

VNDIRECT announced business results in the 1st Quarter of 2022 with profit before tax (PBT) reaching VND 956.3 billion, increasing 48% YoY 2021, completing 26.52% of the year plan for 2022

Hanoi, 21 April 2022 – VNDIRECT Securities Joint Stock Company (HOSE: VND, “VNDIRECT” or “The Company”) reports performance highlights as of 1st Quarter 2022 (Q1/2022).

Summary of business results and financial position in the 1st Quarter of 2022

- **Revenue:** VNDIRECT reported net revenue of VND 1,766 billion in Q1/2022, increased 61% YoY 2021.
- **Profit:** VNDIRECT recorded profit before tax (PBT) increased by 48% YoY 2021, reaching VND 956.3 billion; along with that, net profit (EAT) reached VND 762.2 billion, increased 48% YoY 2021.
- **Total Assets:** Total Assets in Q1/2022 reached VND 42,451 billion, an increase of 15.2% compared to the last quarter of 2021.
- **Equity:** VNDIRECT recorded total equity of VND 10,141 billion in Q1/2022, an increase of 5.6% compared to Q4/2021.
- **Market Capitalization:** Market capitalization of VNDIRECT increased sharply, reaching more than VND 40.000 billion up to now.

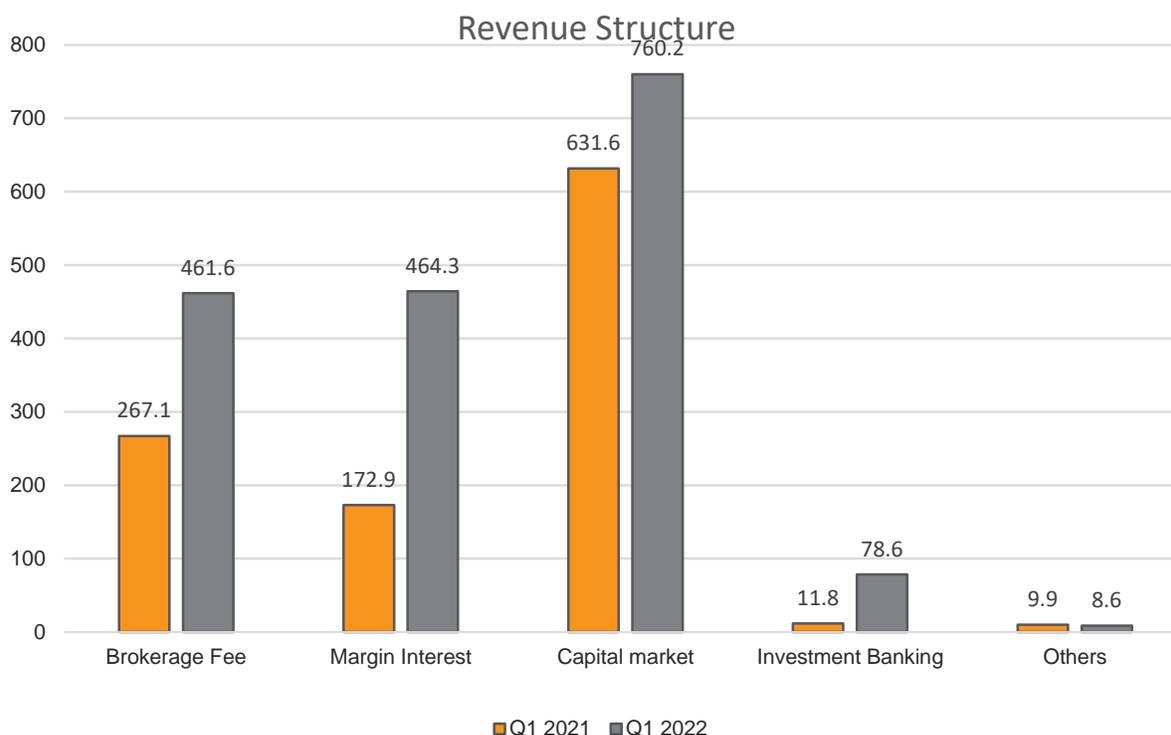
At the beginning of 2022, in the condition that the market is no longer as favorable as before, the strong growth in the number of new accounts combined with the appropriate business orientation and capital increase plan, despite the difficulties, VNDIRECT has recorded a jump in business results and scale in both capitalization and assets compared to the same period in early 2021.

Business results by segment in the first quarter of 2022

- **Securities Services:**
 - **Brokerage Fee:** As noted in the separate financial statements Q1/2022, revenue increased to VND 461.62 billion (72.84% YoY). By the end of Q1/2022, VNDIRECT 's

brokerage market share at HOSE was 8.01%, slightly increased from 7.46% of the previous quarter. Despite the rising competition in the brokerage industry, VNDIRECT retained its competitive position within the top 3 in the industry.

- **Margin Lending Interest:** VND 464.28 billion posted in Q1/2022 revenue (growth of 168.59% YoY). The margin lending outstanding balance was VND 17,122 billion, increased 161.95% compared to early 2021. VNDIRECT 's average margin lending yield was estimated at 11.4% by Q1/2022.
- **Investment Banking (IB):** VND 72 billion recorded in Q1/2022 revenue (1,325.44% YoY). This growth has come from the diversification of revenue structure and the development of IB activities.
- **Capital Market:** revenue reached VND 760.15 billion in Q1/2022 (growth of 18.26% YoY).



Source: VNDIRECT FS Q1 2022

Among the four main income streams, Margin Lending Interest and Investment Banking were the two businesses having the highest growth rates, contributing to improving the Company's revenue growth in early 2022.

Assets landscape Q1/2022

- **Investment in fixed-income & HTM:** The investment balance in listed bonds surged 13.48% compared to Q4/2021, reached VND 1,305 billion, while the investment in unlisted bonds increased 37.53% to VND 4,503 billion compared to the last quarter of 2021. Certificate of deposit of VND 7,239 billion, an increase of 24.2% compared to the previous quarter. Meanwhile, HTM assets increased to VND 8,113 billion, 52.73% higher over Q4/2021.
- **Prop trading & Assets for hedging Cover Warrants:** The equity investment balance soared 15% compared to the last quarter of the previous year to VND 2,324 billion.

As of Q1/2022, VNDIRECT 's total assets reached VND 42,451 billion, expanding the scale by 15.2% compared to the end of 2021. Market capitalization reached VND nearly 40,000 billion as of March 31, 2022, ranking second in the listed securities companies on the market.

Q1/2022 Accumulative Performance highlights

1. Financial Highlights

As of Q1/2021, VNDIRECT is still closely following the business goals of the management in 2022. Details of the goals are as follows:

Goal (VND Billion)	2021 Result	2022 Plan	Q1 2022 Result	Plan Accomplishment
Total revenue	5,776	5,395	1,776	32.92%
Profit before tax	2,734	3,605	956	26.52%
Net profit	2,178	2,884	762	26.42%

VNDIRECT 's profit grew strongly in Q1/2022. ROAE (TTM) reached 29.5%, lower than 32.49% in 2021. Along with that, ROAA (TTM) was 7.45% in the first quarter of 2022 decreased slightly compared to 8.41% of 2021.

2. Capital Mobilization Highlights

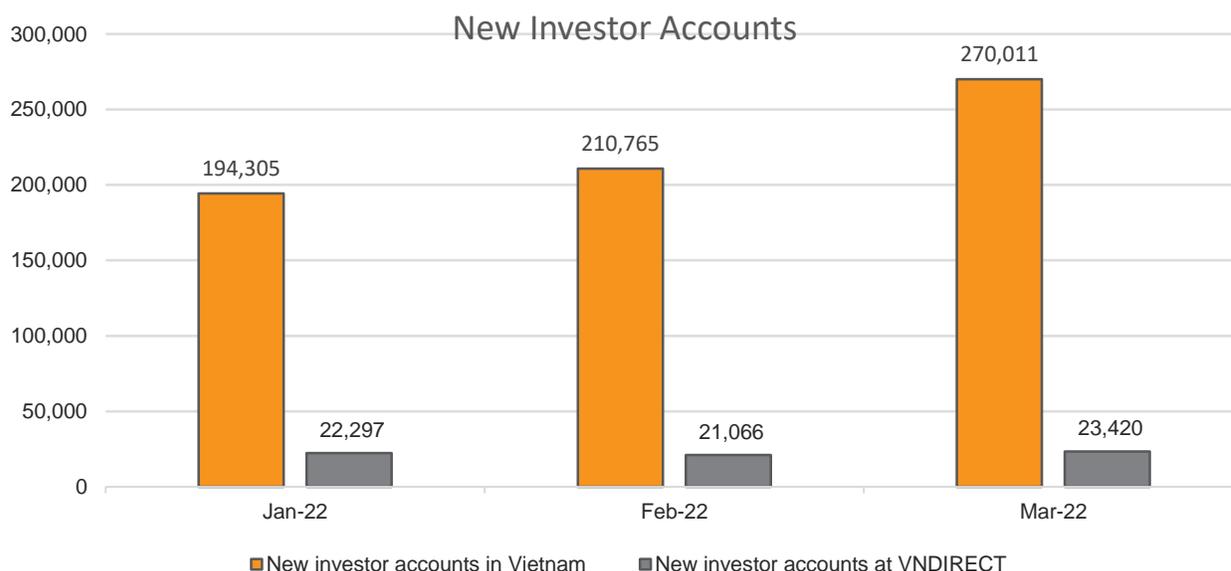
On March 7, 2022, VNDIRECT successfully issued 3 public offerings bonds for domestic and foreign investors with a total value of VND 1,000 billion. This is a non-convertible bond, without warrants and without collateral. Specifically, the first bond lot had the value of VND 200 billion, 1 year

tenor, fixed interest rate at 8% per annual; second bond lot worth VND 400 billion, 2 years tenor, fixed interest rate at 8.2% per annual for the first period and equal to total reference interest rate plus spread of 2.6% per annual for the following period; the third lot was VND 400 billion, 3-year tenor, fixed interest rate at 8.4% per annual for the first period and equal to the total reference interest rate plus a 2.8% per annual spread for the following periods. Interest period is 12 months. The reference interest rate was the average of the savings deposit interest rates applied to individual customers, with a 12-month term announced by Vietcombank, BIDV, Agribank and VietinBank.

On April 14, 2022, VNDIRECT completed the public offering of 435 million shares to existing shareholders (through the exercise of rights) at a price of VND 10,000/share at ratio 1:1 and at the same time issued nearly 348 million bonus shares at the rate of 80%.

3. Customer Highlights

Q1/2022 has witnessed the rally of retail investor participants. Riding on this trend, the number of new accounts (since early 2022) at VNDIRECT climbed to 66,783, possessing on average 9.89% of the entire industry’s new accounts. By end of Q1/2022, total accounts of VNDIRECT reached more than 774,000. Total NAV is at USD 8.57 billion.



Source: Vietnam Securities Depository

4. Products and Services Highlights

- **DGO electronic piggy bank:** On January 27, 2022, VNDIRECT introduced the electronic piggy bank for the future young generation of Vietnam, helping the child learn how to save and invest money given by the relative's labor results to the child. With a minimum capital of VND 01 million, the money saved for children will be equally distributed into VNDAF Stock Investment Fund and VNDBF Bond Investment Fund within 03 years.
- **Overnight interest rate support (DCASH):** Launched by VNDIRECT at the end of 2021 and the number of registered customers increased sharply in Q1/2022, the Overnight interest rate support product provides an interest rate support solution for idle money of investors. Now, the deposit balance on the customer's securities account will be optimized for profitability with the interest rate of 3% per annual (before personal income tax), interest paid daily, customers only need to register once, the interest is automatically supported every night then fully refunded along with the principal to the account before the next trading time.

5. Technology Highlights

- **DLINK app version 1.0:** Officially put into operation in Q1/2022 since January 15, 2022. DLINK has the mission to become an effective tool of VNDIRECTORs not only for internal communication within the Company, but also communicate directly with the customers they manage.
- **New account opening stream:** Since January 14, 2022, VNDIRECT has officially applied the online account opening stream, it only takes a few minutes, customers can successfully open an investment account at VNDIRECT completely online, no paper-documents required and only activated once. Thereby, customers can sign an electronic contract without having to send a courier or go to the counter to send the paper-document as before.
- **New DSave and Bond Trading Board:** On February 18, 2022, VNDIRECT launched and improved a new trading board to help customers research, choose and invest in products of DSave - an economical investment channel. necessary savings, the second step in the journey to create financial health and secure prosperity. Thereby, the trading board assists customers in:

- **Identifying DSave:** Including 04 products (DCash, DMoney, DBond, VBond) and easy to find information about products.
 - **Observing to choose the right investment by term:** Products of DSave and bond are sorted from short term to long term investment.
 - **Searching information with advanced filters:** Quickly find the right product to investment preference using a filter with 3-4 criteria.
 - **Using product with ease:** Join any DSave product in just 05 minutes and completely online.
- **My Account Version 2 (MyDGO):** The property management page My Account officially changes to MyDGO with a friendly interface and integrated features to help customers manage multi-asset at VNDIRECT. With this change, MyDGO accompanies customers to establish lifelong financial health through the following tools:
 - **Health compass:** Helping customers self-check their financial health and investment conditions at the moment, so that MyDGO can plan specific actions by setting up an investment-oriented compass. Thereby, customers can access all investment opportunities in the market and manage their assets on their own.
 - **Investment compass:** Provide recommendations to help customers choose investment products and services suitable to each customer's investment conditions. MyDGO has fully updated new products and arranged by asset class for customers to easily learn, register with eContract and trade instantly at MyDGO.
 - **Market compass:** Update information timely to the market beats, provide expert views and opinions in accordance with the portfolio that customers are holding and interested in.

6. Human Resources Development Activities

- **VNDIRECT adds benefits for employees in treating Covid-19 disease**

Facing the increasing situation of the Covid-19 epidemic, with the desire that VNDIRECTORS receive the best medical care and reduce their worries about medical costs, VNDIRECT Human Resources Department worked with Post and Telecommunication Joint Stock Insurance Corporation (PTI) to add more benefits for Covid-19 treatment for all employees participating in health insurance.

- **VNDIRECT - HUTECH JOBFAIR 2022**

On March 19, 2022, VNDIRECT was present at the direct recruitment event of Ho Chi Minh City University of Technology (HUTECH).

The event is a place to answer questions and concerns from students about financial career paths in general and career opportunities at VNDIRECT in particular. It is expected that VNDIRECT will be present at more recruitment events to expand and nurture the young team.

7. Corporate social responsibility

Tet Volunteering: With the desire to spread more values to the community, on January 29, 2022 (on the 27th day posted Lunar New Year), **Trai Tim Yeu Thuong Club** connected with **Hieu va Thuong Foundation** to jointly give more than 1,000 Tet gifts to people in difficult circumstances on the occasion of the Tiger New Year 2022.

Hieu va Thuong social charity program is the continuation of the School of Youth for Social Service founded by Thay Thich Nhat Hanh in 1964. The Foundation's main activities include: Child care; Lonely old people care; "Giup em den trung" Scholarship; Building bridges, wells, house for the poor and giving Tet gifts to the poor.

The Company's operation plan for 2022

In 2022, VNDIRECT will continue to focus on its core strategy on multi-channel investment services for individual customer strategy, becoming a diversified investment ecosystem that can fully meet investment and management needs of all clients. VNDIRECT continues to maintain technology-based business strategies to maintain stock trading market share, optimize asset values, capital, and business opportunities for individual customers segment throughout the new journey. VNDIRECT will continue to invest in building capacity to provide multi-channel investment services to expand market access capacity towards new investors group.

VNDIRECT sets business goals in 2022 as: (i) growth of brokerage market share higher than the level achieved in 2021; (ii) Parent company's profit before tax is VND 3,605 billion, Parent company's profit after tax is VND 2,884 billion.

It is expected that in 2022 or 2023, VNDIRECT will submit to the General Meeting of Shareholders to implement a new capital increase plan through a private placement of shares at the rate of 20% and directly to professional securities investors with the aim of increasing the size of the Company's working capital. Accordingly, the offering price of shares is determined on the basis of the book value and the market price at the time of making the offering. These shares will be restricted from being transferred for 01 year from the date of completion of the offering.

About VNDIRECT Securities Joint Stock Company

VNDIRECT Securities Joint Stock Company (HOSE: VND, “VNDIRECT” or “Company”) wishes to build and develop into a trusted financial institution providing transparent and reliable investment products which is supported by a team of integrity and professionalism as well as a multi-utility technology platform for all types of customers. With that goal, VNDIRECT will become the place of collective wisdom, stimulate capital flows among people & create opportunities for anyone to be an integral part contributing to a dream of a greater Vietnam Market.

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