

EARNINGS RELEASE

3rd Quarter 2022 (Separate)



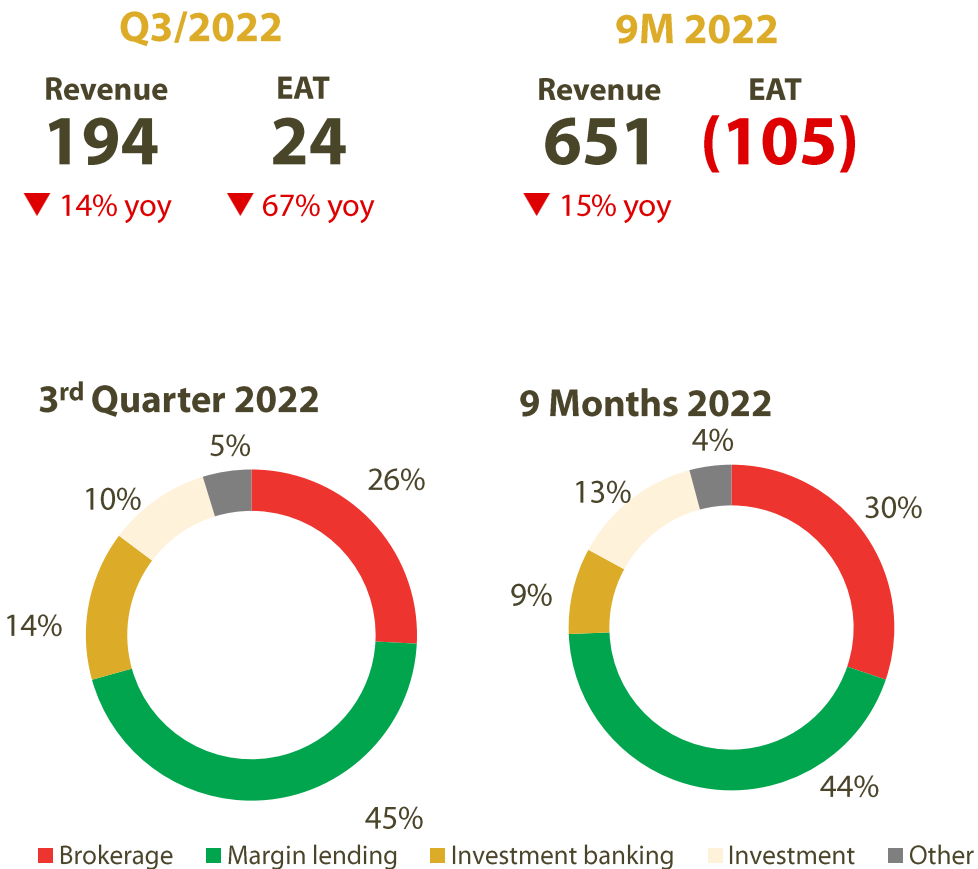
October 2022

Unit: VND billion

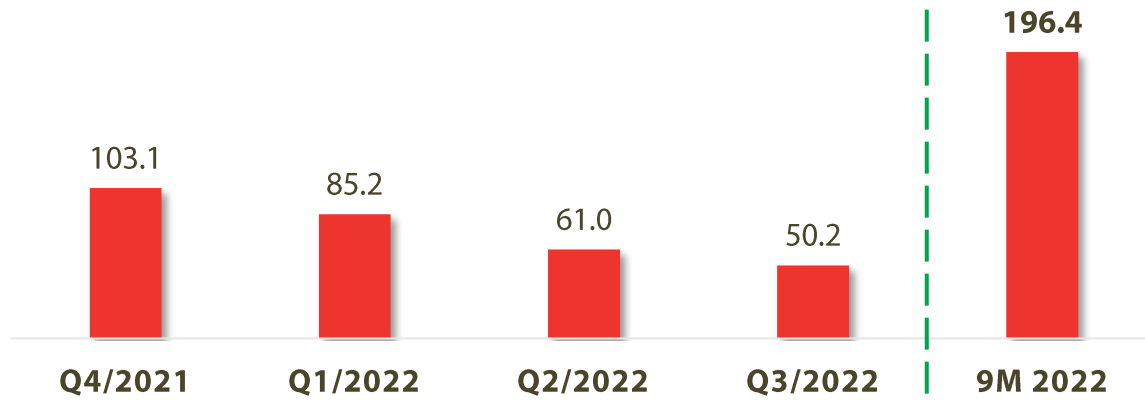
Items	Quarterly			Accumulatively		
	Q3/2022	Q3/2021	% +/-	9M 2022	9M 2021	% +/-
Total revenue	194.29	226.55	(14.2%)	650.70	761.21	(14.5%)
Brokerage	50.18	78.00	(35.7%)	196.43	212.09	(7.4%)
Margin lending	87.08	80.36	8.4%	287.43	212.00	35.6%
Investment banking	28.35	0.70	3927.1%	55.70	60.23	(7.5%)
Investment	19.46	58.26	(66.6%)	84.09	253.18	(66.8%)
Other	9.22	9.22	(0.1%)	27.04	23.71	14.0%
Total expenses	169.26	135.17	25.2%	761.86	359.40	112.0%
Earnings before tax	25.04	91.38	(72.6%)	(111.16)	401.81	-
Earnings after tax	24.04	73.36	(67.2%)	(104.66)	320.20	-

Source: Separate Financial Statements of 3rd Quarter 2022.

- In 3rd Quarter 2022, Rong Viet Securities recorded **VND 194 billion** in revenue, a decrease of 14% yoy. After 9 months of 2022, the revenue reached **VND 651 billion**, a decrease of 15% yoy and completed 55% of the plan for 2022, while the total expenses reached **VND 762 billion**, an increase of 112% yoy and equivalent to 113% of the 2022 plan.
- Rong Viet Securities's earnings after tax (EAT) in 3rd Quarter 2022 reached **VND 24 billion**, decreased 67% yoy. 9-month-accumulative EAT recorded **a negative VND 105 billion**.
- Earnings per share (EPS) of 3rd Quarter 2022 settled at **VND 229**.

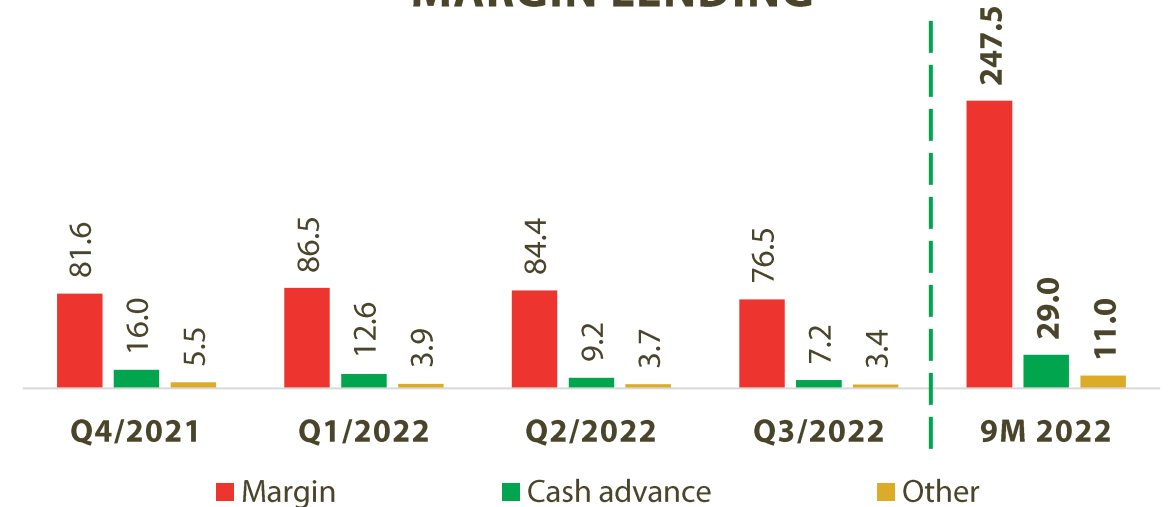


BROKERAGE ACTIVITIES



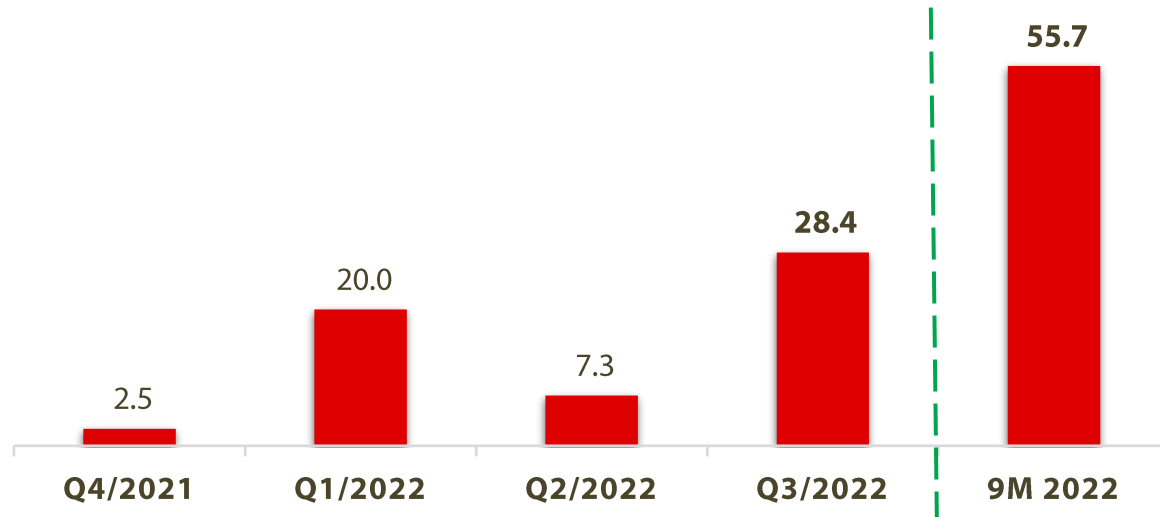
- The liquidity of Vietnam's stock market in 3rd Quarter 2022 decreased by 19% compared to 2nd Quarter 2022 and decreased 40% yoy. The stock trading volume of the whole market reached an average of VND 16.0 trillion/session. Therefore, Rong Viet Securities's brokerage activities were also affected by the market when the revenue of 3rd Quarter 2022 reached **VND 50.2 billion**, down 36% yoy. After 9 months, brokerage revenue reached **VND 196.4 billion**, a decrease of 7% yoy and completed 56% of the plan in 2022.
- In 3rd Quarter 2022, Rong Viet Securities had continued to maintain and provide products and services that help increase customer experience and satisfaction such as continuously developed the professional investment virtual assistant - **SmartDragon iBot**, issued monthly **Strategic reports** and **Special reports**, issued recommended portfolio named **SmartPortfolio** and maintain weekly Livestream **Market Talk** series.

MARGIN LENDING



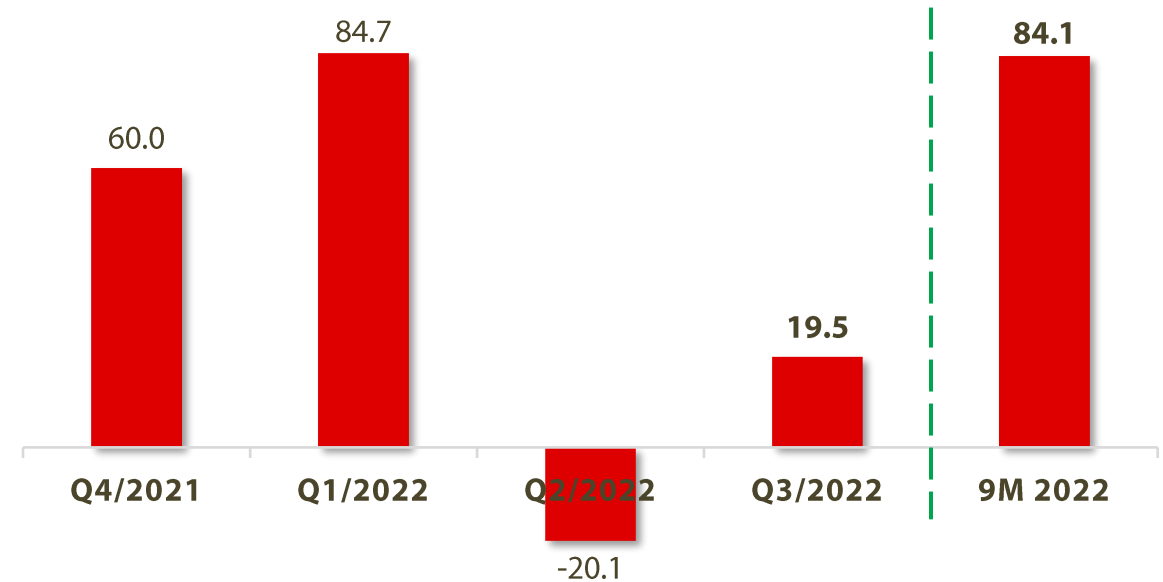
- In 3rd Quarter 2022, Rong Viet Securities's Lending activities (margin and cash advance) revenue reached **VND 87.1 billion**, up 8% compared to 3rd Quarter 2021. The revenue of Lending activities in 9 months of 2022 reached **VND 287.4 billion**, an increase 36% of yoy and completed 67% of the 2022 plan.
- In which, revenue from margin lending activities reached **VND 247.5 billion**, cash advance activities reached **VND 29.0 billion** and the remaining was other revenue such as securities depository with a revenue of **VND 11.0 billion**.
- Margin loan balance as of Sept. 30, 2022 was **VND 2,809 billion**, with outstanding loan/ Owner's equity ratio being 1.89 and always complying with regulations (maximum 2.0 times).

INVESTMENT BANKING ACTIVITIES



- Investment Banking (IB) activities in the 3rd Quarter 2022 recorded a revenue of **VND 28.4 billion**, accumulated revenue reached **VND 55.7 billion** for 9 months of 2022, a decrease of 8% yoy and completed 56% of the 2022 plan.
- Some M&A and capital arrangement deals are still under progress to be completed in the 4th Quarter 2022 in order to record revenue in 2022.

INVESTMENT ACTIVITIES



- In 3rd Quarter 2022, Investment activities reached **VND 19.5 billion** in revenue, a decrease of 67% yoy, cumulative revenue in 9 months of 2022 reached **VND 84.1 billion**, a decrease of 67% yoy and completed 32% of the 2022 plan.
- With a portfolio of leading market firms with high efficiency and good business results, Rong Viet Securities expects investment activities to recover and achieve better results in the last months of 2022.

Unit: VND billion

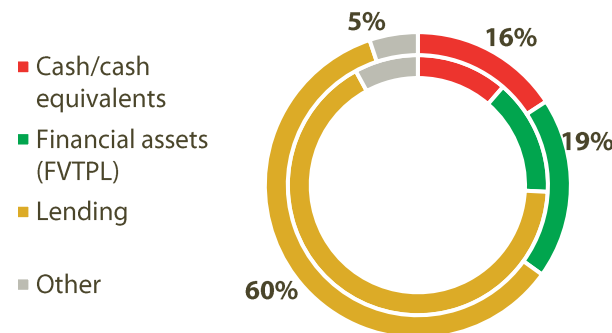
Items	Dec. 31, 2021	Sept. 30, 2022	% +/-
Total Assets	4,009.11	4,988.94	24.4%
Cash and cash equivalents	455.34	788.13	73.1%
Financial assets (FVTPL)	579.95	954.70	64.6%
Lending	2,656.04	2,991.12	12.6%
Other assets	317.78	254.99	(19.8%)
Total Equity	4,009.11	4,988.94	24.4%
Short-term debts	241.47	821.72	240.3%
Short-term bonds	1,937.95	1,878.12	(3.1%)
Other liabilities	206.37	800.46	287.9%
Owners' Equity	1,623.32	1,488.65	(8.3%)

Financial Ratios	Dec. 31, 2021	Sept. 30, 2022	% +/-
Financial safety ratio	583.9%	391.6%	-
Total Liabilities/ Owners' Equity	1.47	2.35	60.0%
ROAa (*)	13.0%	0.1%	(99.5%)
ROEa (*)	30.7%	0.2%	(99.4%)
Earnings per share - EPS (VND) (*)	4,070	28	(99.3%)
Book value per share - BVPS (VND)	15,445	14,163	(8.3%)
P/E (**)	8.7	402.9	-
P/B (**)	2.3	0.8	-

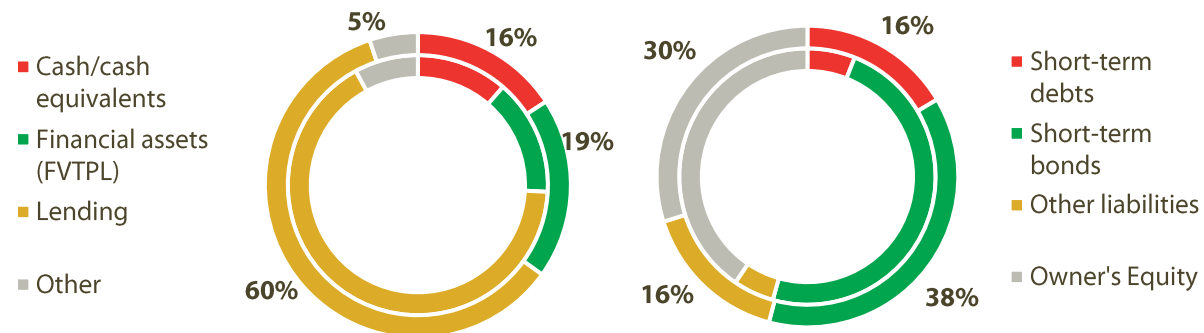
Source: Separate Financial Statements of 3rd Quarter 2022.

(*) Trailing 12 months data; (**) Based on closing price at the end of the period.

ASSETS STRUCTURE



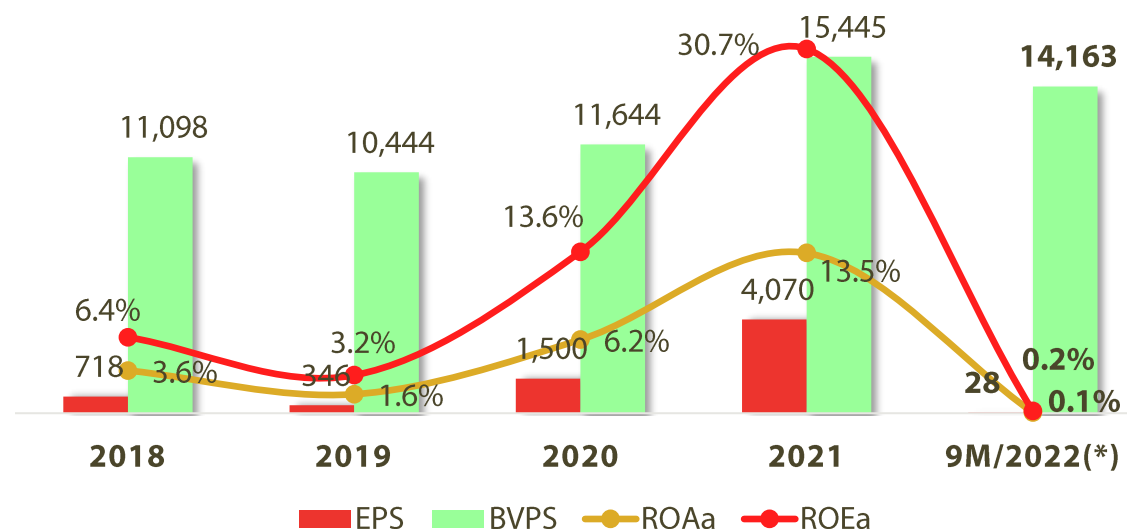
EQUITY STRUCTURE



Small circle: as of Dec. 31, 2021

Big circle: as of Sept. 30, 2022

FINANCIAL RATIOS



(*) Trailing 12 months data.



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Kiến tạo tương lai thịnh vượng