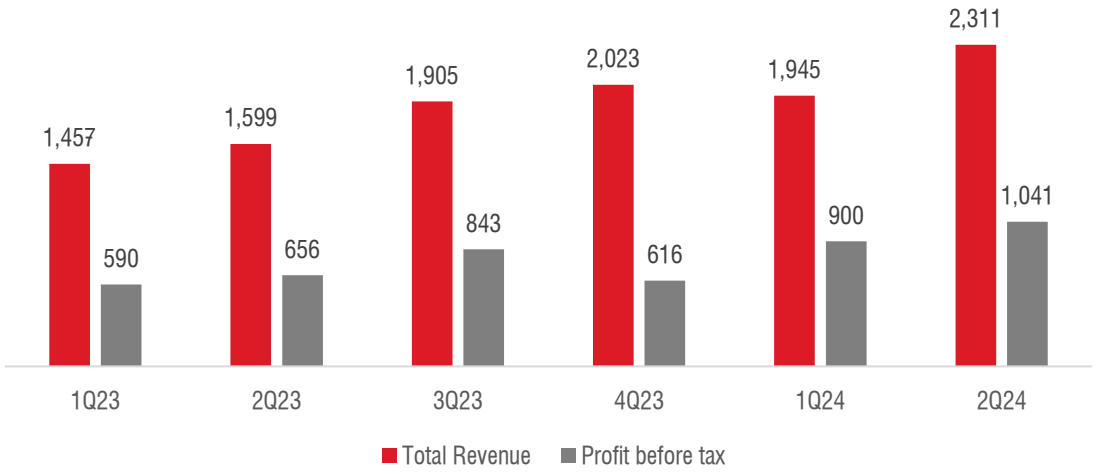


# 2Q2024
# EARNINGS UPDATE

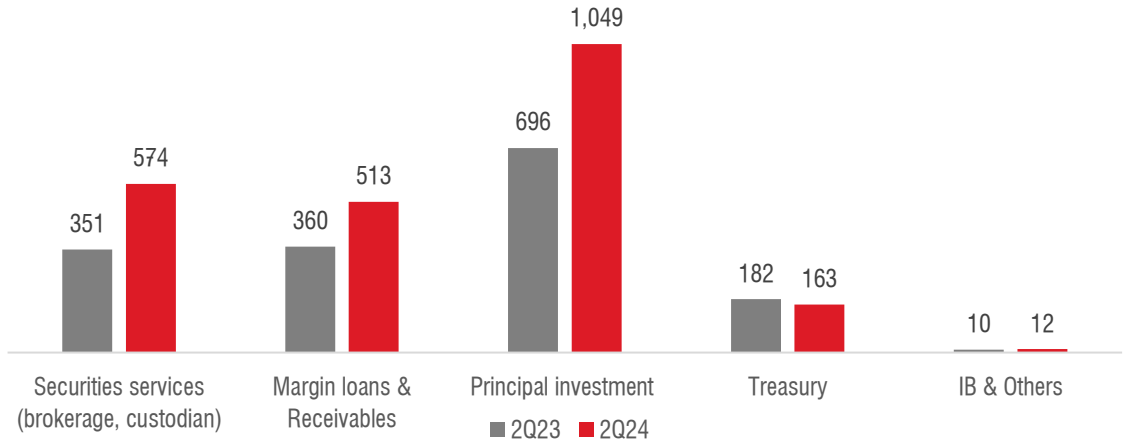


# Solid 2Q.24 Financial Results

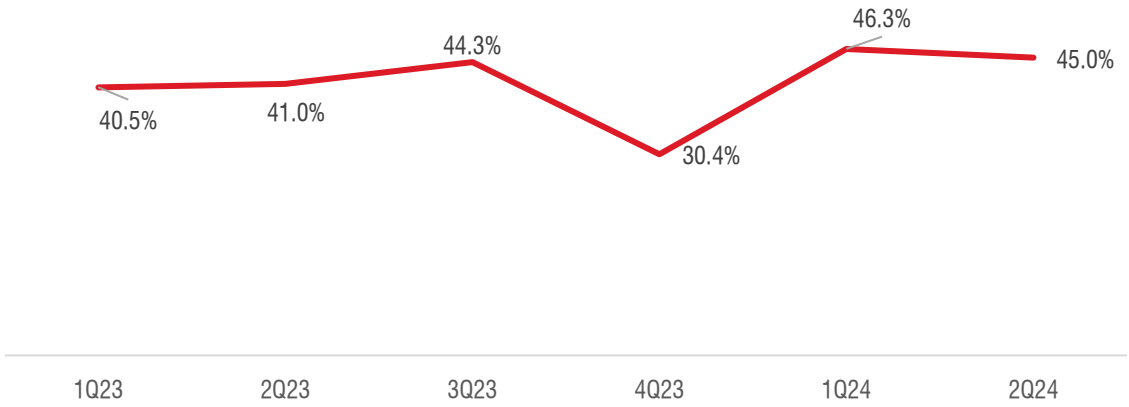
## Quarterly Revenue and Profit Before Tax (VND bn)



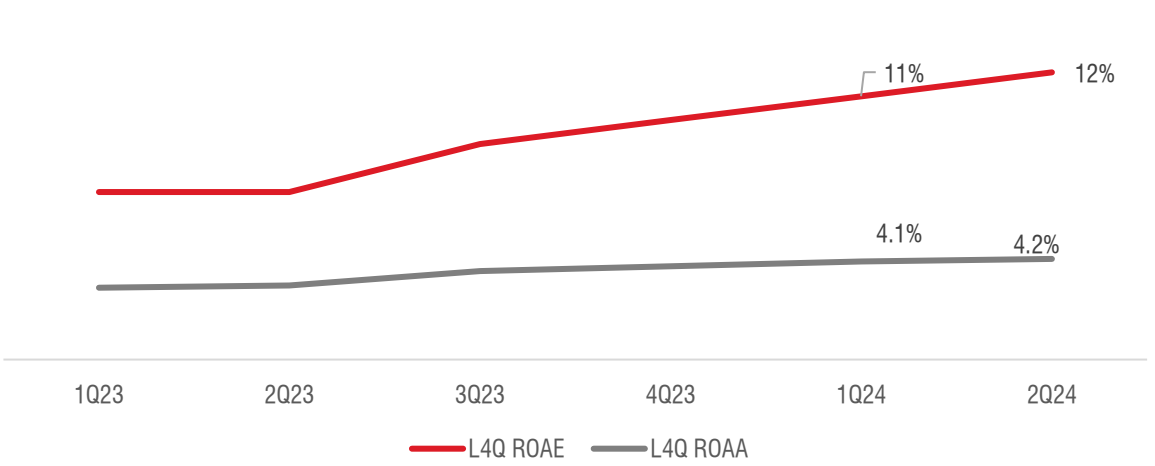

## Strong performance in revenue of all business units (VND bn)




## Quarterly profit before tax margin



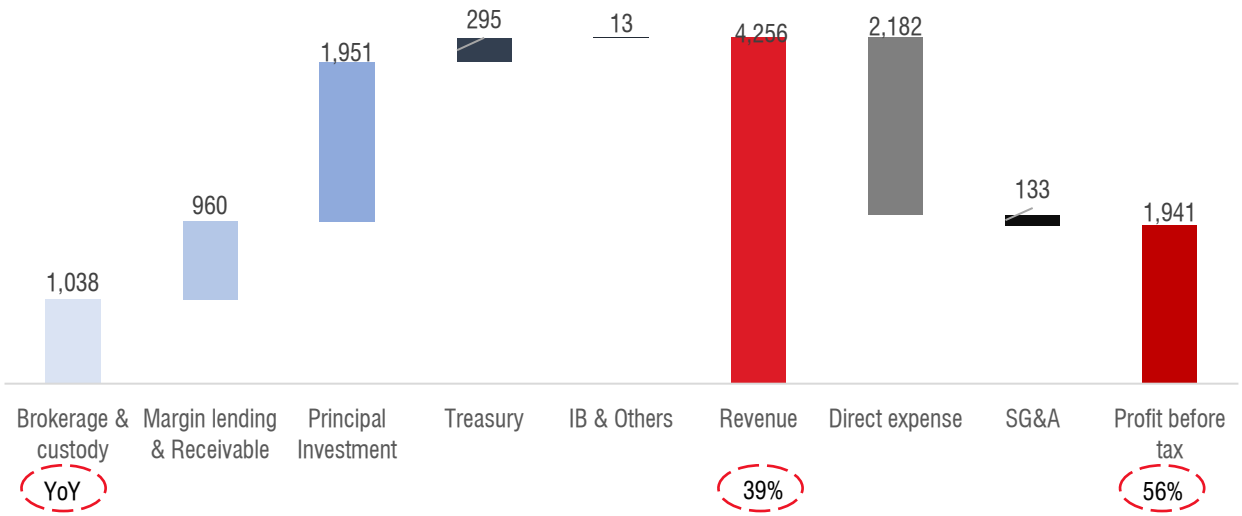

## Trailing ROAE & ROAA (%)



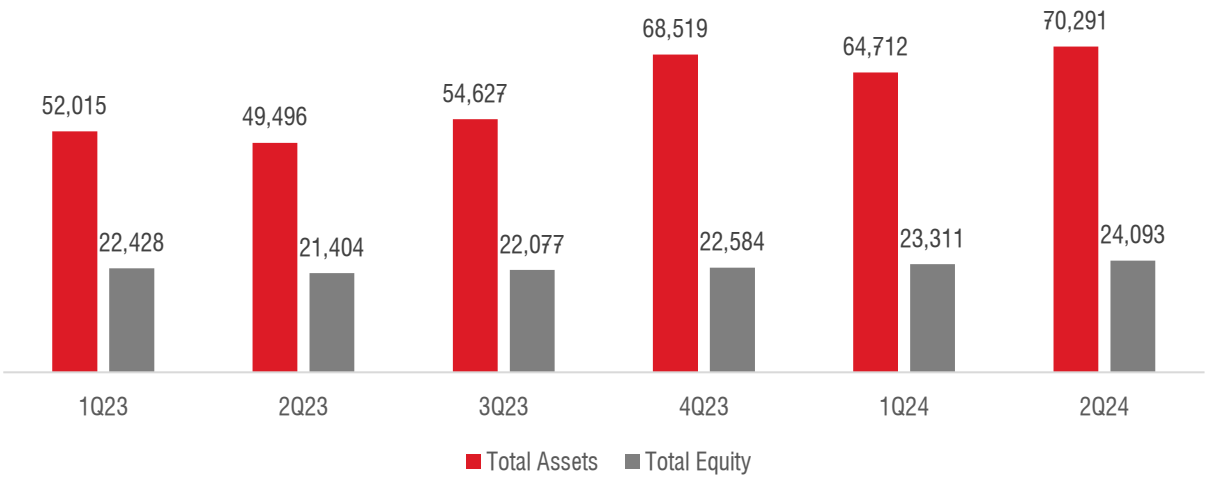

*Source: Separate FS 2Q2024*

# 1H24 Financial Results

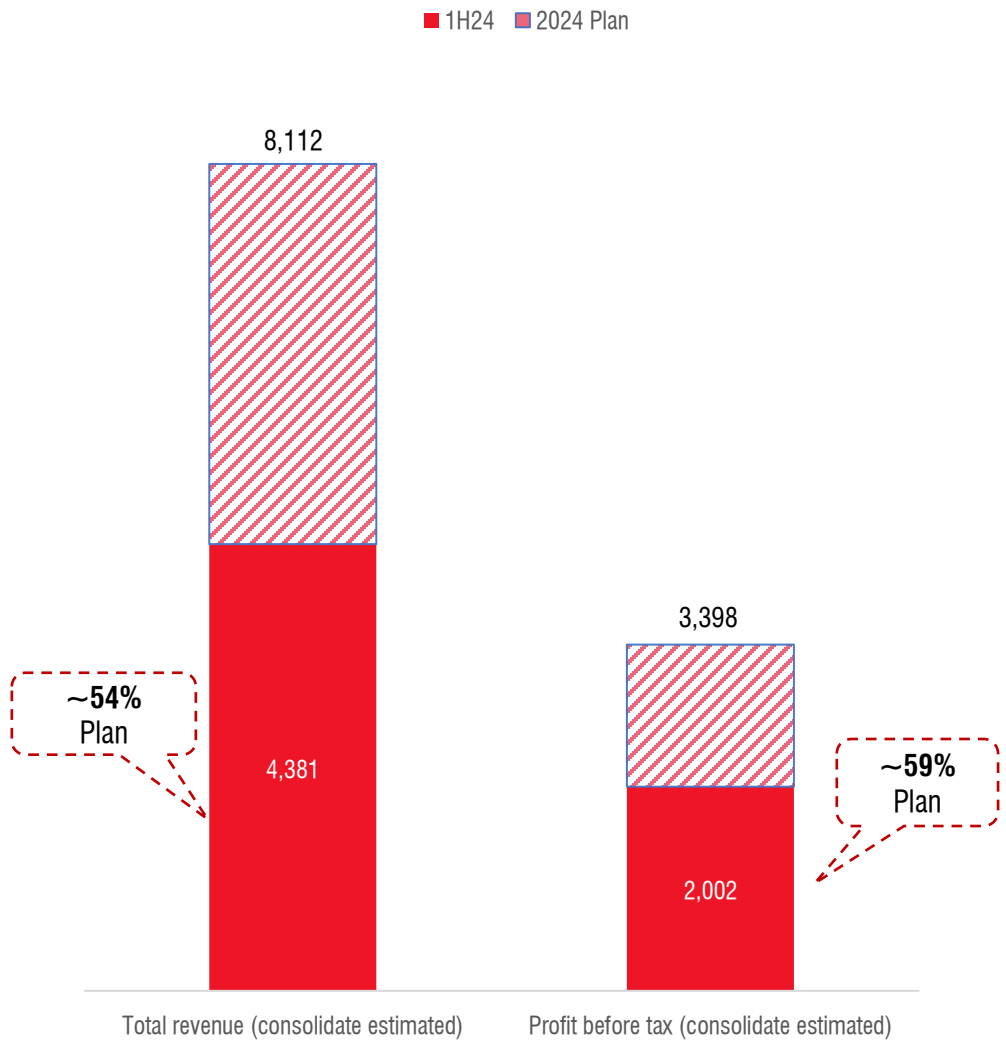
## 1H2024 Revenue and Profit Before Tax (VND bn)




## Total assets and equity at the end of June



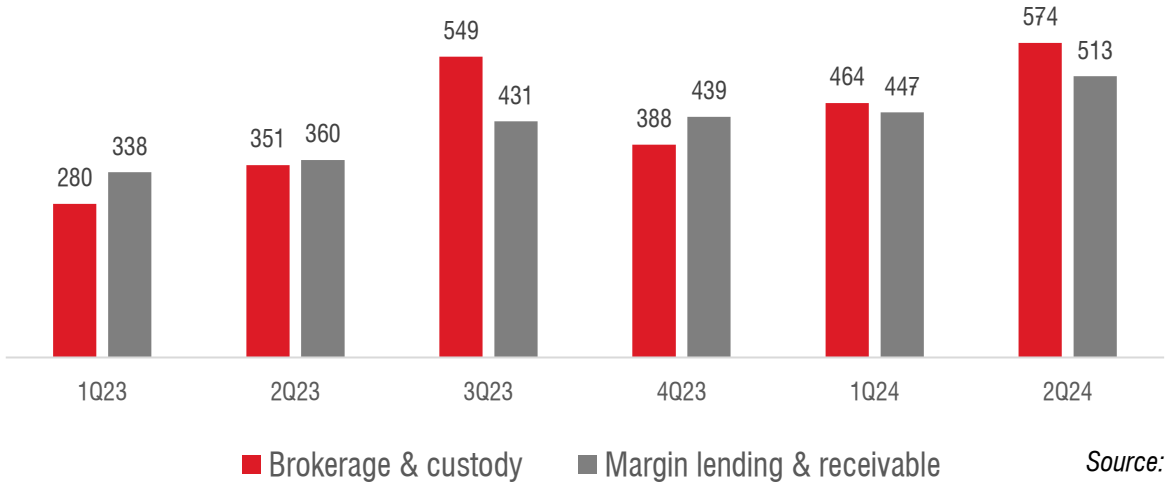

## Estimated consolidate earnings in 1H2024 versus 2024 Plan



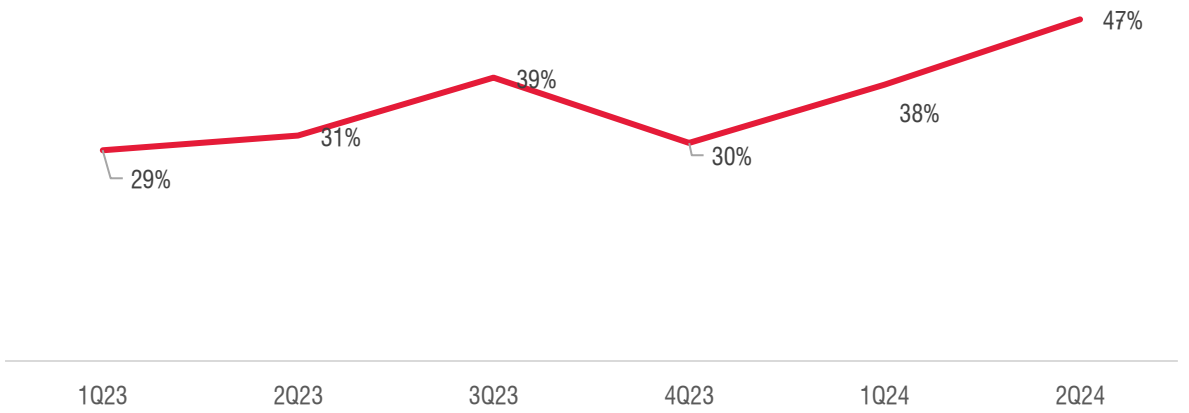

*Source: SSI's 2Q24 Separate FS*

# Brokerage & Margin Lending segment

## Brokerage & Margin Lending revenue (VND bn)

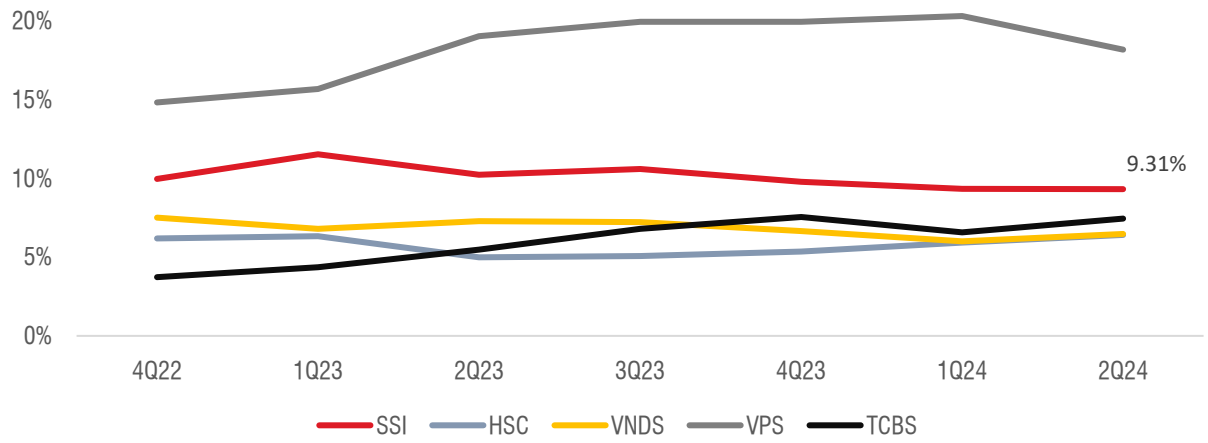



## PBT margin of Brokerage & Margin lending services

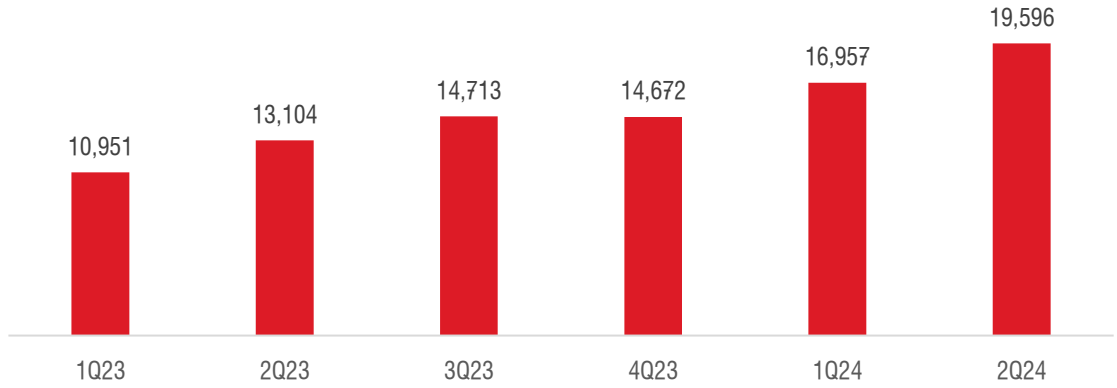



*Source: Separate FS 1Q24*

## A stable market share among traditional brokers (HSX's market share)



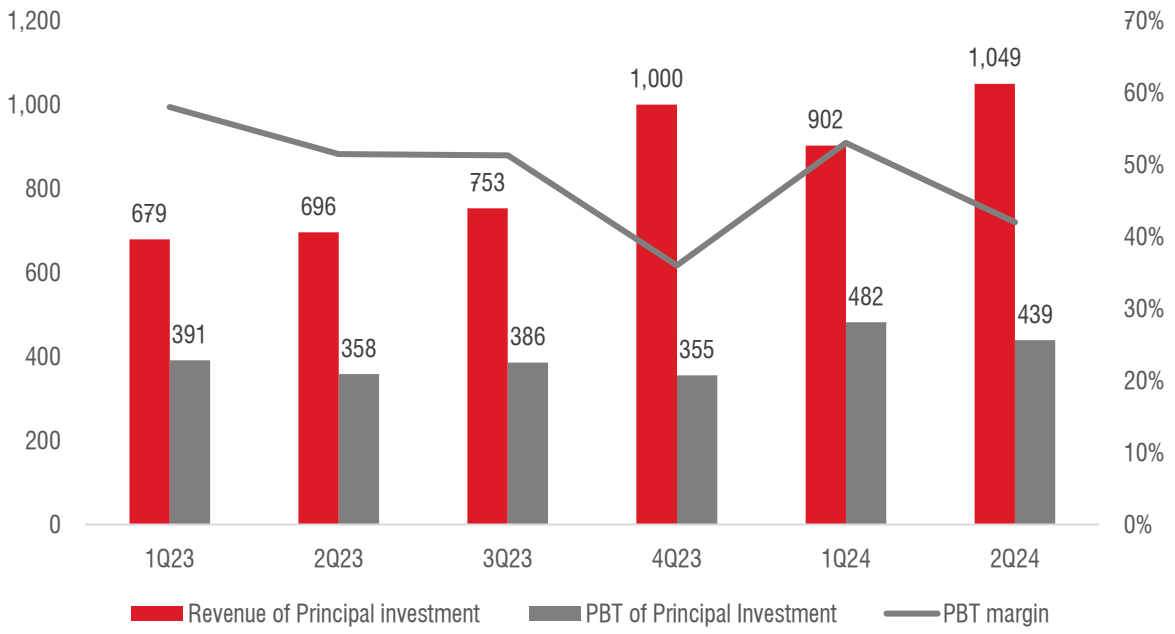

## The second biggest margin lending in the market (VND bn)



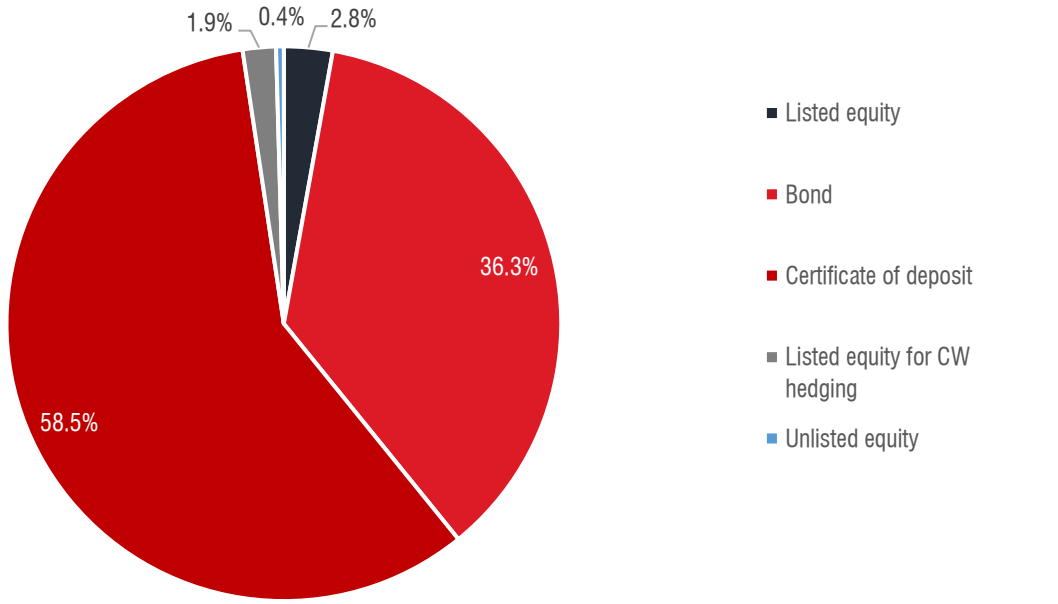

*Source: HOSE*

# Principal Investment Segment

## Principal Investment Revenue by Quarter (VND bn)




## Principal Investment Revenue by Year(VND bn)




*Source: SSI's Separate FS*

# Q&A






# INVESTOR RELATIONS DEPT.

**Address: 1C Ngo Quyen Street, Hoan Kiem District, Hanoi, Vietnam**

**Tel: (84 - 24) 3936 6321**

**Email: investorrelation@ssi.com.vn**

**Website: https://www.ssi.com.vn/en/investor-relation**

# THANK YOU

