

EARNINGS RELEASE

1st Quarter 2023 (Separate)



BUSINESS RESULTS OF 1st QUARTER 2023

Unit: VND billion

Items	Quarterly			Target Achieved	
	Q1/2023	Q1/2022	% +/-	Target 2023*	%/Target
Total revenue	150.33	302.98	(50.4%)	876.00	17.2%
Brokerage	34.21	85.22	(59.9%)	212.00	16.1%
Margin lending	77.40	102.99	(24.8%)	377.00	20.5%
Investment banking	5.50	20.00	(72.5%)	65.00	8.5%
Investment	19.29	84.69	(77.2%)	180.00	10.7%
Other	13.93	10.08	38.2%	42.00	33.2%
Total expenses	72.83	171.49	(57.5%)	606.00	12.0%
Earnings before tax	77.50	131.50	(41.1%)	270.00	28.7%
Earnings after tax	55.89	105.13	(46.8%)	216.00	25.9%

Source: Separate Financial Statements of 1st Quarter 2023.
 (*) Target 2023 of the parent company.

- In 1st Quarter 2023, RongViet Securities recorded **VND 150 billion** in revenue, a decrease of 50% yoy and completed 17% of the plan for 2023. The total expenses reached **VND 73 billion**, a decrease of 58% yoy and reached 12% of the 2023 plan.
- RongViet Securities's earnings after tax (EAT) in 1st Quarter 2023 reached **VND 56 billion**, decreased 47% yoy and reached 26% of the 2023 plan.
- Earnings per share (EPS) of 1st Quarter 2023 settled at **VND 266**.

Q1/2023

Revenue

150

▼ 50% yoy

EAT

56

▼ 47% yoy

%/Target 2023

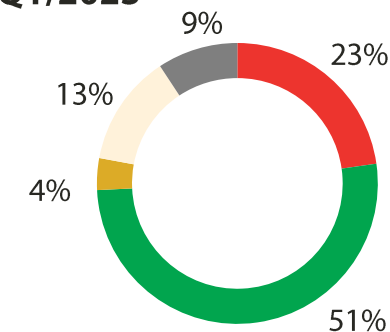
Revenue

17%

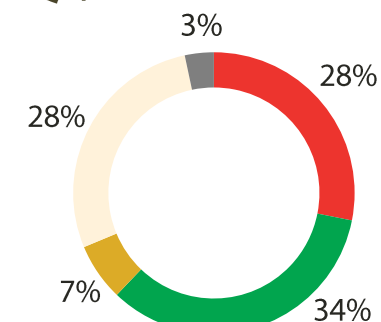
EAT

26%

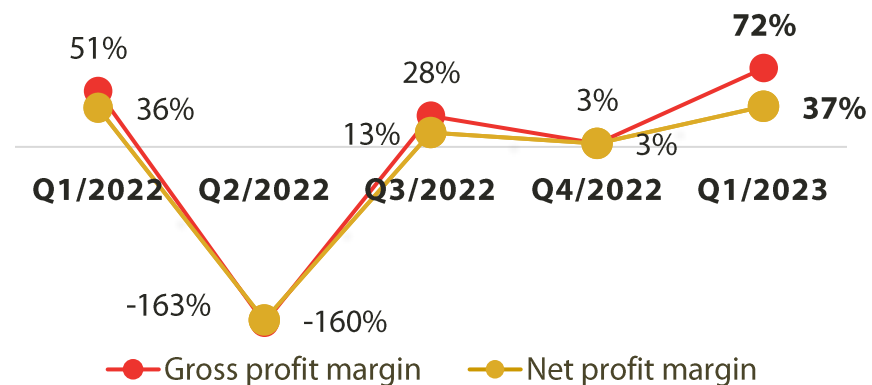
Q1/2023



Q1/2022

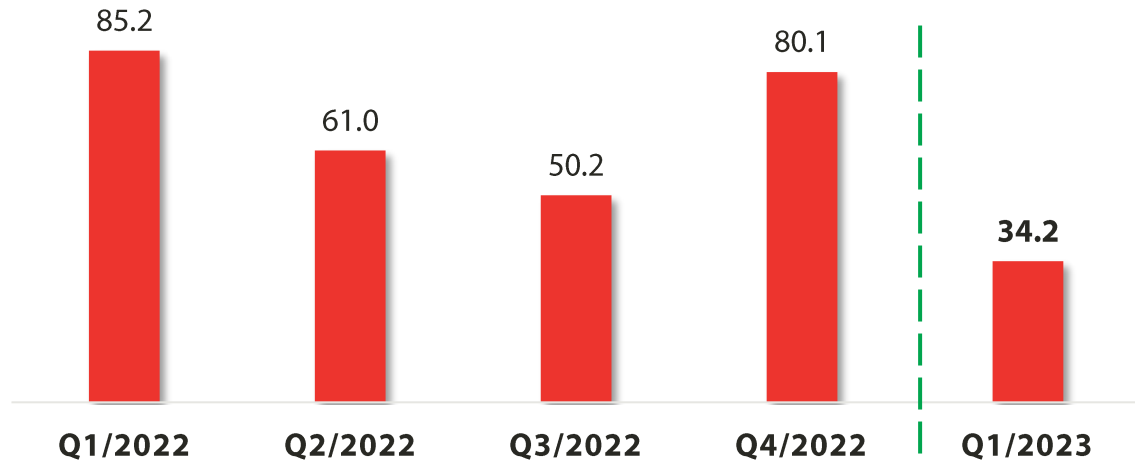


■ Brokerage ■ Margin lending ■ Investment banking
 ■ Investment ■ Other



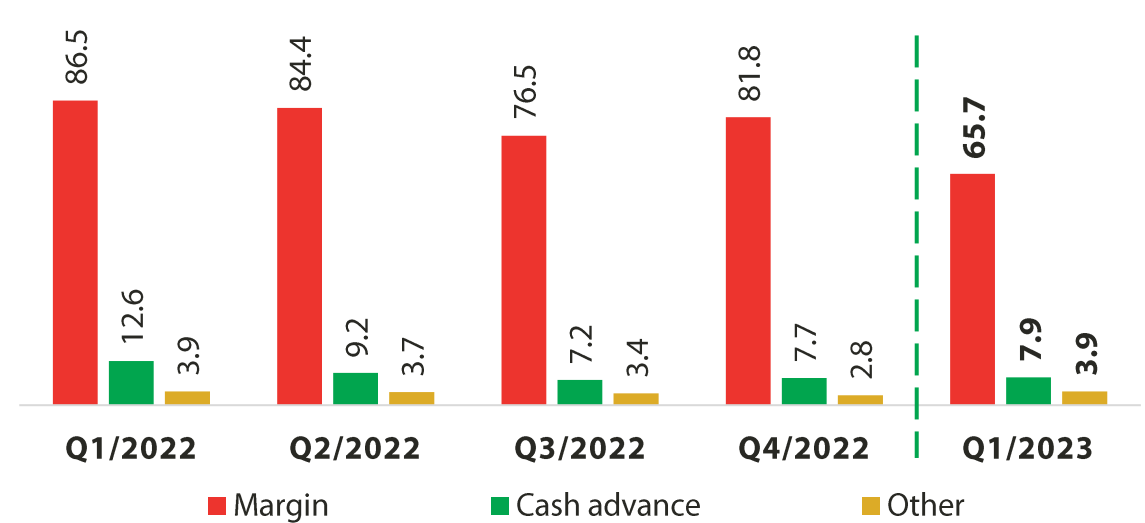
BROKERAGE & MARGIN LENDING ACTIVITIES

BROKERAGE ACTIVITIES



- The liquidity of Vietnam's stock market in 1st Quarter 2023 decreased by 27% compared to the 4th Quarter 2022 and decreased 63% yoy. The stock trading volume of the whole market reached an average of VND 11.3 trillion/session. Therefore, RongViet Securities's brokerage activities were also affected by the market when the revenue of 1st Quarter 2023 reached **VND 34.2 billion**, down 60% yoy and completed 16% of the plan in 2023.
- In 1st Quarter 2023, RongViet Securities had continued to maintain and provide products and services that help increase customer experience and satisfaction such as launched a stock investment learning mobile application **EduDragon**, launched a new trading application - **iDragon Pro** with many outstanding features compared to its previous version, issued **2023 Strategic report** and monthly **Special reports**, issued recommended portfolio named **SmartPortfolio**, and maintain weekly Livestream **Market Talk** series.

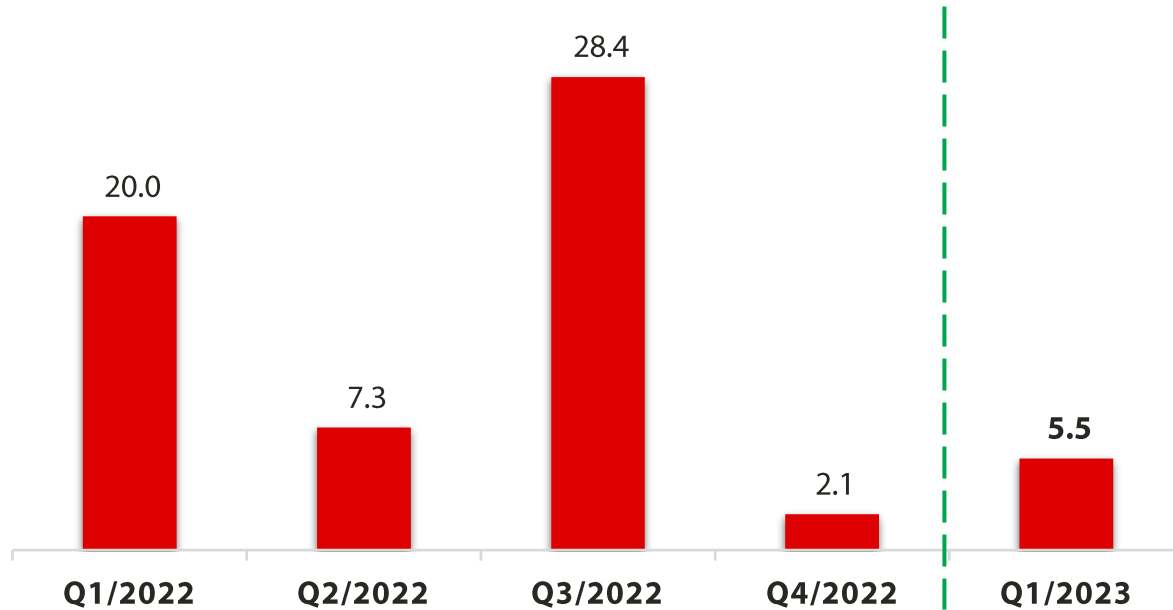
MARGIN LENDING



- In 1st Quarter 2023, RongViet Securities's Lending activities (margin and cash advance) revenue reached **VND 77.4 billion**, decreased by 25% compared to 1st Quarter 2022 and completed 21% of the 2023 plan.
- In which, revenue from margin lending activities reached **VND 65.7 billion**, cash advance activities reached **VND 7.9 billion** and the remaining was other revenue such as securities depository with a revenue of **VND 3.9 billion**.
- Margin loan balance as of March 31, 2023 was **VND 1,871 billion**, with outstanding loan/Owner's equity ratio being 0.88 and always complying with regulations (maximum 2.0 times).

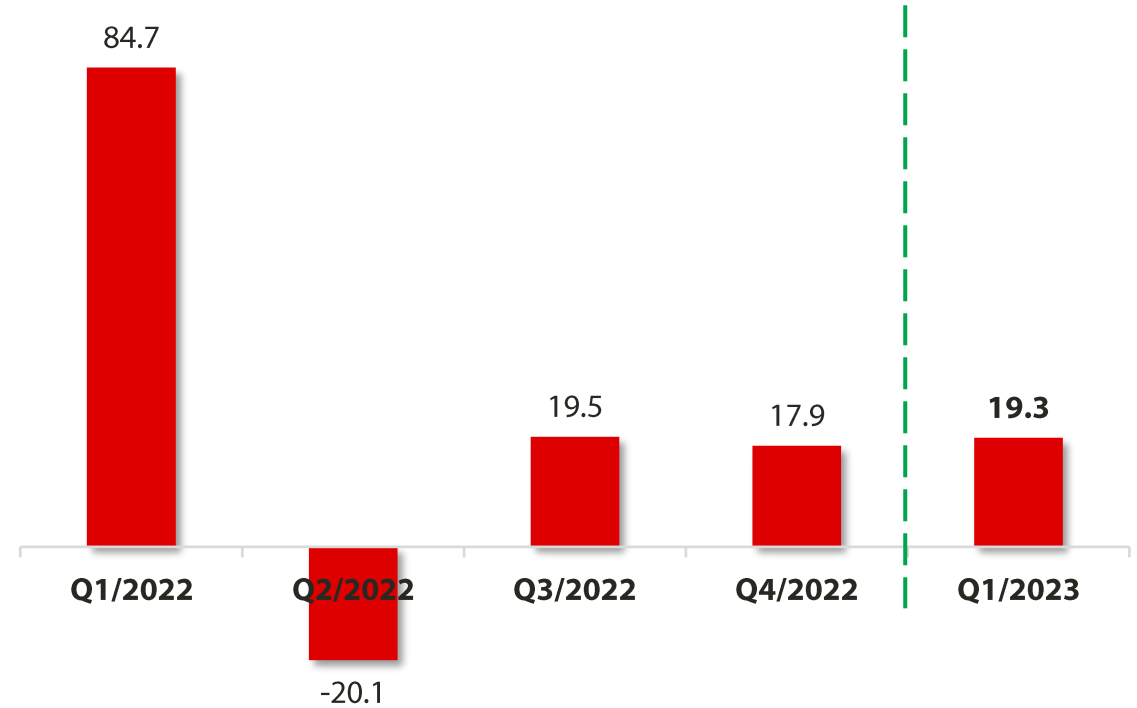
INVESTMENT BANKING & INVESTMENT ACTIVITIES

INVESTMENT BANKING ACTIVITIES



- Investment Banking (IB) activities in the 1st Quarter 2023 recorded a revenue of **VND 5.5 billion**, a decrease of 73% yoy and completed 9% of the 2023 plan.
- Following the orientation of 2023, RongViet Securities aims to promote merger and acquisition (M&A) advisory, as well as searching, arranging and offering projects and share capital to investors with financial potential in the market, especially foreign investors. Currently, the deals are being implemented as planned.

INVESTMENT ACTIVITIES



- In 1st Quarter 2023, Investment activities reached **VND 19.3 billion** in revenue, a decrease of 77% yoy and completed 11% of the 2023 plan.
- With the State Bank of Vietnam continuing to reduce interest rates and the Government has issued specific solutions to solve the problems for the real estate industry in the first quarter of 2023, RongViet Securities forecasts that the Vietnam stock market will be improved, and the Investment activity is expected to recover quickly in the next quarters of 2023.

FINANCIAL SITUATION OF 1st QUARTER 2023

Unit: VND billion

Items	Dec. 31, 2022	Mar. 31, 2023	% +/-
Total Assets	4,241.45	3,964.43	(6.5%)
Cash and cash equivalents	540.83	449.54	(16.9%)
Financial assets (FVTPL)	1,137.90	1,078.88	(5.2%)
Lending	2,252.08	2,134.16	(5.2%)
Other assets	310.63	301.84	(2.8%)
Total Equity	4,241.45	3,964.43	(6.5%)
Short-term debts	486.25	327.00	(32.8%)
Short-term bonds	1,488.68	1,336.05	(10.3%)
Other liabilities	195.68	174.30	(10.9%)
Owners' Equity	2,070.84	2,127.07	2.7%

Financial Ratios	Dec. 31, 2022	Mar. 31, 2023	% +/-
Financial safety ratio	433.6%	456.4%	5.3%
Total Liabilities/ Owners' Equity	1.05	0.86	(17.6%)
ROAa(*)	(2.4%)	1.4%	-
ROEa(*)	(5.3%)	2.6%	-
Earnings per share - EPS (VND)(*)	-470	266	-
Book value per share - BVPS (VND)	9,861	10,129	2.7%
P/E (*)	-	-	-
P/B (*)	0.7	0.8	4.4%

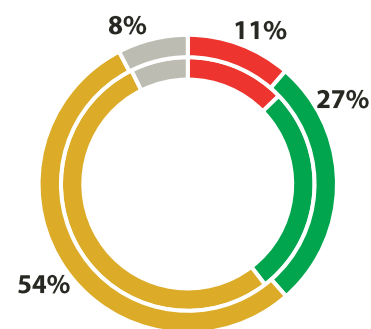
Source: Separate Financial Statements of 1st Quarter 2023.

(*) ROAa, ROEa, EPS at Mar. 31, 2023 are Q1/2023 ratios.

(*) Based on closing price at the end of the period.

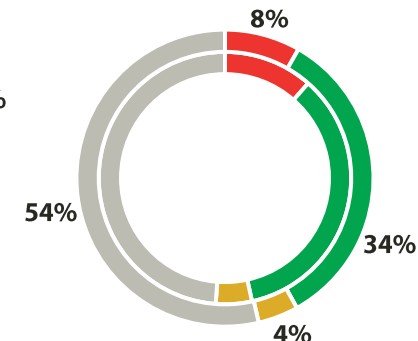
ASSETS STRUCTURE

- Cash/cash equivalents
- Financial assets (FVTPL)
- Lending
- Other



EQUITY STRUCTURE

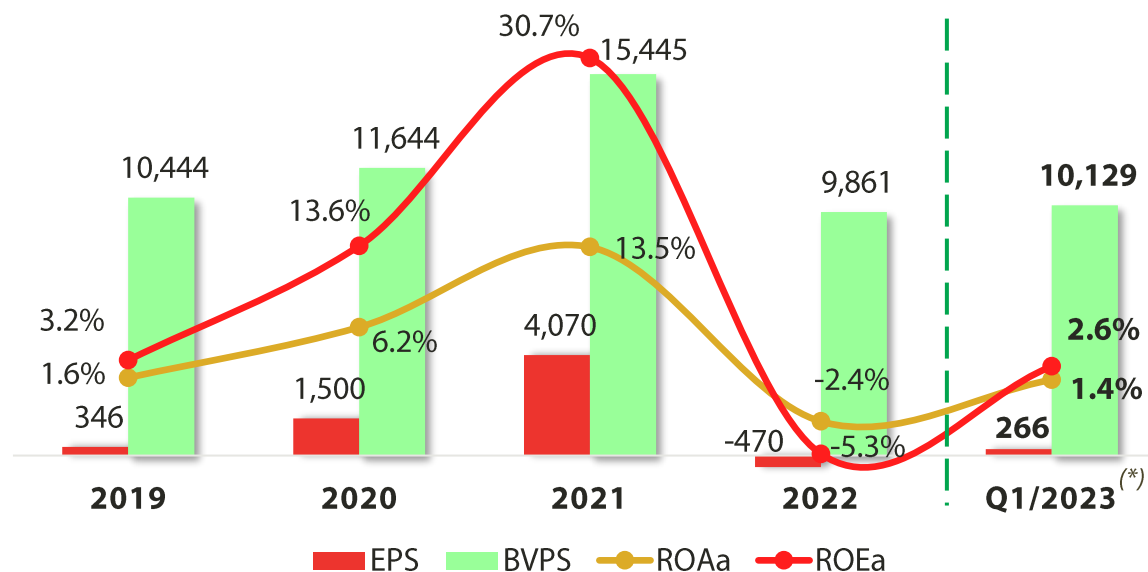
- Short-term debts
- Short-term bonds
- Other liabilities
- Owner's Equity



Small circle: as of Dec. 31, 2022

Big circle: as of Mar. 31, 2023

FINANCIAL RATIOS

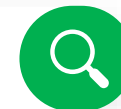


(*) Ratios of 1st Quarter 2023.



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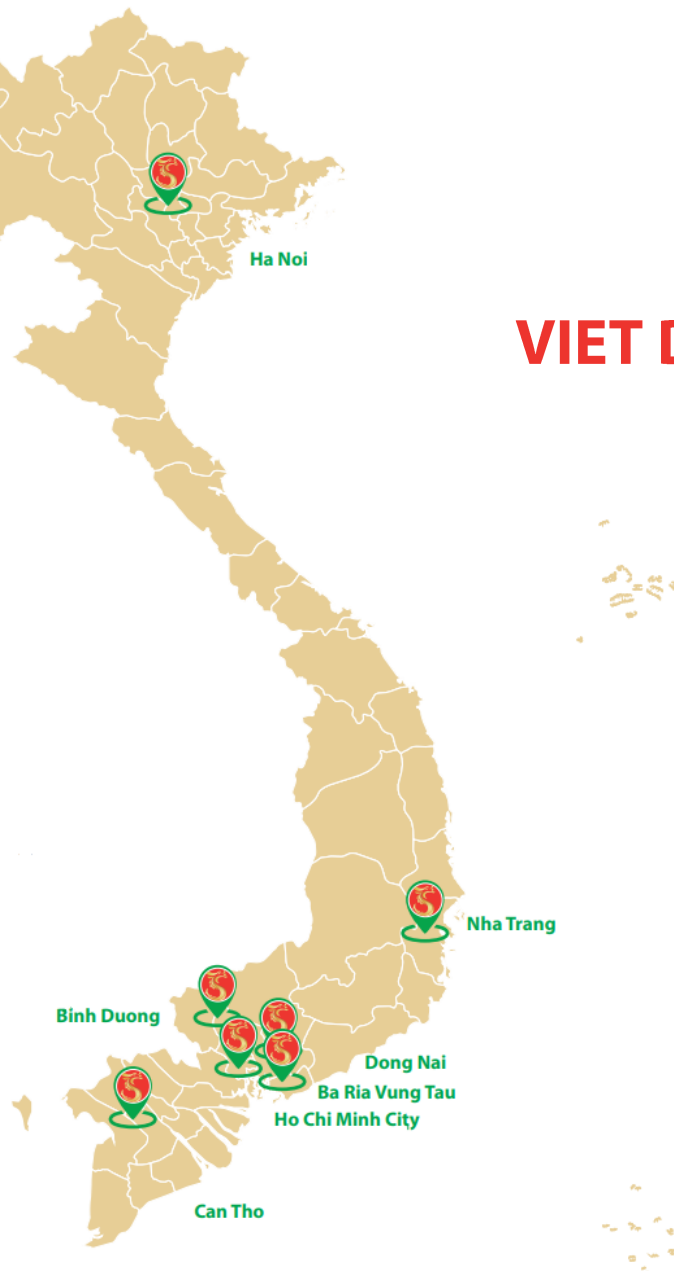
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All data presented in this document are extracted from Financial reports disclosed in accordance with regulations on securities and RongViet Securities's reliable resources.

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Kiến tạo tương lai thịnh vượng