

**2023**

**ANNUAL REPORT**





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CHAPTER

# 01

VISION OF TCBS



# WHO WE ARE

Techcom Securities Joint Stock Company (TCBS) is one of the largest and most efficient securities companies in Vietnam, aiming to become the Orchestrator of capital flow in the country. TCBS's success is based on the **Wealthtech** financial strategy, establishing a comprehensive TCInvest ecosystem for investment and asset management. By the end of 2023, TCBS had served nearly one million customers, including individual and corporate clients. The journey of creating an exceptional accumulative investment experience has enabled TCBS to differentiate itself and contribute to tapping into the strong growth potential of Vietnam's financial market.



“TCBS has been researching the use of data science, data analysis, machine learning for many years, and recently Generative AI for its operations. As data volumes continue to grow, the ability to “personalize” customer needs through rapid and highly secure data processing will be an advantage that helps TCBS operate more efficiently in the future.”

**MR NGUYEN XUAN MINH**  
Chairman of TCBS

## 2023 MILESTONES



**1 million**  
customers

on December 31, 2023



**3,028**  
billion VND

Profit before tax



**43,788**  
billion VND

Total assets as of December 31, 2023



**6.27**  
billion VND

Profit Before Tax per Employee, the Highest in the Securities Industry



**~70,000**  
billion VND

Corporate Bonds Issued with TCBS Advisory, Increased by 139% Compared to the Previous Year



**Top 1**

Market Share of Corporate Bond Issuance Advisory (Excluding Bank Bonds)



**Top 1**

Margin Lending Market Share



**Top 3**

Securities Brokerage Market Share for Q4 2023



# Message from THE CHAIRMAN

Dear Shareholders, Partners, and Customers,

The Vietnamese stock market experienced a positive year in 2023, with the VN-Index increasing by over 12% from the beginning of the year, reaching 1,129.93 points. The market capitalization rose by nearly 30 billion USD, reaching a historic high of 64.5 billion USD. However, the market also faced many challenges and fluctuations from macroeconomic and international factors. Inflation and interest rates trended upwards in 2023 due to the high cost of energy and input materials. The exchange rate was also under pressure due to the monetary policy tightening by the FED and other central banks.

Foreign investors were the focus of the market as they continuously sold off strongly on the HOSE, with a total net selling value of over 24.3 trillion VND in the past year. The stock market also experienced strong fluctuations, especially in Q1 and Q4, when liquidity decreased sharply and the VN-Index sometimes fell below 1,100 points.

Overall, the Vietnamese stock market in 2023 demonstrated resilience and a high capacity to adapt in a volatile year, while also reflecting the bright spots of the economy and listed companies.

As one of the pioneering securities companies pursuing the Wealthtech financial technology strategy, 2023 continued to be a year marking our breakthrough success in accompanying customers, providing a variety of personal financial solutions to help them manage and increase their assets to achieve their financial aspirations. The year 2023 also marked outstanding results in TCBS's digital financial transformation journey, adopting the Agile model to create a Fintech work environment, contributing to enhancing human resource capabilities, data processing capabilities to personalize products and services according to the needs of each customer segment.

As 2023 came to a close, TCBS continued to execute its strategic direction to achieve the goals set out in the 5-year plan for 2021 – 2025. The company's pre-tax profit for the past year exceeded 3.028 trillion VND, surpassing the annual plan by 51%. TCBS completed its capital increase plan, raising the total owner's equity to over 23 trillion VND, becoming the securities company with the largest owner's equity in the Vietnamese stock market.

The capital increase in 2023 has enabled TCBS to capitalize on opportunities from the market's current attractive valuations and to implement many preferential policies on fees and prices for customers, such as Zero Fee - free securities transactions throughout 2023 and expected to be unlimited in time to come, offering loan packages with preferential interest rates at only 0%/year to help customers maximize investment profits...

In 2023, TCBS won the top position in terms of margin lending outstanding balance. Not only leading in absolute value, but the lending speed of TCBS also grew strongly, doubling compared to the end of 2022. Besides the underlying securities market, 2023 was also the year TCBS made a strong leap in the derivatives brokerage market share, moving from 5th place the previous year to 3rd place, with 4.28% market share.

The superior financial products and solutions have helped TCBS attract more than 95,000 new accounts in 2023, accounting for 20% of the new accounts in the entire market, raising the total number of TCBS users to nearly 1 million.

In addition, the TCInvest platform achieved impressive performance, maintaining stable access with more than 12.4 million visits each month, averaging over 400,000 visits per day. This figure is even more impressive considering that 95% of the transactions at TCBS are online transactions instead of counter transactions.

This has contributed to making TCInvest a super app, capable of providing "all in one" for every investment need and wealth management of a customer.

The achievements of the past year are the convergence of many efforts, creativity, innovation, and the disciplined spirit of nearly 500 TCBS employees. That is the most valuable asset that TCBS possesses and continues to be nurtured to become the most suitable resource to accompany customers and contribute to the growth of the Vietnamese securities market.

Stepping into 2024, we will steadfastly pursue our 5-year strategic journey with the goal of becoming the Orchestrator of capital flow in Vietnam. The firm belief and companionship of our esteemed Shareholders, Partners, and Customers are the greatest source of strength that helps TCBS break through successfully in the context of an uncertain global economy and market.

On behalf of the Company, I would like to express my sincere thanks to the esteemed Shareholders, Partners, and Customers of TCBS. And a special tribute to all the Officers and Employees who have united to create important milestones for TCBS to develop sustainably to new heights.

With gratitude,

**Chairman of the Board of Directors**



**NGUYEN XUAN MINH**





C H A P T E R

# 02



TCBS WEALTHTECH STORY





# BUSINESS INFORMATION

Techcom Securities Joint Stock Company, renowned for its dynamic startup ethos, has been leading the charge in introducing innovative wealth management products, trading platforms, and Wealthtech applications.

Techcom Securities Joint Stock Company, formerly known as Techcom Securities Company Limited, was established in 2008 under Securities Business License No. 98/UBCK-GP dated September 18th, 2008. In 2018, Techcom Securities Company Limited changed its legal form and was renamed Techcom Securities Joint Stock Company and operated under the Business Registration Certificate No. 0102935813 issued by the Business Registration Office - Hanoi Department of Planning and Investment issued for the first time on May 30th, 2018 and Securities Company Establishment and Operation License No. 125/GP-UBCK issued by the State Securities Commission for the first time on May 30th, 2018.

Company's name:

English name:

**TECHCOM SECURITIES JOINT STOCK COMPANY**

**TECHCOM SECURITIES JSC**

Legal representative:

**MR. NGUYEN XUAN MINH - CHAIRMAN OF THE BOARD OF DIRECTORS**

Headquarters:

27th, 28th and 29th Floor, C5 D'Capitale Building, 119 Tran Duy Hung Street, Trung Hoa Ward,  
Cau Giay District, Hanoi City

[www.tcbs.com.vn](http://www.tcbs.com.vn)

CHARTER CAPITAL (AS AT DECEMBER 31st, 2023)

**2,176,994,200,000 VND**

OWNER'S EQUITY (AS AT DECEMBER 31st, 2023)

**23,629,506,587,288 VND**

TOTAL NUMBER OF EMPLOYEES (AS DECEMBER 31st, 2023)

**483 employees, of which 51.5% are IT employees**



# CORE BUSINESSES

## INVESTMENT BANKING

- ▶ Bond issuance consultancy.
- ▶ Advisory on capital issuance and M&A transactions.
- ▶ Connect with Techcombank for loan solutions.
- ▶ Bond-related services: Bondholder representative; Registration and transfer management agent; Depository institutions; Collateral Management Organization/ Account Management Organization/ Asset Price Determination Organization; Depository members and transaction members for collateral assets being listed stocks.

## SECURITIES SERVICES

- ▶ Custody services: Providing services related to custody, securities deposit/withdrawal, securities transfer, exercising rights for investors, and settlement for client transactions.
- ▶ Collateral services: Providing services related to the blockade/release of securities, registration/de-registration/change of collateral measures for listed securities/centrally traded securities. Offering services for the blockade/release of OTC securities.
- ▶ Securities transfer management includes: Providing transfer services for OTC corporate bonds.
- ▶ Account management: Opening, closing, changing information of securities trading accounts, derivatives for customers; Determining the status of professional securities investors.
- ▶ Shareholder management: Providing shareholder management services for unlisted organizations.

## PROPRIETARY TRADING

- ▶ Building and developing distribution channels for investment banking products (including capital mobilization products, investment products, trust, funds, etc.) for financial institutional clients (banks and non-banks), enterprises;
- ▶ Conducting investment transactions tailored to preferences (buying and selling corporate bonds, stocks) to optimize profits, and ensure asset quality, liquidity, and the company's and Techcombank group's risk management thresholds.

## TREASURY

- ▶ Balance sheet management through capital mobilization activities (including equity capital, borrowed capital, bond issuance) and currency transactions, capital investment (through deposit contracts, bond trading, Trading valuable papers, stocks) in accordance with the strategic direction of the Board of Directors.
- ▶ Managing and optimizing liabilities - assets of TCBS in order to manage and use capital safely and effectively, while ensuring compliance with financial safety indicators/ratios, limits... in accordance with the law and the company.
- ▶ Managing cash flow and liquidity to ensure smooth operations of TCBS's business activities.

## DISTRIBUTION OF OPEN-END FUND CERTIFICATES FOR ASSET MANAGEMENT COMPANIES

- ▶ Opening, closing, changing trading account information for Open Fund Certificates.
- ▶ Processing transaction orders with Transfer Agent.
- ▶ Confirming the Investor's ownership of fund units.
- ▶ Consulting on initial public offering (IPO) documents to establish a fund for the Fund Management Company.
- ▶ Transferring ownership of open fund certificates; Freeze/release open fund certificates.



# THE ORCHESTRATOR OF CAPITAL FLOWS

5 @ 5 @ 5 @ 5 = 2025

- 5 MILLION users
- 5 SOLUTIONS per user
- 5000 BILLION profit (VND)
- 5 BILLION market capitalization (USD)



**Powered with:**

- Robo-advisor
- Micro-investing
- Auto-sweeping
- Loyalty point iXu
- Sales Management
- iWealth Club
- Screeners & Backtest
- Efficient Portfolio
- Company analysis
- Investment performance
- Hedging & Arbitrage
- eVoting



## VISION

Becoming the Orchestrator of capital flows in Vietnam with a capitalization of 5 billion USD



## MISSION

Being a trusted strategic financial consulting partner of corporate customers

Creating a superior cumulative investment experience for every Vietnamese family



# DEVELOPMENT HISTORY

## 2008

Established with charter capital of 300 billion VND.

## 2014

Led the market in terms of bond issuance advisory market share. For the first time, TCBS launched the iBond corporate bond product for individual customers, focusing on distributing wealth management products (bonds, bond funds, domestic stock funds) through the Techcombank branch network.

## 2015

Launched the REIT Fund - the first real estate investment fund in Vietnam. Launched the first unsecured bond product listed in Vietnam. After conquering the corporate bond sector with the number 1 position, TCBS focused on accelerating the stock segment, launching the first iWealth 3-in-1 account in Vietnam and connecting the TCBS investment account with the Techcombank platform.

## 2016

Entered the strategic phase of 5 years 2016 - 2020 with the goal of 1@1@1@1 (@ No. 1 in Vietnam @ 100,000 Affluent customers @ 100 million USD in revenue @ 1 billion USD in market capitalization). Led the digital transformation journey by pioneering the launch of the Online Trading Platform for Secondary Bonds (iConnect) in Vietnam. Award "Best Bond Advisor in Vietnam" voted by The Asset. Award "Best DCM House in Vietnam" voted by Finance Asia.

## 2017

One of the two securities companies with the highest profit in the Vietnamese securities industry. TCBS transformed itself according to the development orientation of a Fintech technology company, applying technology to business operations, comprehensively upgrading the interface and structure of the "one-stop" investment platform TCInvest. Launched the iAdvisor bond investment advisory system for individual customers.

## 2018

Launched the business analysis system - TCAAnalysis. Launched the first International Guaranteed Bond product in Vietnam. Launch of smart pricing engine. For the 5th consecutive year, the company achieved cumulative annual growth of >50% in revenue and profit. Leading in both bond brokerage market share and bond issuance consulting market share.

## 2019

Pioneered in bringing digital experiences such as customer identity verification through electronic technology (eKYC), online electronic voting utility (eVoting), online training system (eLearning), and points accumulation and reward system (iXu).

## 2020

Successfully completed the 5-year plan 2016 - 2020. In the context of the COVID-19 pandemic outbreak, with the Wealthtech financial technology strategy, TCBS pioneered the launch of a 100% online account opening service 24/7, becoming a trusted choice of investors with a large number of customers. The number of new securities accounts opened at TCBS increased sharply, accounting for nearly 30% of the entire market. ROE ranked among the top securities companies in Asia, at 39%. Launched personal financial consulting online tool - TCWealth.

## 2021

Entered the strategic phase of 5 years 2021 - 2025 with the goal of becoming the Orchestrator of capital flow in Vietnam with a capitalization of 5 billion USD. Completed the largest unsecured loan mobilization that a Securities Company can do, valued at 83 million USD. Leading the bond brokerage market share for the 6th consecutive year. Launched the iFuture derivatives trading platform.

Completed the Wealthtech wealth management ecosystem, continued to pioneer the launch of many new technology platforms: iCopy - The first community investment platform in Vietnam, TCCorp - Online business connection and consulting portal, iCAP - Trading platform for deposit certificates and micro-savings products.

## 2022

Ranked as the No.1 securities company with the highest brand value in Vietnam, honored by Forbes Vietnam. Affirmed its position as the leading Wealthtech company with numerous international awards:

- Most Innovative Use Of Technology in Vietnam, honored by FinanceAsia magazine.
- Vietnam Technology Excellence Award for Big Data, honored by Asian Business Review magazine.
- Most Innovative use of Blockchain in Banking, Best Wealth Management & Private Banking Implementation, honored by IBS Intelligence.

Automated bond issuance consulting operations, launching iFinchain - Management system for 100% unlisted bonds on the Blockchain platform. Launched iFundmart fund certificate trading system.

## 2023

Implemented an unlimited time Zero Fee policy, bringing the company's securities brokerage market share into the Top 4. Launched Margin X - the Margin product management system that meets the flexible needs of customers. Continued to lead the market share of bond issuance consulting in the market and launching Individual Bonds - an automated centralized bond trading system..

The company won 10 technology awards from prestigious domestic and foreign organizations. The TCInvest ecosystem achieved impressive performance with 12.4 million visits per month, an average of more than 400,000 visits per day. Promoted digitalization and data capabilities: 52% of the company's employees are IT employees and work under Scrum/Agile model.



# OUTSTANDING AWARDS

In 2023, TCBS affirmed its pioneering position in digital transformation with 10 technology awards from prestigious domestic and foreign organizations. This shows that the company's Wealthtech financial technology strategy has achieved outstanding effectiveness, and is also a testament to the company's strong potential in terms of human resource quality, technological capabilities and wide network of partners in the market.



### The Asset Triple A Awards

- Digital Wealth Manager of the Year
- Best Data Analytics Project - TCAnalysis



### Finance Asia Country Awards

- Most Innovative Use Of Technology



### Vietnam Blockchain Association

- Pioneer in Blockchain application in digital transformation in banking and finance sector



### Asian Technology Excellence Awards

- Blockchain: Financial technology





**TCBS was honored in**

# 5

**CATEGORIES OF 2023 FINTECH AWARDS**

- Best Wealth Management and Private Banking Implementation
  - ★ **Best Program Vision**
  - ★ **Best Adopted Tools and Practices**
- Best Investment & Fund Management Implementation
  - ★ **Most Impactful Project**
- Most Innovative Analytics Deployment
  - ★ **Best Program Vision**
- Most Innovative use of Blockchain in Banking
  - ★ **Most Impactful Project**

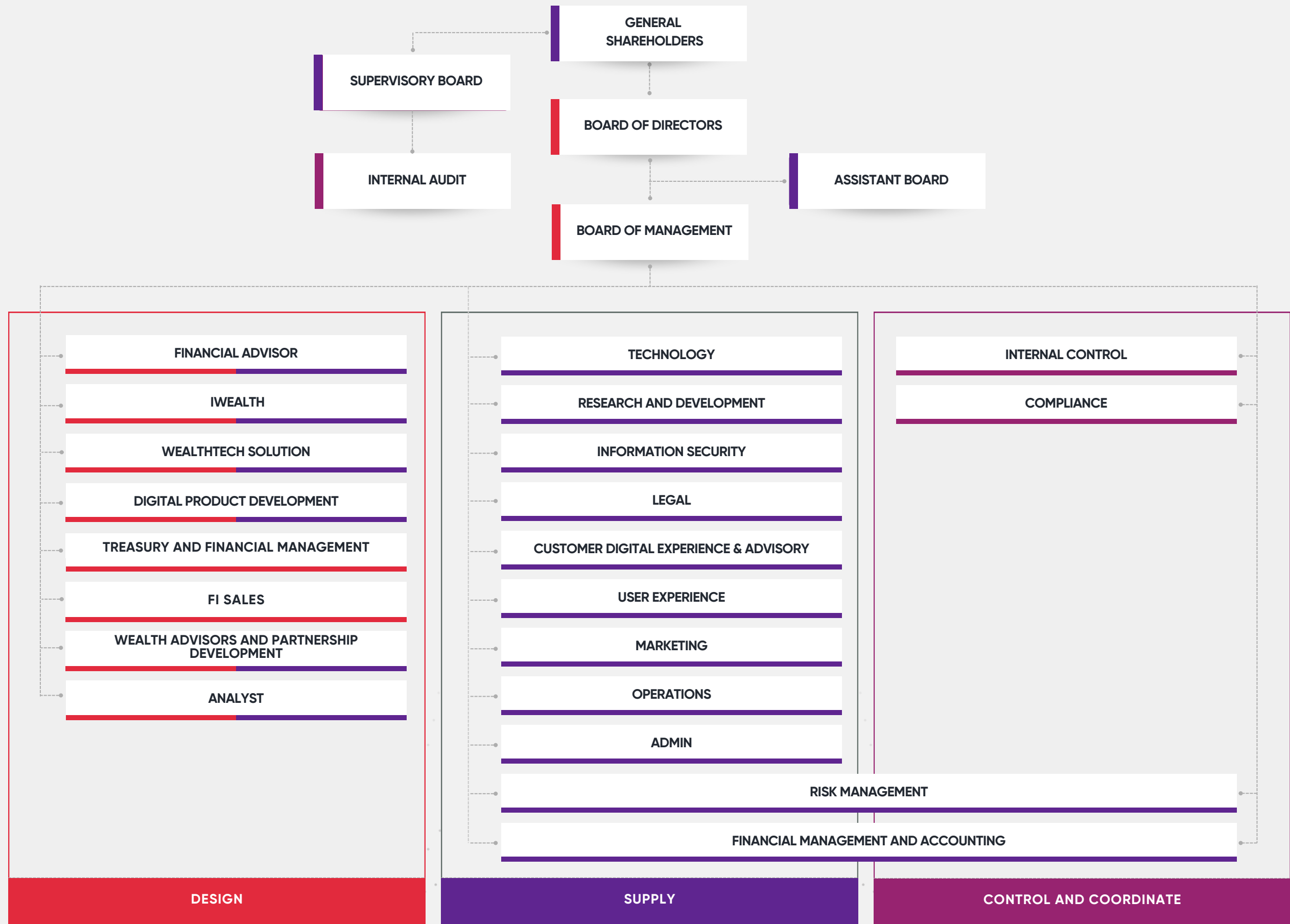
### IBSi Global Fintech Innovation 2023



- Best Wealth Management & Private Banking Implementation: Best Program Vision
- Best Wealth Management & Private Banking Implementation: Best Adopted Tools and Practices
- Best Investment & Fund Management Implementation: Most Impactful Project
- Most Innovative Analytics Deployment: Best Program Vision
- Most Innovative use of Blockchain in Banking: Most Impactful Project



# ORGANIZATIONAL STRUCTURE





# THE BOARD OF MANAGEMENT



**(MR.) NGUYEN XUAN MINH, CFA**  
Chairman

Master of Applied Finance and Investment in Australia. Master of Petroleum Engineering in Russia.

Mr. Minh has more than 25 years of experience in investment and fund management.

He was the CEO of Vietnam Asset Management Ltd. (VAM) and Senior Vice President of Franklin Templeton Investment in Singapore. He is also a board member of several companies in Vietnam.



**(MS.) NGUYEN THI THU HIEN**  
Chief Executive Officer

Master of Banking and Finance in Australia. Ms. Hien has more than 20 years of experience in the field of Banking and Finance.

She previously held the position of Director of Capital Market Center - Capital and Financial Market Division, Techcombank. Assistant Vice President, expert in debt markets and capital products at Citibank Vietnam, a member of the TIGER program for Asian countries of Citibank Singapore.



**(MS.) BUI THI THU HANG**  
Deputy CEO

Master of Banking and Finance at Academy of Finance.

Ms. Hang has 20 years of experience in the field of Securities and investment. She used to hold the position of Head of Transaction Management and Payment Department, in charge of Risk Management Department and Head of Trading Floor of MB Securities Company.



**(MR.) NGO HOANG HA**  
Deputy CEO

Master of Business at the University of Sydney, Australia and a member of the Association of Chartered Certified Accountants (ACCA).

Mr. Ha has 12 years with Techcombank, where Mr. Ha has made many excellent achievements as well as held leadership positions in Finance Division, including: Deputy Group Chief Financial Officer and Senior Director of Corporate Finance. Before joining Techcombank, Mr. Ha had 8 years of experience working at PwC Vietnam and 2 years at PwC London, specializing in banking and finance.



**(MS.) PHAM DIEU LINH**  
Deputy CEO

Master of Finance in France. Ms. Linh has profound knowledge in the field of bond issuance consulting.

With more than 10 years working in the debt market at Techcombank and TCBS, she has participated in coordinating many large-scale bond issuance consulting transactions and worked with leading companies in fields such as real estate, manufacturing, banking, mining exploitation, etc.



**(MS.) NGUYEN THI HOAT**  
Deputy CEO

Bachelor of Accounting-Auditing, National Economics University, Vietnam; Certificate of Chartered Certified Accountant (ACCA) from the Association of Chartered Certified Accountants UK.

Ms. Hoat has more than 10 years of experience in the fields of Finance, Banking and Auditing. Ms. Hoat used to hold the position of Director of Hue Real Estate Company, Head of Supervisory Board of Chemical Finance Company and many senior positions at Vietbridge Capital, Royal International Securities Company, KPMG and Techcombank Treasury Division.



**(MS.) TRAN THI THU TRANG****Deputy CEO**

Bachelor of Hanoi Academy of Finance.  
Ms. Trang has more than 15 years accompanying Techcombank and TCBS from the early days of establishment to the position of being the securities company with the number 1 market share in the current bond market. Ms. Trang has led issuance consulting successfully issued more than 400,000 billion bonds for many businesses in fields such as real estate, FMCG, infrastructure, education... and contributed to creating abundant supply for the retail bond market. In addition, she is also an active contributor to improving the legal framework in the field of securities in general and corporate bonds in particular.

**(MR.) NGUYEN TUAN CUONG****Deputy CEO**

Master of Banking and Finance from Paris I Pantheon Sorbonne and Paris II Pantheon Assas, France.  
Mr. Cuong has more than 16 years of experience in the fields of Banking and Securities.  
Before working at TCBS, he held the position of Director of Investment and Debt Trading at Techcombank, Director of Structured Products at Vndirect and worked for many years at Societe Generale Corporate Investment Banking (SGCIB) in France.

**(MR.) NGUYEN DANG MINH****Technology Director**

Master of Computer Science, National Chiao Tung University, Taiwan; Amazon Cloud Web Services Solution Architect Certificate.  
Mr. Minh has more than 10 years of experience in the IT field. Before joining TCBS, he held the position of Technical Manager of the FPT.AI project at FPT Corporation's Technology Department in the field of artificial intelligence and cloud computing.

**(MR.) BUI MINH QUAN****Data Director**

Bachelor of Information Technology, National Economics University, Vietnam.  
Mr. Quan has more than 16 years of experience in the field of Information Technology. He previously held the position of Head of Technical Department at FPT and MSB. In addition, he also held senior positions at Line Corp and Viettel Group. Mr. Quan has worked at TCBS for 5 years.

**(MS.) QUACH THUY LINH****Director of Ho Chi Minh City Branch**

With nearly 15 years of experience and in-depth expertise in the fields of financial analysis, investment and institutional customers, Ms. Linh has held many different positions at banks and securities companies such as ANZ Bank, Vietcombank Securities Company with key positions such as Head of Analysis Department; Head of capital trading department, bonds and institutional customers... and held the position of Senior Director of issuance consulting at TCBS for nearly 5 years.

**(MR.) NGUYEN TUAN ANH****Head of iWealth**

Master of Financial Economics from Oxford University, UK; Bachelor of Mathematics & Physics at Dartmouth College, USA.  
Mr. Tuan Anh has more than 15 years of experience in the field of securities and investment. Before joining TCBS, he was a portfolio manager specializing in multi-asset systematic strategies. Prior to that, he was Head of Trading for Citigroup's CEEMEA Derivatives Trading Department in London. In addition, Mr. Tuan Anh also has two years of experience in structured credit from his tenure at Bear Stearns in New York.





C H A P T E R

# 03

**2023 PERFORMANCE  
REPORT**



# BUSINESS PERFORMANCE

Unit: billion VND

## 1. FINANCIAL POSITION

In 2023, the stock market witnessed significant fluctuations, posing numerous challenges for securities companies. However, with a steadfast commitment to the business strategy of its parent bank and a focus on investing in technology while pursuing the Wealthtech financial strategy, TCBS has remarkably overcome these challenges and achieved resounding success, solidifying its position as a reputable investor and trusted partner for clients.

Due to relentless efforts, TCBS achieved impressive business results in 2023, as follows:

- Total revenue reached 5,276 billion, maintaining results compared to 2022 and completing 113% of the plan. Business operations continued to excel, thanks to contributions from all business lines, especially Securities Services, Treasury and Wealth Management, and Investment Banking Services.
- Profit before tax (PBT) reached more than VND 3,028 billion, exceeding 51% of the plan, thanks to automating many processes in business operations, improving labor productivity and optimizing costs.
- PBT per employee in 2023 reaches 6.27 billion, 3 times higher than the average of the top 10 largest securities companies in the industry, growing 2.7% compared to 2022. By embracing Wealthtech trends with streamlined processes, efficient procedures,

and reduced paperwork, TCBS has sharpened its ability to identify customer needs and pain points. This continuous cycle of improvement translates into enhanced services and skyrocketing employee productivity.

- TCBS successfully issued more than 10 trillion VND of individual shares to Techcombank, bringing TCBS's total equity to over 23 trillion VND, becoming a leading securities company with the largest equity capital in Vietnam stock market.
- Return on equity (ROE) and return on assets (ROA) are at 13% and 7%, respectively, down compared to 2022 due to a 115% increase in equity capital after The company completed the capital increase in 2023.
- The Company places a strong emphasis on sourcing diverse capital for critical business lines, all while ensuring liquidity and maintaining stable financial health. This commitment is reflected in the maintenance of a financial safety ratio of approximately 348.5% as of December 31, 2023 (more than 1.94 times higher than the statutory requirement of 180%).



| Targets           | 2023 Plan | 2023 Actual | % completion | % vs 2022 |
|-------------------|-----------|-------------|--------------|-----------|
| Total revenue     | 4,654     | 5,276       | 113%         | 0.2%      |
| Profit before tax | 2,000     | 3,028       | 151%         | -1.0%     |

|  | 2023   | 2022   | +/-    | %       |
|--|--------|--------|--------|---------|
| <b>Business results</b>                            |        |        |        |         |
| Net revenue  | 5,276  | 5,243  | 33     | 0.6%    |
| Net profit from operating activities               | 3,030  | 3,033  | (3)    | -0.1%   |
| Other profits                                      | (2)    | 25     | (-26)  | -106.6% |
| Total profit before tax                            | 3,028  | 3,058  | (29)   | -1.0%   |
| Profit after tax                                   | 2,403  | 2,427  | (23)   | -1.0%   |
| <b>Financial Position</b>                          |        |        |        |         |
| Total assets                                       | 43,788 | 26,092 | 17,697 | 67.8%   |
| Charter capital                                    | 2,177  | 1,126  | 1,051  | 93.3%   |
| Owners' equity                                     | 23,630 | 10,989 | 12,640 | 115%    |
| <b>Solvency</b>                                    |        |        |        |         |
| Current ratio (Current assets/Current liabilities) | 2.1    | 1.9    | 0.2    | 9.1%    |
| <b>Capital structure</b>                           |        |        |        |         |
| Liabilities/Total assets                           | 46%    | 58%    | -11.8% | -20.5%  |
| Liabilities/Owners' equity                         | 85%    | 137%   | -52.1% | -37.9%  |
| <b>Profitability ratios</b>                        |        |        |        |         |
| Profit after tax/Net revenue                       | 46%    | 46%    | -0.7%  | -1.6%   |
| Profit after tax/Total assets* (ROA)               | 7%     | 9%     | -1.9%  | -20.8%  |
| Profit after tax/Owners' equity* (ROE)             | 13%    | 24%    | -10.7% | -44.7%  |
| Net profit from operating activities/Net revenue   | 57%    | 58%    | -0.4%  | -0.7%   |
| Net revenue/Average total assets*                  | 16%    | 19%    | -3.8%  | -19.5%  |

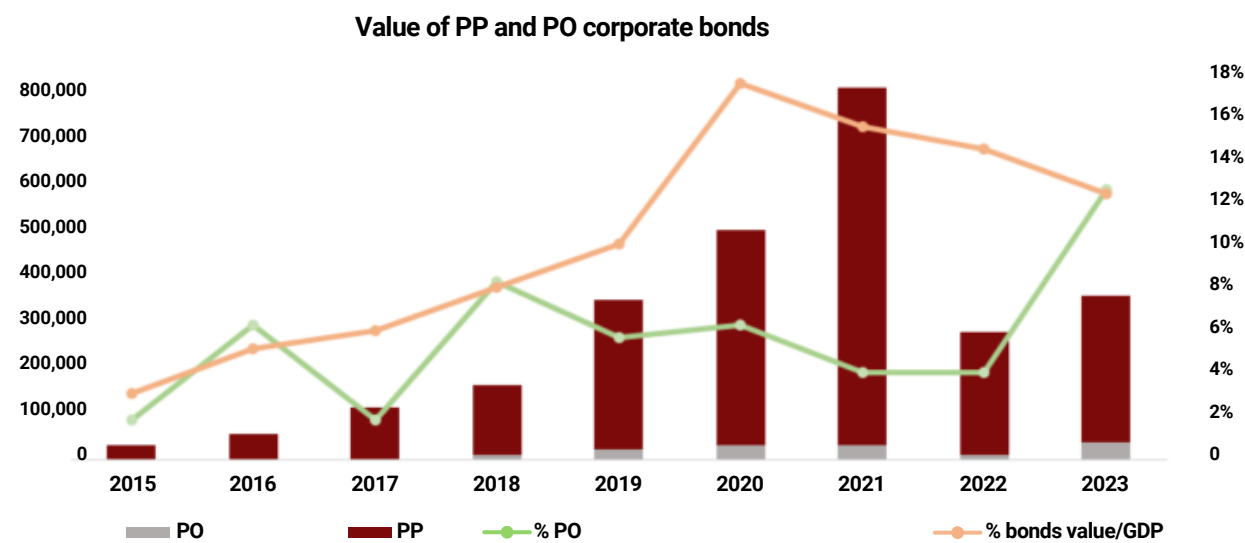
(\*) Last 12 months



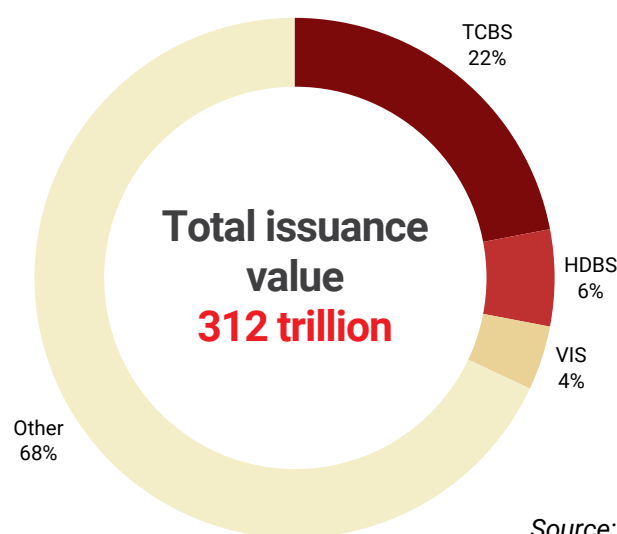
# INVESTMENT BANKING

## 2023 Achievements

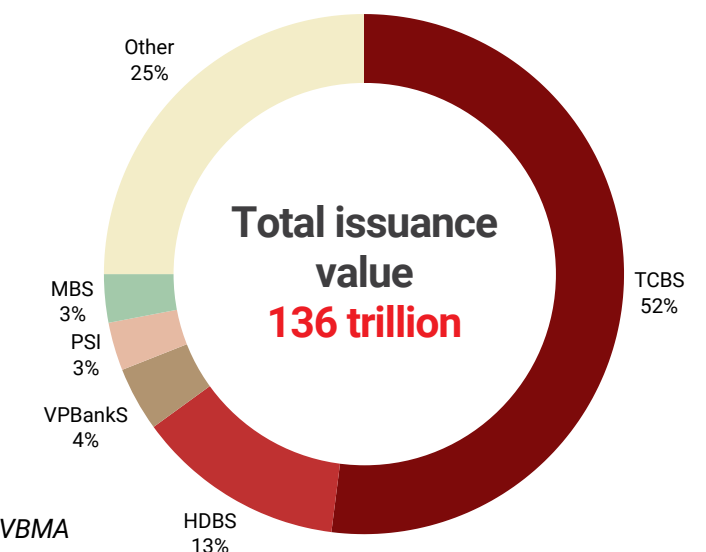
Based on the Vietnamese bond market report of the Hanoi Stock Exchange (HNX) and the Vietnam Bond Market Association (VBMA), the total value of corporate bond issuance in the domestic market this year reached more than 321,000 billion VND, an increase of 20% compared to 2022; Accordingly, private placement (PP) value reached more than 287,000 billion VND and public offering (PO) value reached more than 34,000 billion VND. The proportion of PO in 2023 was recorded at 11.43%, 7.3% higher than the same period in 2022 and reaching the highest level since 2015.



Market share of corporate bond issuance consulting in 2023



Market share of corporate bond issuance consulting in 2023 (bank bonds excluded)



Source: HNX & VBMA

TCBS is the No. 1 corporate bond issuance and brokerage consulting firm in terms of market share in Vietnam for 7 consecutive years from 2017 to 2023. As of December 31, 2023, TCBS has advised on the issuance and provided operational services for 782 corporate bonds, with a total issuance value reaching nearly 490 trillion dong (equivalent to nearly 20 billion USD).

Compared to 2022, corporate bond issuance activities have had a positive recovery. In 2023, TCBS has advised on the issuance of more than 70 trillion VND of corporate bonds, a growth of 139% compared to 2022, continuing to maintain the No. 1 market share in issuance consulting in the market with a market share of 52% (excluding bonds issued by banks) and brought in VND 1,026 billion in revenue from investment banking services.

Another highlight that TCBS has achieved is that during the most difficult and volatile period of the market in 2022 and 2023, there has not been any delay in maturity and interest payments of bonds distributed by TCBS to the market. This is the result of the entire bond issuance consulting process at TCBS from evaluating bond issuers, planning and preparing market response scenarios to reassure investors while there exists many violations from other bond issuers.

In addition, up to now, TCBS has built a product ecosystem that provides comprehensive and professional solutions for businesses in arranging capital, distributing and operating bonds. With a superior technology platform, all stages from appraisal, issuance consulting to pre-, during and post-issuance operations of each bond have been included in the digital and automatic data management system by TCBS:

- A pioneer in building a system to serve the entire process of registration, depository and centralized trading of privately issued bonds, meeting key changes in bond transactions according to Decree 65/ 2022/ND-CP ("Decree 65");
- Bond management system & automation of issuance consulting: support in the stages of building and managing the entire life cycle of corporate bonds, ensuring complete, accurate data and required processing speed demand quickly;
- TCCorp: the first direct B2B connection portal in Vietnam, to support and exchange information with corporate customers and financial institutions about the need to mobilize capital and invest in securities products;

- Applying Blockchain technology and smart contracts (Smart Contract) in transaction management and bond ownership.

## Key deals in 2023

### Hung Yen Urban Investment and Development Company Limited

In 2023, Hung Yen Urban Investment and Development Company Limited successfully offered in the form of a private placement of VND 7,200 billion in face value of Zero Coupon bonds (no interest payment throughout the bond term), non-convertible, without warrants, assets-secured and guaranteed by Techcombank. Hung Yen Urban Investment and Development Company Limited operates mainly in the field of real estate, land use rights and leasing. At the time of bond issuance, the company's charter capital was nearly 1,000 billion VND. In 2023, the Company focused on investment in high-rise projects at Tay Mo - Dai Mo - Vinhomes Park Urban Area Project and profit sharing project with Vinhomes JSC in Dai An Urban Area Project (Vinhomes Ocean Park 3 - The Crown), invested by Vinhomes, located in Tan Quang commune, Nhu Quynh town, Van Lam district and Nghia Tru commune, Van Giang district, Hung Yen province, Vietnam.

### Vinfast Trading and Production Joint Stock Company

Vinfast Trading and Production Joint Stock Company ("VinFast") has successfully issued 5,000 billion VND in the form of private placement of non-convertible, without warrants and assets-secured bonds in 2023. VinFast is a member company of Vingroup - one of Asia's largest private conglomerate, officially established in June 2017, with headquarter located in Dinh Vu - Cat Hai Economic Zone, Cat Hai island, Cat Hai town, Cat Hai district, Hai Phong city - one of the key economic zones in the Northern region. With an initial charter capital of only 500 billion VND, VinFast has now increased its charter capital to more than 129,063 billion VND, demonstrating the company's big commitment to its projects. VinFast's key products are smart electric vehicles including: electric cars, electric buses and electric motorbikes.



VinFast is constantly innovating, researching and developing to offer the best products and services, providing the best value and experiences to customers. This effort contributes to encouraging the shift from gasoline-powered cars to electricity cars, promoting environmental protection and benefiting the health of the entire community.

#### **Vinhomes Joint Stock Company**

Vinhomes Joint Stock Company (“Vinhomes”) successfully offered in the form of a private placement of VND 9,000 billion in face value of non-convertible bonds, without warrants, secured by assets in the third and fourth quarters. IV in 2023. Vinhomes is the largest enterprise in Vietnam in the field of residential real estate development and transfer. The company is currently developing and transferring mid- and high-end real estate products in Vietnam under the Vinhomes brand. Vinhomes projects all have prime locations in key provinces or cities with high urbanization rates nationwide and cities with great potential for tourism development. Vinhomes is considered a community creator, not only providing the market with individual real estate products, but also providing residents with a quality, civilized, green, clean and modern living environment, contributing significantly to changing the face of Vietnam's urban areas.

#### **Thanh Thanh Cong Joint Stock Company - Bien Hoa**

Thanh Thanh Cong – Bien Hoa Joint Stock Company (“TTC AgriS”) has successfully offered for sale VND 500 billion

in face value of non-convertible bonds, individually issued, without warrants, unsecured by assets and with guaranteed payment by Vietnam Technological and Commercial Joint Stock Bank. Formerly a joint venture company between Group Sucrecies Bourbon, Sugarcane Union II and Tay Ninh Sugarcane Union, over many years of formation and development, TTC AgriS has become the largest enterprise in Vietnam in the field of sugar production sector, owns a system of 10 factories and 7 raw material areas throughout Vietnam, Laos, Australia and Cambodia with a total raw material area of more than 71,000 hectares. TTC AgriS is currently the company that owns the largest and most diverse number of sugar products in Vietnam with nearly 90 types of products and the ability to produce 4,690 tons of sugar/day. With production capacity and a diverse distribution system, TTC AgriS becomes one of the leading enterprises in Vietnam in the field of sugar production and distribution with sales volume for the 2022-2023 period of up to 1 million tons of sugar and has a large market share of 46%.

#### **Nui Phao Mineral Exploitation and Processing Company Limited**

Nui Phao Mineral Exploitation and Processing Company Limited has successfully offered VND 5,800 billion in face value of non-convertible bonds, without warrants, secured by assets in two forms of private placement and issuance. to the public with a total face value of VND 3,600 billion and VND 2,200 billion in 2023, respectively. Nui Phao Company, as exploiter of

Nui Phao mine (in Ha Thuong Commune, Dai Tu District, Thai Nguyen Province) -the first mine in Vietnam to operate according to international standards and holding the world's largest tungsten reserves outside China, is one of the few tungsten suppliers outside China that produces directly from the source. It has a global operation scope with a significant position in the market within the mineral processing and industrial metals value chain, with key products including tungsten, fluorite, copper, and bismuth playing a central role in the economic and industrial development strategy of many industries worldwide and being traded globally. After merging its business platform with H.C.Starck – a leading global manufacturer, Nui Phao Company and the H.C.Starck Group have also advanced in deep tungsten products, providing high-capacity and durable fast-charging battery solutions using tungsten materials, and developing technology to recycle hard and soft scrap into high-value metal products, contributing to sustainable development.

#### **Masan Group Joint Stock Company**

Masan Group Joint Stock Company successfully offered to the public non-convertible bonds, without warrants, without guarantees with a total issuance value of VND 1,500 billion. Masan is a multi-industry corporation with the leading scale in the country, such as retail, branded consumer goods, mineral exploitation... The Group's outstanding consumer goods brands, including

Chinsu (fish sauce, soy sauce, chili sauce), Nam Ngu (fish sauce), Omachi, Sagami, Kokomi (instant noodles), MEATDeli (clean meat), ... have become familiar to millions of consumers in Vietnam.

#### **Ba Na Cable Car Service Joint Stock Company**

In 2023, Ba Na Cable Car Service Joint Stock Company (“BANACAB”) successfully offered in the form of a private placement of VND 1,510.7 billion in face value of non-convertible bonds, without warrants and secured by assets. Established in September 2007, BANACAB is known as a company that transports passengers using the most modern cable car system in Vietnam.

Since its establishment, BANACAB has expanded its scale and diversified its business lines, mainly focusing on main service products such as providing cable car services and restaurant services. , tourism, resorts, golf courses, indoor amusement parks, advertising services, alcohol, beer, tobacco sales... BANACAB is a member company of SunGroup and the investor of the Sun Group complex project. Ba Na - Suoi Mo ecotourism (Da Nang), for 4 consecutive years, was awarded the title "Asia's Leading Theme Park" at the World Travel Awards (WTA) Asia region and Oceania.





## SECURITIES SERVICES



### Brokerage

Brokerage and securities depository services revenue recorded 528 billion VND in revenue, down 44% compared to 2022 due to the impact of the Zero fee policy, free transactions for customers.

Instead of attracting customers through the traditional brokerage model, TCBS has chosen its own path to focus on developing the system according to the Wealthtech strategy, helping customers optimize the investment process and easily make investment decisions, thanks to a modern, fast and timely system of providing data, information and automatic consulting. In 2023, TCBS has implemented many preferential trading policies for customers such as Zero Fee, cashback when transferring shares from other securities companies to TCBS, helping customers save on transaction fees and increase stock market share. Consistent with the above strategy, the Company's stock brokerage market share from 8th position (3.7%) in Q4/2022 has risen to the top 3 companies with the largest brokerage market share in Q4/2023, reaching 7.55% on HOSE. For the whole year 2023, TCBS is in the top 4 stock brokerage market shares, with a total transaction value of nearly 540 trillion VND.

Besides the basic stock market, 2023 is also the year that TCBS rises strongly in the derivatives brokerage market share, from position 5th to 3rd place, with 4.28% market share.

### Margin lending

Revenue from margin and advance lending activities reached about 1,602 billion VND, accounting for 30% of total net revenue and growing 7% compared to 2022.

With the outstanding advantage of being a securities company with the largest equity capital in the market, along with a prudent risk management policy, TCBS confidently provides flexible loan packages (Dynamic

margin and Margin T+, flexible loans T3, T5, T10 with interest rates from only 0%/year) as well as commitment to stable loan capital to meet other needs each other of customers. Outstanding margin and advance lending at the end of 2023 increased by more than 7,000 billion VND, up 78% compared to 2022, and won the top position in margin loan balance in the securities industry. Not only ranked first in absolute value, TCBS's loan speed also grew strongly, with a doubling compared to the end of 2022.

### Customer diversification

The number of new accounts opened at TCBS in 2023 will be more than 95,000 accounts, accounting for 20% of the number of new accounts opened in the entire market, bringing the total number of TCBS users to nearly 1 million.

The attraction of new clients was also diversified, with 46% of the new accounts being opened directly through TCBS, rather than coming from the existing customer base of TCB.

Along with that, the TCInvest platform achieved impressive performance, maintaining a stable level of visits with more than 12.4 million visits per month, with an average of over 400,000 visits per day. This number is even more impressive when 95% of transactions at TCBS are online instead of going to the counter. This contributes to making TCBS a super app, a one-stop-shop destination for customers for all investment and wealth management needs.

### Systems and features

Complete 100% of KRX system test scenarios in 2023, TCBS is one of the few securities companies qualified to go-live KRX, a rigorous criteria in terms of technical and compliance requirements.

In addition, with strong investment in upgrading the platform in the past year, the TCBS system is confident with a load of up to 3 million orders/day, ready to meet the new features that KRX brings to customers such as buying and selling T0 securities. Go-live the Margin limit with daily frequency or immediately when the market has adverse fluctuations.

Pioneered the implementation of TWAP Strategy and Iceberg Strategy, the world's most advanced algorithmic orders, allowing customers to optimize the execution of high-volume orders.

Deployed online business account opening on TCInvest, making TCBS the first securities company with this feature on the market.

Go live trading at Trade Station on TCInvest: Place stock orders combined with looking up Trading View charts, simultaneously trade and monitor multiple stock codes on the same screen, choose from diverse layouts, add more Unlimited save indicator, data loading speed is

faster and more powerful than regular graphs.

Launched Basic Mode - Basic stock order mode on TCInvest to help personalize the Investor's experience.

Launched the "Mission Game" Lucky Wheel - iLucky. By performing tasks from easy to difficult when participating in the program, customers would receive prize tickets to participate in the ticket drop and have the opportunity to win thousands of valuable gifts every day, week and month with the total prize value was up to nearly 400 million VND.

### Distribution channel

Customer referral policy (iWealth Partners) is focused on refining and improving quality in 2023 compared to previous years. By the end of 2023, the program has nearly 4,400 active iWealth Partners, with nearly 88.2 trillion referred customer stock transactions, contributing 16% to the total value of stock transactions at TCBS during the year.





# PROPRIETARY TRADING



## Outstanding product

TCBS developed new financial products and solutions related to bonds (such as bonds with bank payment guarantees) to help restore customer confidence in the bond market and encourage their return to it. Understanding the customers' desire for secured products, TCBS actively worked with partners to introduce bonds with bank payment guarantees to the market. In a context where investors were concerned about the safety of bond investments following a series of events in the bond market, bonds with bank payment guarantees have made customers feel more secure in their bond investments, thereby gradually attracting customers back to TCBS's bond products. In 2023, TCBS successfully distributed over 7,200 billion VND in bonds guaranteed by banks, setting the stage for a surge in bond sales in the latter months of the year.

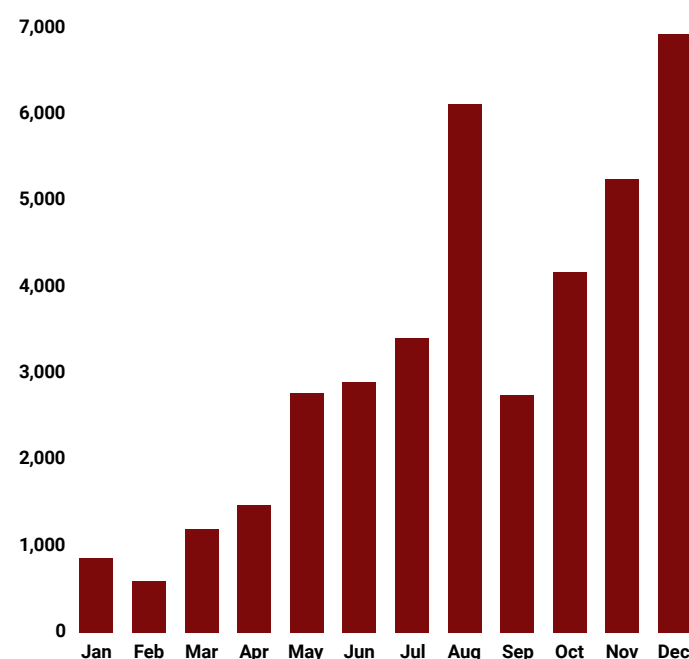
## Excellent system

In 2023, when the centralized trading market for individual bonds organized and operated by HNX officially comes into operation, TCBS together with market members actively deployed to ensure compliance with regulations of the Government. Decree No. 65. Accordingly, a total of 88 bond codes advised by TCBS (corresponding to a total par value of nearly 135,000 billion VND) have been registered on the centralized corporate bond trading system out of a total of 840 codes of the entire market (corresponding to a total face value of more than 354,000 billion VND). This has contributed to enhancing the liquidity of the individual bond market, and the data on this system will assist in the post-inspection work of state regulatory agencies regarding potential violations in the market.

## Excellent bond distributor

The first months of 2023 were a difficult time for corporate bond distribution activities when the bond distribution volume only reaches 861 billion and 599 billion (January and February 2023). By mid-year, investor confidence gradually returned to the corporate bond investment channel as bond distribution sales in the third and fourth quarters of 2023 continued to increase strongly. In particular, December 2023 recorded a record distribution sales of 6,900 billion, the highest since the launch of the iBond corporate bond product. Total primary bond sales for the whole year 2023 reached 38 trillion VND, significantly contributing to the recovery of the bond market in 2023. In addition, TCBS continued to maintain its top position in market share in the listed bond brokerage market with a market share of 45%. (Source: HOSE).

Sales by months in 2023  
Unit: billion VND



# TREASURY



## Taking on the challenge

In 2023, facing challenges and difficulties of the economy in general and the securities industry in particular, TCBS has shown its ability to maintain good and abundant liquidity, meeting effective investment opportunities while ensuring that obligations are paid in full and on time. Asset structure and capital are managed and allocated effectively, contributing to TCBS's excellent business results. TCBS's strategy always prioritizes diversifying investment channels, choosing safe, reputable financial products with good liquidity while still ensuring optimization of business profits.

## Manage balance sheets effectively

Currently, TCBS's risk management system is built in accordance with the regulations under Circular 121/2020/TT-BTC Regulations on operations of securities companies to manage key risks such as credit, liquidity, market, operations,... In addition, TCBS sets internal risk management thresholds that are at least 20% higher than the regulations currently applied to securities companies.

The bond portfolio that TCBS held by the end of 2023 reached nearly VND 14,000 billion, and are bonds whose issuers are large, highly reputable domestic corporations that have never had any liquidity violations in the past: Masan, Vinhomes, Thanh Thanh Cong, Nam Long,... in which most of the bonds were secured by assets with complete legal records and clear valuations, transparent. In addition, TCBS also allocated investments in other financial assets such as certificates of deposit, stocks,... to diversify the portfolio and optimize profits in accordance with each stage of the market. school. TCBS's total assets as of December 31st, 2023 reached nearly VND 44,000 billion, marking a strong growth of 68% compared to 2022.

## Diversified capital sources

With the above target of scale and asset quality, TCBS has maintained a foundation of sustainable capital growth over the years. In June 2023, TCBS successfully issued individual shares worth more than VND 10,000 billion in accordance with the 5-year strategic roadmap 2021-2025, in order to increase equity capital and maintain its leading position in various core business. By the end of 2023, TCBS's equity capital reached over VND 23,600 billion, being the securities company with the highest equity scale in the industry.

With a strong equity foundation, TCBS has promoted its advantages in successfully negotiating domestic and foreign credit limits. Specifically, the total credit limit that domestic banks are granting to TCBS reaches more than 10,000 billion VND, of which more than 8,000 billion is the unsecured credit limit, showing TCBS's high credibility. In addition, the total value of the accumulated foreign unsecured loan syndication limit is more than 526 million USD as of the end of 2020; which includes 2 syndicated loans co-arranged by major financial institutions in the world and a bilateral loan with international banks.

The successful mobilization of international unsecured, unsecured loans on a large scale has demonstrated TCBS's position and reputation in the eyes of foreign financial institutions and affirmed the trust of these organizations. international organizations on the long-term sustainable growth of TCBS in particular, as well as the Vietnamese stock market in general. In particular, TCBS has been approved by the State Bank to extend short-term foreign loans to medium and long-term and becoming one of the first securities companies to mobilize long-term foreign capital. This also helps TCBS flexibly transfer short-term/long-term capital into appropriate financial assets, ensuring capital safety ratios. Taking advantage of the abundant equity and limit resources, TCBS has proactively optimized cost of funding to achieve business goals set in 2023.



# FUND CERTIFICATE DISTRIBUTION



## 2023 highlights

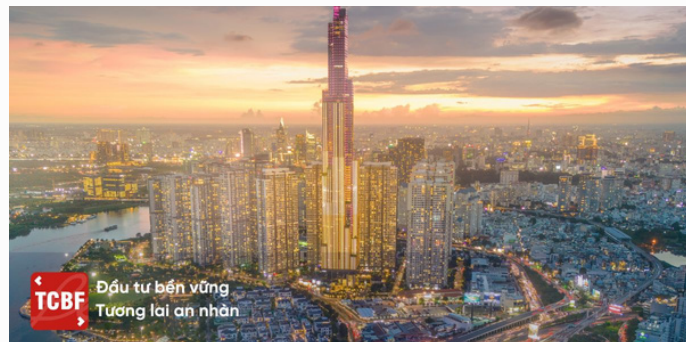
The total value of assets under management (AUM) of Funds with TCBS as the main distribution partner reached about VND 3,270 billion as of December 31st, 2023 with over 38 thousand investors.

Strengthened communication activities about fund certificate investment products, coordinated with fund management company partners to regularly update the investment effectiveness of funds on TCBS's social network channels.

Improved and added features to support asset management on the TCInvest platform such as Fund Certificate Investment Handbook, Robo-advisor TCWealth, iPlan, Fund Allocation...

Built a 100% online Fund Mart fund trading platform to help customers buy open fund certificates with just a few simple steps. Fund Mart is expected to be launched and put on the shelves many investment funds from different fund management companies with fully transparent information that can be compared and screened according to needs, serving diversified investment goals of customers.

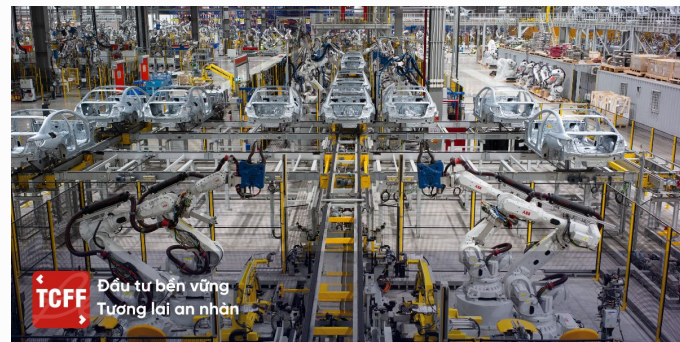
## Investment funds that TCBS is distributing



### Techcom Bond Fund (TCBF)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 2,520 billion VND as of December 31st, 2023.

Investment strategy: TCBF invests mainly in fixed income assets such as corporate bonds issued by companies with high credit ratings and/or bonds guaranteed by reputable banks, expected to deliver long-term sustainable returns through principal and income growth. TCBF is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



### Techcom Balanced Flexi Fund (TCFF)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 84 billion VND as of December 31st, 2023.

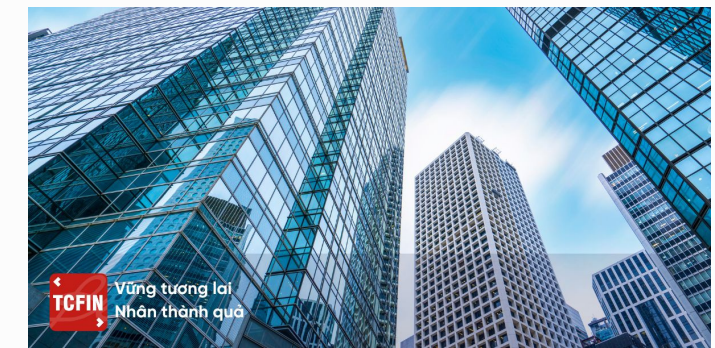
Investment strategy: TCFF invests in a balance between stocks and bonds to help investors access stocks with good growing possibilities while minimizing the risk of market fluctuations through investing in bonds. TCFF is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



### Techcom Equity Fund (TCEF)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 317 billion VND as of December 31st, 2023.

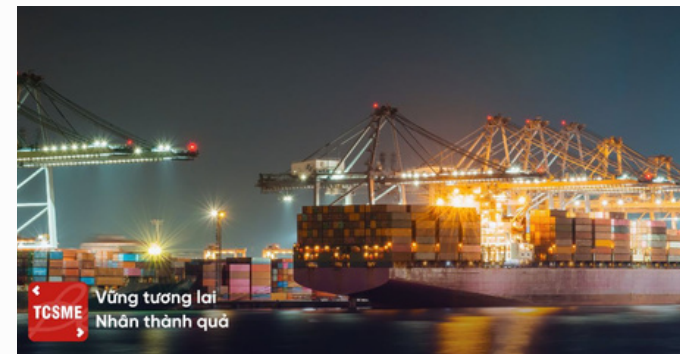
Investment strategy: TCEF focuses on investing in stocks of leading businesses listed on the Vietnam stock exchange with the following characteristics: leading market share in key industries and possessing long-term growing possibilities, excellent management capability, robust finances, diverse and sustainable shareholder structure... The fund's long-term profit is expected to be 2 times the average 12-month savings interest rate, received according to investment time. TCEF is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



### Techcom Banking and Finance Equity Fund (TCFIN)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 79 billion VND as of December 31st, 2023.

Investment strategy: TCFIN invests in shares of leading enterprises in the field of Banking and Financial Services listed on the Vietnam stock exchange. This is a very crucial economic field and goes hand in hand with the development of Vietnam's economy, the capitalization of listed companies accounts for nearly 40% of the total capitalization of VN-Index. TCFIN is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



### Techcom Small and Medium Enterprise Fund (TCSME)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 76 billion VND as of December 31st, 2023.

Investment strategy: TCSME invests in shares of leading mid-cap and small-cap enterprises listed on the Vietnamese stock market, in with the long-term profits is expected to be 2 times the average 12-month savings interest rate, realized according to investment time. TCSME is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



### Techcom Real Estate Equity Fund (TCRES)

**Fund type:** Open-ended fund, established in Vietnam.  
**Total assets under management:** 65 billion VND as of December 31st, 2023.

Investment strategy: TCRES invests in shares of leading companies operating in the real estate and building material sectors on the Vietnamese stock market with expected long-term profits that are 2 times higher than average savings interest rates of 12 months, realized according to investment time. TCRES is managed by Techcom Capital Management Joint Stock Company (Techcom Capital).



## 2. DIGITAL TRANSFORMATION AT TCBS

### Excellent data

Currently, TCBS is serving nearly a million customers and to personalize different investment needs, we need to understand each of our customers, by centralizing data processing. TCBS uses data not only to build a comprehensive data system in both platform architecture and business applications, but the goal is also to analyze needs and measure changes of each customer over time to best care for customers.

Following the achievements of building the platform from 2 years ago, in 2023 we upgraded the AWS Data Lakehouse platform to the highest level of perfection with many useful features. "Data is a valuable asset of the business" - TCBS turns dry numbers into business value, we have built separate Datamarts (local data warehouses) for each business operation of TCBS. These Datamarts store clean, consolidated, and analyzed in depth data, characterized to always be ready to optimally serve that business segment (For example, Stocks, Bonds, Fund Certificates, Risk...). This helps us create accurate, sharp analytical reports to help make business decisions as quickly as possible.

At TCBS, all business segments use data and data analysis tools to make decisive assessments to build the best products and customer policies. Besides, understanding customers, considering "customer as the focus", optimizing investment returns and providing outstanding experiences are always what TCBS aims for and considers it the life of the business. And from the above needs, CDP - Customer Data Platform with the centralized data system TCBS Customer 360 at its heart was completely built, this is a comprehensive, multi-dimensional, in-depth data storage system about each customer of TCBS. We are always looking to better understand our customers' needs and expectations, thereby increasing personalized experiences and ensuring we deliver the most suitable wealth management solutions.

### "Data is a valuable asset of businesses" TCBS turns dry numbers into business value

T-1 sales

● Primary ● Secondary



Weekly sales

● Primary ● Secondary



Monthly sales

● Primary ● Secondary



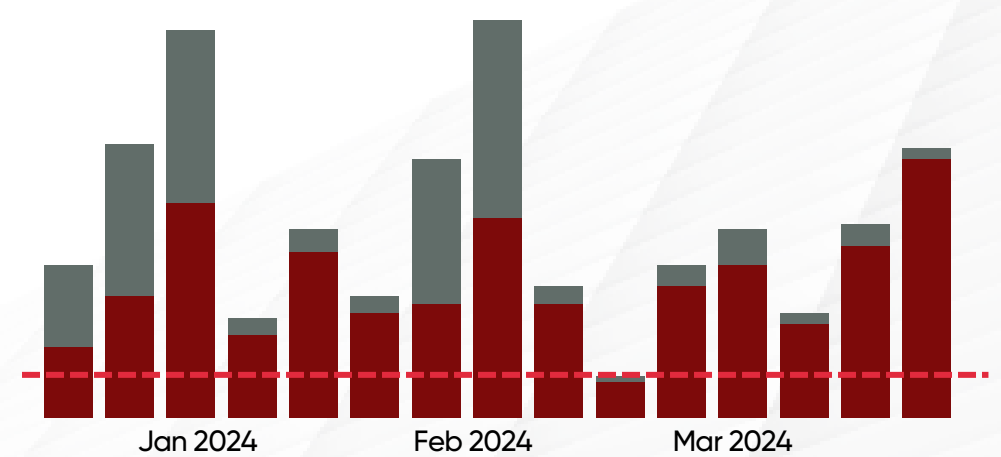
Annual sales

● Primary ● Secondary



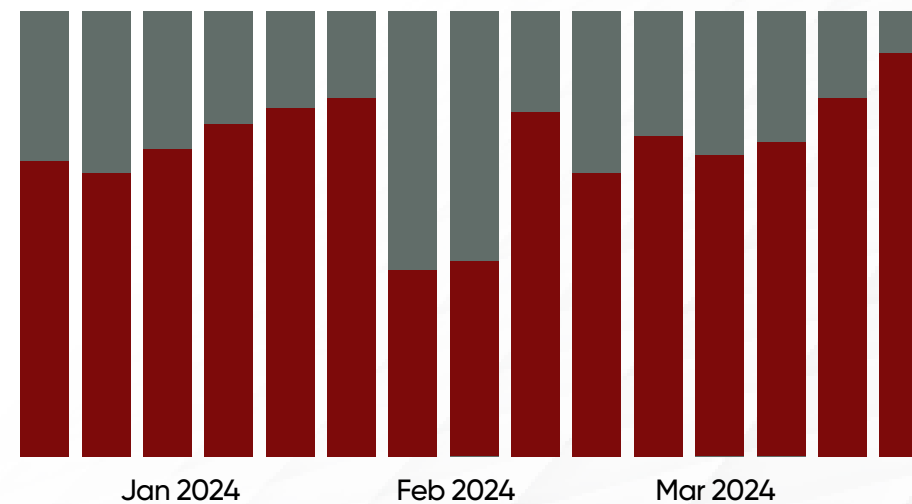
Sales in the last 14 weeks

● Primary ● Secondary



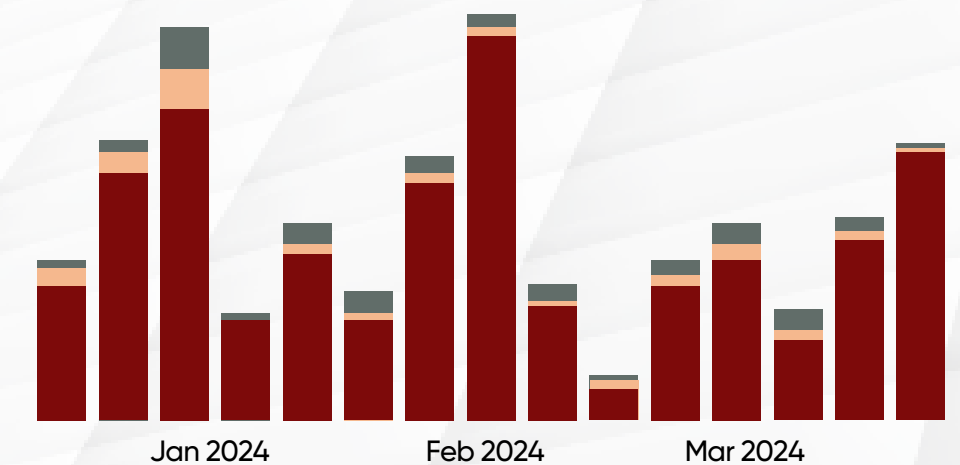
Sales in the last 14 weeks by order form

● Referral ● Selfserved



Sales in the last 14 weeks by customer classification

● Existing Cus ● New Cus ● Zero\_comeback





## Institutionalizing AI in operations and business

Another big point of success for TCBS in 2023 is that we have successfully deployed AI in business. Excellent data is key to realizing AI's potential. TCBS has applied Machine Learning and Generative AI to each product, with outstanding features such as:

- Predict investment trends and cash flows.
- Suggest products that suit your needs: risk control, best portfolio or Tailored Portfolio for each customer or small group of customers.
- Robo-advisors supporting customers and business operations have also been deployed. Notably, Auto Machine Learning is being developed, opening a new chapter for the application of AI in TCBS's business.

To increase labor productivity by 20-30%, TCBS has equipped programmers with the Microsoft Github Copilot tool.

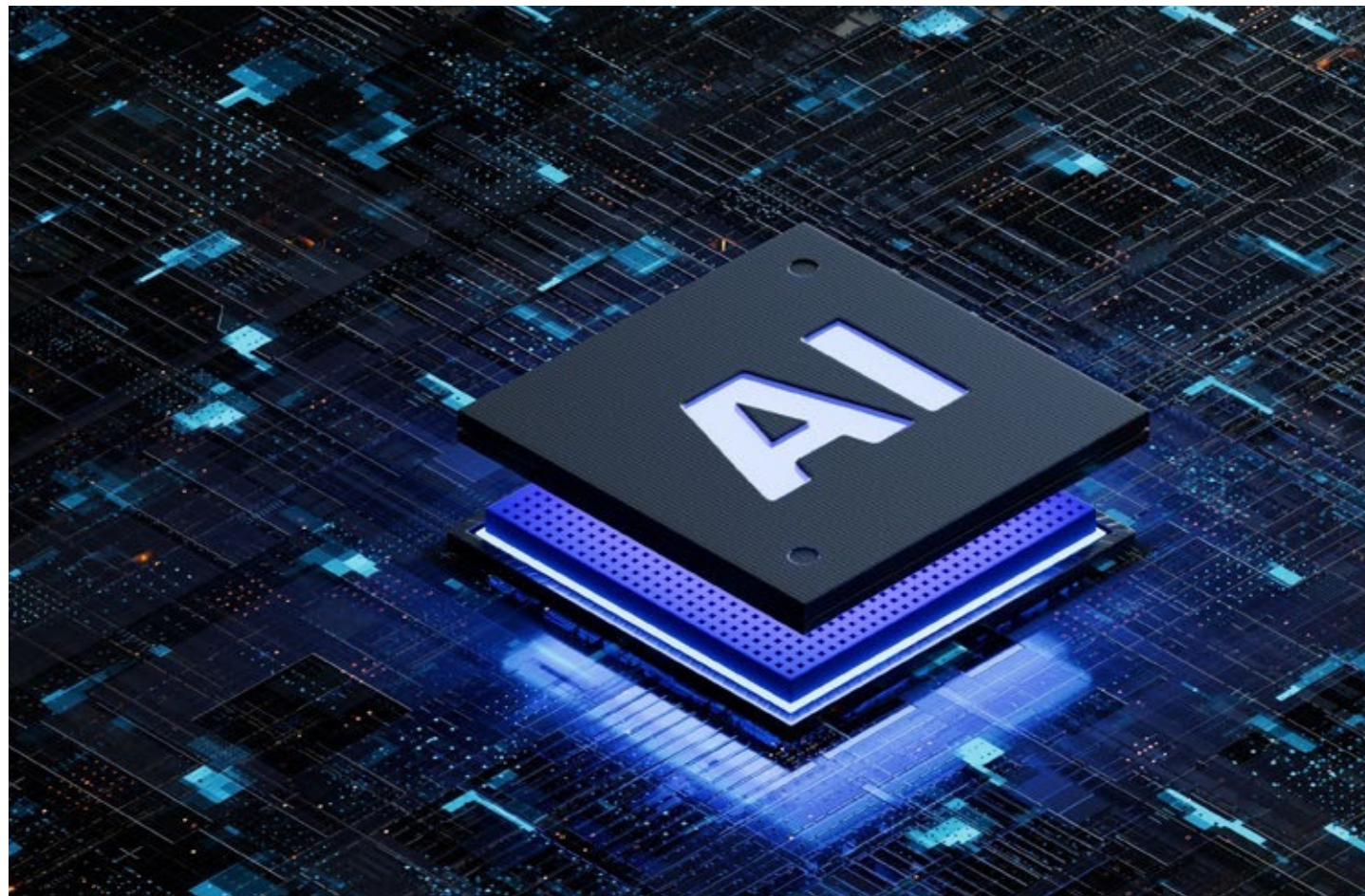
GitHub Copilot is a tool that helps programmers develop new and rapid open source code. Developed by GitHub and OpenAI, Copilot uses AI to recommend source code and code snippets based on available code pieces and brief text descriptions of programming tasks. With code auto-completion, Copilot helps speed up development and reduce programming time for software projects.

This makes coding easier, especially for large projects or complex programming tasks. Copilot is more than just a code completion tool, it's also a learning and support tool for programmers of all skill levels.

In 2023, thanks to the effective application of advanced technology methods and models, the Company has enhanced its Go-live capabilities, with a total of 1,338 projects implemented. Along with that, the TCInvest system achieved impressive performance, maintaining a stable level of visits with more than 12.4 million visits per month, an average of over 400,000 visits per day.

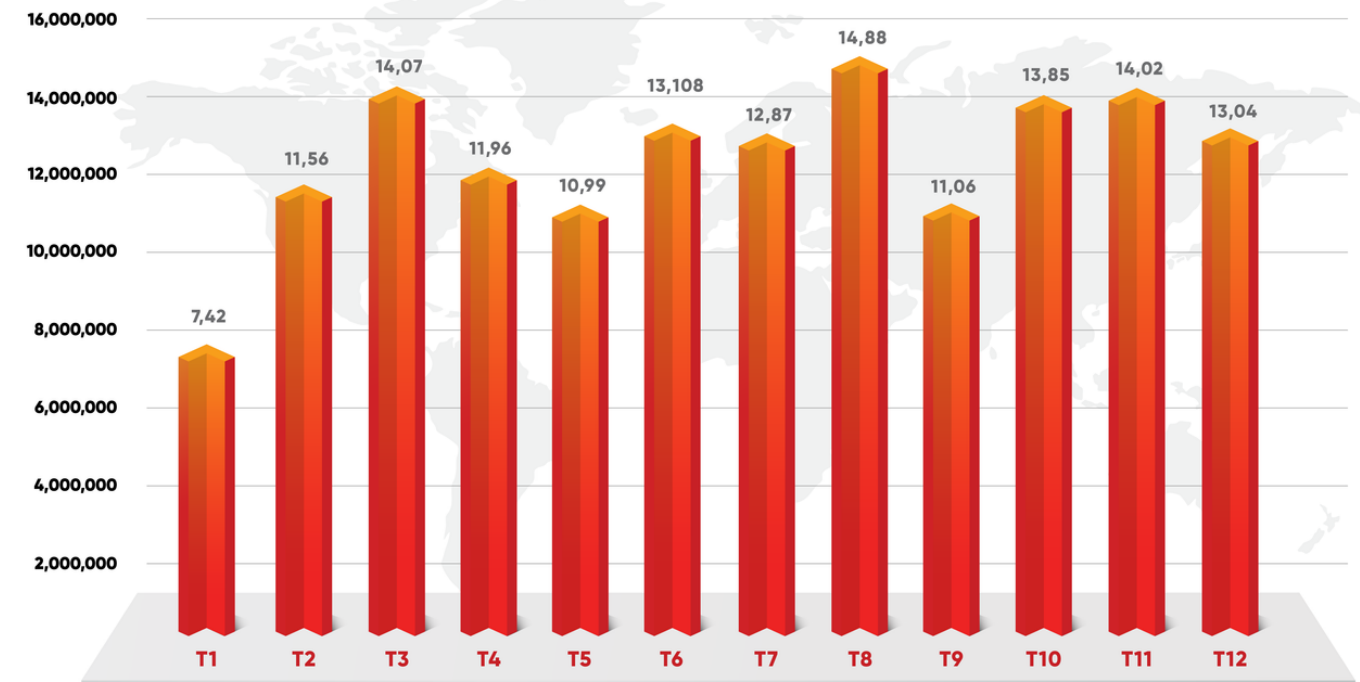
To ensure the system operates stably while continuously being upgraded at high frequency, TCBS has continuously strengthened preventive measures and quickly detected information security risks. In 2023, TCBS continued to maintain the Microsoft Security Score at 83.36/100, and the AWS Foundation Security Best Practices score at 80.5/100.

The mentioned scores affirm that TCBS is a leading enterprise in terms of capability and commitment to information security. This not only enhances trust from customers and business partners but also helps TCBS reduce the risk of data loss, information leakage, and strengthens the ability to prevent cyber-attacks to optimize operational processes.

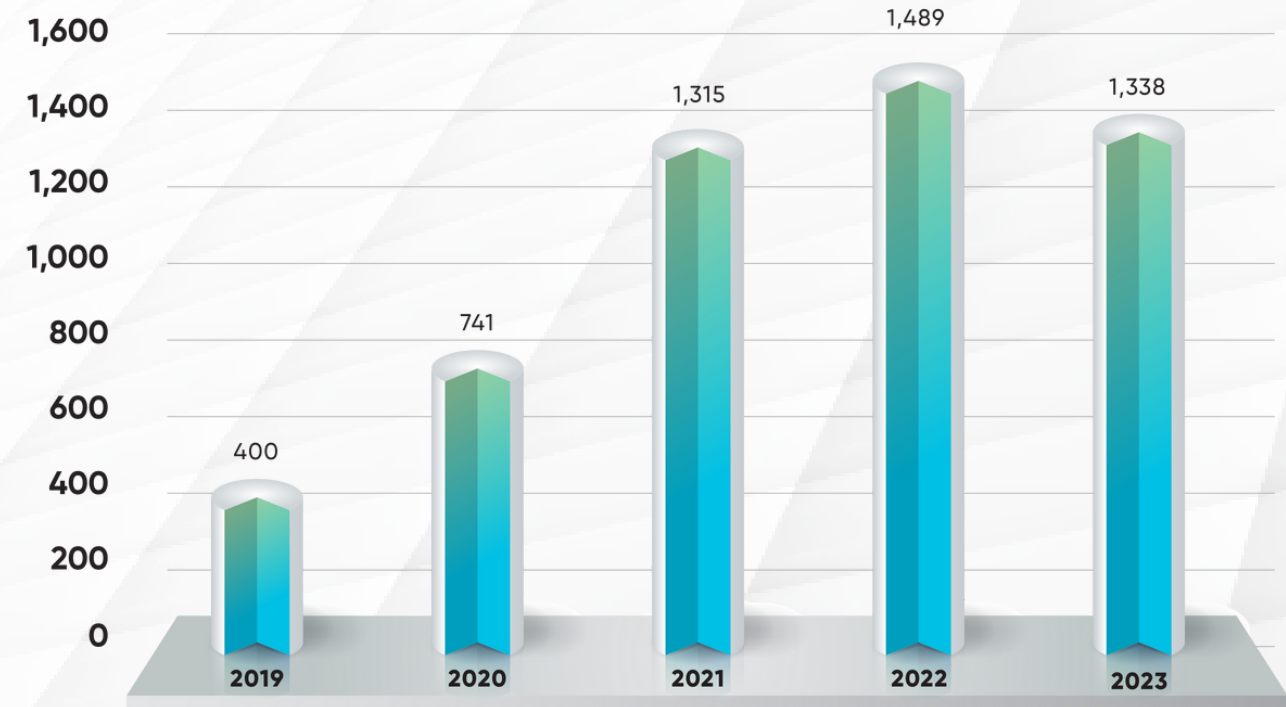


### TCInvest system visits in 2023

Unit: million times



### Number of annual Golive projects at TCBS





# KEY PERSONNEL

## List of Executive Board and other management staff



**MS. NGUYEN THI THU HIEN**  
Chief Executive Officer



**MS. PHAM DIEU LINH**  
Deputy CEO



**MS. BUI THI THU HANG**  
Deputy CEO



**MS. NGUYEN THI HOAT**  
Deputy CEO



**MS. TRAN THI THU TRANG**  
Deputy CEO



**MR. NGUYEN TUAN CUONG**  
Deputy CEO



**MR. NGO HOANG HA**  
Deputy CEO



**MS. PHAM THUY VAN**  
Chief accountant

## Changes during the year in the Executive Board and other management staff

| Full name           | Position         | Date of appointment/Resignation |
|---------------------|------------------|---------------------------------|
| Mr. Ngo Hoang Ha    | Deputy CEO       | Appointed on May 4th, 2023      |
| Ms. Pham Thuy Van   | Chief accountant | Appointed on November 1st, 2023 |
| Ms. Nguyen Thuc Anh | Chief accountant | Resigned on November 1st, 2023  |



### Policy for employees

In 2023, there was 483 employees at TCBS, of which 249 employees are IT personnel, accounting for 51.5% of the total number of employees of the Company. To improve the retention rate of competent employees, TCBS regularly reviews the compensation regime. In 2023, TCBS has implemented a regular salary increase in April. In addition, TCBS offers health insurance package to employees, which has provided excellent support for employees in inpatient and outpatient treatment as well as other health risks.

The Company's internal communication and engagement activities are also effectively organized such as Teambuilding events, 6-month business performance review, Vietnamese Women's Day 20/10. TCBS also pays special attention to employees' family members through organizing Family Day, gifts giving on Children's Day 01/06 and Mid-Autumn Festival. Other welfare benefits for childbirth, sickness, wedding, etc. are all offered to support employees.





# SHAREHOLDER STRUCTURE

|  |               |
|--|---------------|
| Total number of shares   | 217,699,420   |
| Classes of shares  | Common shares |
| Number of freely transferable shares   | 112,404,680   |
| Number of shares is limited to transfer according to the provisions of law and at the request of the owner | 105,294,740   |

| No. | Type of shareholder  | Number of ownership | Ownership ratio |
|-----|--|---------------------|-----------------|
| I   | <b>Domestic and foreign shareholders</b>                             | <b>217,699,420</b>  | <b>100%</b>     |
| 1   | <b>Domestic shareholders</b>   | <b>215,447,139</b>  | <b>98.97%</b>   |
| 1.1 | Organization   | 204,999,990         | 94.17%          |
| 1.2 | Individual   | 10,447,149          | 4.80%           |
| 2   | <b>Foreign shareholders</b>  | <b>2,252,281</b>    | <b>1.03%</b>    |
| 2.1 | Organization   | 2,252,281           | 1.03%           |
| 2.2 | Individual   | 0                   | 0%              |
| II  | <b>Founding shareholders, major shareholders, other shareholders</b> | <b>217,699,420</b>  | <b>100%</b>     |
| 1   | Founding shareholders  | 0                   | 0%              |
| 2   | Major shareholder  | 204,999,990         | 94.17%          |
| 3   | Shareholders holding less than 5% of voting shares                   | <b>12,699,430</b>   | 5.83%           |

| No. | Capital increase date | Increased charter capital (VND) | Charter capital after increase (VND) | Forms of issuance    | License  | Granting Authority          |
|-----|-----------------------|---------------------------------|--------------------------------------|----------------------|--|-----------------------------|
| 1   | 25/09/2018            | 58,201,050,000                  | 1,058,201,050,000                    | Offered individually | License No. 85/GPĐC-UBCK dated October 16th, 2018 of the State Securities Commission on changing charter capital.                      | State Securities Commission |
| 2   | 27/05/2019            | 65,394,460,000                  | 1,123,595,510,000                    | Offered individually | License No. 37/GPĐC-UBCK dated June 13rd, 2019 of the State Securities Commission on changing charter capital.                         | State Securities Commission |
| 3   | 06/10/2020            | 651,290,000                     | 1,124,246,800,000                    | Offered individually | License No. 72/GPĐC-UBCK dated November 4th, 2020 of the State Securities Commission on changing charter capital.                      | State Securities Commission |
| 4   | 10/02/2022            | 1,893,900,000                   | 1,126,140,700,000                    | Offered individually | License No. 27/GPĐC-UBCK dated March 18th, 2022 of the State Securities Commission on changing charter capital.                        | State Securities Commission |
| 5   | 18/10/2022            | 853,500,000                     | 1,126,994,200,000                    | Offered individually | License No. 18/GPĐC-UBCK issued by the Chairman of the State Securities Commission on February 21st, 2023 on changing charter capital. | State Securities Commission |
| 6   | 15/06/2023            | 1,050,000,000,000               | 2,176,994,200,000                    | Offered individually | License No. 54/GPĐC-UBCK issued by the Chairman of the State Securities Commission on June 30th, 2023 on changing charter capital.     | State Securities Commission |



# DEVELOPMENT STRATEGY

## Economic outlook 2024

In 2023, major Central Banks in the world still maintained high interest rates to control inflation. Price pressure was still high in many countries, international relations are evolving rapidly and complicatedly, which may cause energy supply congestion in the near future. However, the gradual cooling of food and energy prices as well as improved supply chains may create space for central banks to end the increasing cycle, and proceed to cut interest rates in 2024. In that context, Vietnam's economy will be affected in the short-medium term. This requires flexible and timely policies from the Government to maintain economic growth goals and control inflation.

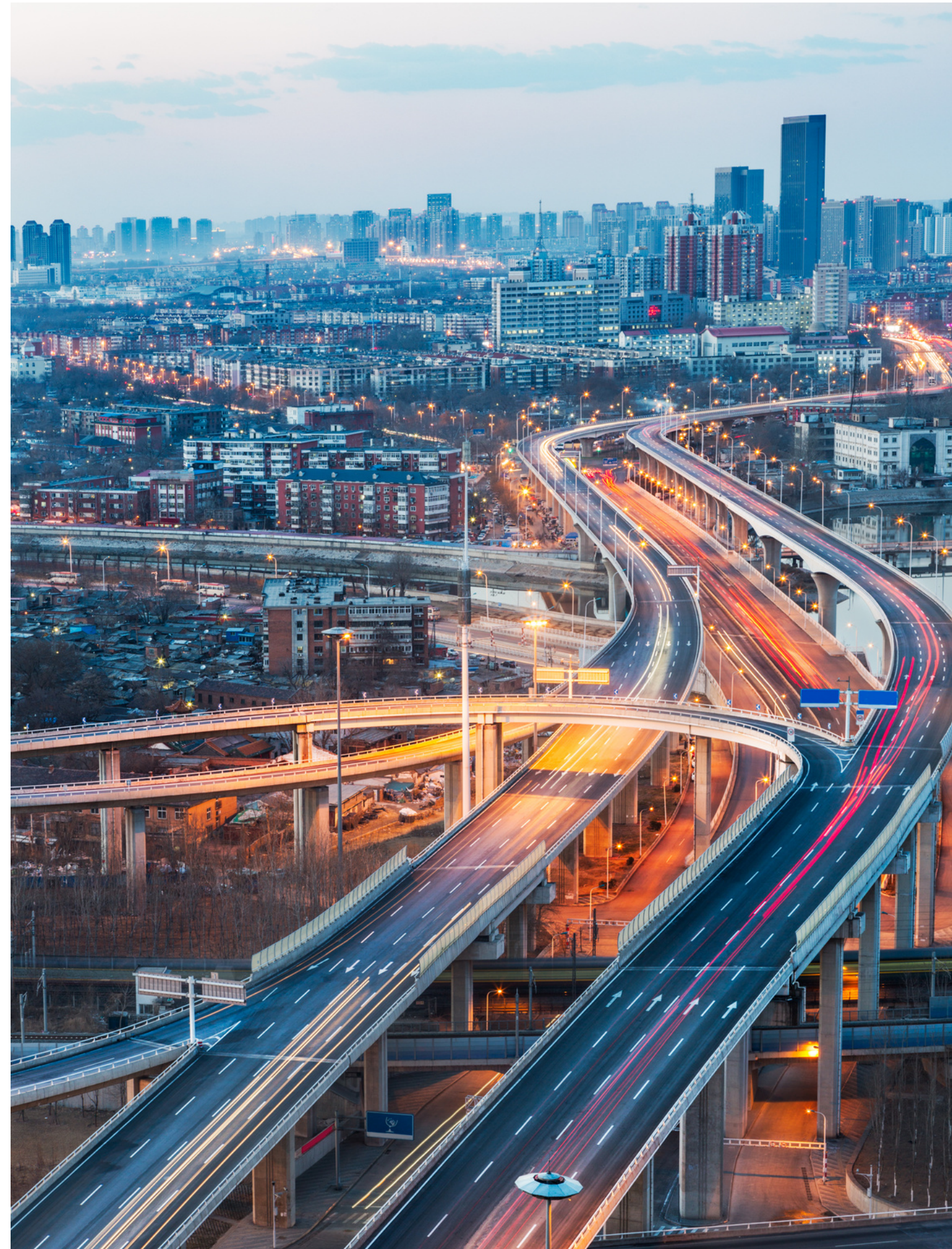
In the long term, the growth potential of Vietnam's economy is assessed positively thanks to a stable macroeconomic foundation and flexible Government policies that help control inflation and promote economic development. This is also the main factor supporting the long-term growth trend of the stock market.

- Cumulatively for the whole year 2023, disbursement of public investment capital reached about 73.5% of the whole year plan, equivalent to 580 trillion VND (a sharp increase of 33.1% compared to the same period in 2022). In 2024, the National Assembly has submitted a proposed spending plan for the development investment budget of 677 trillion VND (an increase of 108 trillion VND compared to the 2023 estimate). This continues to be considered a driving force for economic and social recovery and development, macroeconomic stability, and infrastructure development. Benefiting industries include Construction, Building Materials,...
- FDI capital continues to flow into Vietnam during the period of welcoming a wave of investment shifts and restructuring of the global value chain of multinational corporations. In addition, the Government's policies in attracting FDI, strategic cooperation with the United States and Japan, along with improved infrastructure are driving forces for the Industrial Park Real Estate industry.
- Merchandise trade is expected to improve in 2024 thanks to the number of new export orders which has been relatively stable recently. The industries expected to benefit are industries in which Vietnam

has export strengths such as Textiles, Garments, Seafood...

- The real estate market is changing positively, although there are still many challenges that need to be resolved and still attracts the attention of foreign investors. The Government has been moving to remove obstacles and adopt many measures to promote market development such as legal framework reform activities (amended Land Law, Resolution 33...), announcing the planning in provinces (Hai Phong City, Can Tho City, Da Nang City, Quang Ngai...).
- The low interest rate environment, government policies to promote economic development, and recovering demand in major markets around the world are expected to boost the need for loans for business activities, especially in the Real estate, trade and manufacturing sectors. This will boost credit growth at banks in 2024.
- The KRX system is expected to be put into use soon and will promote trading on the stock market. When completed and fully utilized, KRX will bring many important improvements, including increasing the number of orders, increasing order matching speed, promoting T+1, T+0 transactions, and reducing settlement times accounting and diversifying products and investment forms such as short selling and options contracts. Thereby, the KRX system is expected to create a premise to help upgrade the market, as well as attract foreign capital flows to participate. The Securities industry group is expected to directly benefit from these factors.

Facing difficulties and challenges, according to the Asian Development Outlook report for December 2023, the Asian Development Bank (ADB) forecasts Vietnam's economic growth in 2024 to be 6.0% thanks to monetary policy. Prudent and proactive currency, high public investment promote the economy. In addition, the International Monetary Fund (IMF) also forecasts that Vietnam's GDP will grow by 5.8% in 2024 and 6.9% in 2025, among the top 20 highest-growing economies globally.





## Business strategy and goals

Consistent with the journey of pursuing the Wealthtech strategy, thanks to a flexible and sensitive operating strategy according to each stage and market context, TCBS is firmly on the journey to consolidate its position as one of the leading Securities Companies. Leading in Vietnam.

The Company identifies 3 core elements for a sustainable development strategy:

- **Product and service quality:** Putting customers' interests first, TCBS always focuses on investment and pioneers in launching new investment and wealth management products to meet different investment needs of customer.
- **Human resources:** A team of professional, dedicated staff with extensive expertise is the foundation for TCBS's success.
- **Data and technology excellence:** Applying advanced technology, focusing on the wealthtech platform, comprehensive data optimization and using artificial intelligence in investment and wealth management services, TCBS is proud to bring a convenient, safe and effective investment experience.

In 2024, TCBS continues on a 5-year strategic journey with the goal of becoming the Orchestrator of capital flows in Vietnam. To maintain a leading position in core business segments, aiming to conquer the goals of becoming the securities with the largest brokerage market share and

making the most of abundant capital to bring long-term value to customers and shareholders, in 2024, TCBS continues to:

- Increase medium and long-term capital sources from reputable domestic and foreign organizations.
- Build a diverse and specialized ecosystem of products and services according to different customer needs on a digital technology platform.
- Invest heavily in Information Technology systems, including the KRX system to bring the best wealth management experience to investors.
- Develop new products to bring more convenience and increase choices for customers in their investment journey. Among new products, right from the beginning of 2024, the Board of Directors approved the Company's Warrant Offering Resolution. With this Warrant product, TCBS will help customers diversify their investment portfolios and seize opportunities in the stock market, which is forecast to have many positive factors in 2024.

TCBS expects 2024 to continue to be an important year for TCBS to become the largest Wealthtech company in Vietnam in terms of equity, profits, and operational efficiency in core and complete business segments and to achieve the set financial goals.

The development plan of each service segment for 2024 is set as follows:

### ➤ Investment Banking

- Focus on research and development of new financial products, including but not limited to green bonds, bonds with payment guarantees, convertible/exchangeable bonds, bonds with warrants/real estate purchase rights and commodity-linked bonds;
- Expanding public listing (IPO) consulting services for medium-sized enterprises, building a platform to provide IPO services through share auctions;
- Promote restructuring consulting and mergers and acquisitions (M&A) consulting; and
- Focus on expanding bond distribution channels for institutional investors (including insurance companies, investment funds and small & medium enterprises).

### ➤ Securities Services

- Moving into the new trading year 2024, with optimistic forecasts about the stock market, TCBS will continue to offer free trading of stocks, derivatives, warrants and listed fund certificates for customers trading on TCInvest. At the same time, investing heavily in the technology platform, proactively preparing to go-live the KRX system, with new features brought to customers such as Trading T0 securities..., TCBS aims to conquer the goal of being the securities company with the highest brokerage market share.
- With the advantage of accessing cheap and abundant capital sources, as well as exploiting the margin lending room of the market, TCBS will continue to bring investors more incentives and outstanding benefits such as competitive loan packages for customers who have never had a loan, flexible loan packages with interest rates starting from only 0%/year. In addition, TCBS aims to compete for margin loan market share with technology, refine and upgrade the Margin X management system with flexible pricing strategies that can be integrated with many other asset management systems such as bonds, fund certificates, instead of focusing on stock products like now, strengthening the market leading position of this core business segment.

- 2024 is also the year TCBS continues to launch groundbreaking investment and wealth management products for investors, most recently issuing covered warrants, to advanced structured products in developed market (Structured Deposit, Equity Linked note, Fixed Coupon Note...). TCBS sets the task of affirming its position as a leading Wealthtech company, with a comprehensive ecosystem of Finance, Investment, and Asset Management services.
- Consistent with the direction of limiting brokers, the iWealth Partner Program and Community Investment Platform (iCopy) will continue to be focused on by TCBS in refining policies, improving quality, and diversifying copying strategies... so that iWealth Partners/iTraders can truly be partners that introduce reputable and standard TCInvest platform utilities, tools and features to millions of Vietnamese customers.

### ➤ Proprietary Trading

Diversify bond products to better meet the needs of retail investors, helping investors allocate portfolios in accordance with risk appetite.

### ➤ Treasury

- Continue to expand investment channels in bonds, certificates of deposit as well as other monetary products on the market, diversifying domestic and foreign capital sources to optimize costs.
- Continuously aim to automate trading systems to ensure risk management as well as profit optimization. Promote the development of investment product sales channels for potential corporate customers and optimize specialized products for this customer base.



**Financial goals 2024\***

| Targets                  | Growth compared to 2023 |
|--------------------------|-------------------------|
| <b>Total revenue</b>     | 20% - 25%               |
| <b>Profit before tax</b> | 20% - 25%               |

(\*) The 2024 plan will be officially approved at the 2024 Annual General Meeting of Shareholders of TCBS



# BOARD OF DIRECTORS' ASSESSMENT OF COMPANY OPERATIONS

## Evaluation of the Board of Directors on the company's operations

- The Board of Directors has supervised the planned targets assigned by the General Meeting of Shareholders based on a combination of analysis of the actual situation and market developments to provide appropriate guidance on the Company's operations. At the same time, the Board review, adjust, supplement and promulgate rules and regulations to fully and promptly comply with periodic information disclosure, extraordinary information disclosure and information disclosure at the request of the State Securities Commission and related agencies.
- In addition to regular meetings, in order to make timely decisions for business activities, the Board of Directors has passed Resolutions in the form of soliciting written opinions from Board Members. Resolutions and decisions of the Board of Directors are issued based on the unanimous opinion of the majority of members.
- Keeping up with market trends, the Board of Directors passed Resolutions on the Company's private bond issuance in 2023 and Resolutions on investing in new bond codes that bring high profits to the Company.

## Evaluation of the Board of Directors on the activities of the Company's Board of Management

- The Company's Board of Management has fully and seriously implemented the Resolutions of the Board of Directors, coordinated with the Board of Management to promptly take appropriate measures to adjust business activities, rectify, supplement and finalize management aspects in corporate governance.
- The Board of Directors regularly discusses with the Board of Management to grasp the business situation and provide guidance and resolve proposals and recommendations in the Company's business activities.

## Orientation plans of the Board of Directors

In 2024, based on market developments in general and the stock market in particular, the Board of Directors will continue to put in all efforts and at the same time properly and fully implement the contents approved by the General Meeting of Shareholders, supervise and direct the Board of General Directors to implement the policies approved by the General Meeting of Shareholders and the Board of Directors.

Specifically include the following issues:

- Continuing the Wealthtech strategic journey, applying data technology and machine learning.
- Diversify portfolio of medium and long-term capital sources from domestic and foreign organizations.
- Continue to upgrade the digital platform ecosystem, financial products, and financial services provided to customers.








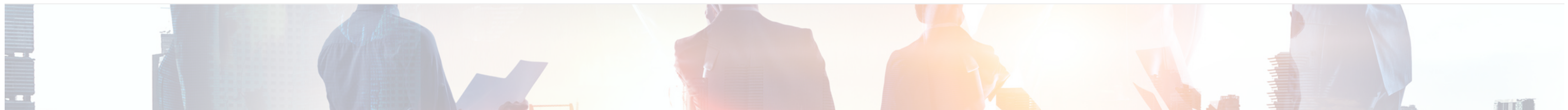


# CORPORATE GOVERNANCE

## Board of Directors

► Members and structure of the Board of Directors as of December 31st, 2023

| No. |   | Full name                              | Title                            | Date of appointment   | Date of resignation                         | Percentage of shares owned |
|-----|---|--|----------------------------------|---|---|----------------------------|
| 1   |    | Mr. Nguyen Xuan Minh                   | Chairman of the Board            | Finished 2018-2023 term and reappointed on April 26th, 2023 |   | 3.1756%                    |
| 2   |    | Ms. Nguyen Thi Thu Hien                | Member of the Board of Directors | Finished 2018-2023 term and reappointed on April 26th, 2023 |   | 0.5161%                    |
| 3   |   | Mr. Phan Thanh Son                     | Member of the Board of Directors | Finished 2018-2023 term and reappointed on April 26th, 2023 |   | 0%                         |
| 4   |  | Mr. Le Huy Hoang                       | Member of the Board of Directors | Appointed on December 4th, 2023                             | Finished 2018-2023 term on April 26th, 2023 | 0%                         |
| 5   |  | Mr. Darren Neale Buckley               | Member of the Board of Directors | Finished 2018-2023 term and reappointed on April 26th, 2023 | Resigned on December 4th, 2023              | 0%                         |
| 6   |  | Mr. Alexandre Charles Emmanuel Macaire | Member of the Board of Directors | Finished 2018-2023 term and reappointed on April 26th, 2023 |   | 0%                         |
| 7   |  | Mr. Kalyanaraman Sivaramakrishnan      | Member of the Board of Directors | Finished 2018-2023 term and reappointed on April 26th, 2023 | Resigned on December 4th, 2023              | 0%                         |





▶ **Subcommittees under the Board of Directors: None**

▶ **Activities of the Board of Directors**

According to the Board of Directors' work plan, the work of the Board of Directors carried out in 2023 has followed the direction of the Resolution of the General Meeting of Shareholders and in compliance with the Company's Charter, governance and internal regulations.

All members of the Board exhibit a strong sense of responsibility, fulfill their roles effectively, and have contributed numerous solutions and as well as timely and correct decisions while adhering to legal provisions. The Board has effectively directed the Company's development through strategic planning, monitoring, and adjustment. Decisions made by the Board of Management are promptly assessed and consulted by the Board of Directors to ensure optimal outcomes for the Company and its shareholders.

The Board of Directors has successfully guided the Company to achieve its revenue and profit targets for 2023, fulfil its obligations to the State budget, and deliver efficiency to shareholders while ensuring stable income for the Company's employees.

**Board of Directors meetings**

| No. | Member of the Board of Directors       | Number of Board of Directors meetings attended | Meeting attendance rate | Reason for not attending the meeting  |
|-----|--|--|-------------------------|---|
| 1   | Mr. Nguyen Xuan Minh                   | 08/08  | 100%                    |   |
| 2   | Ms. Nguyen Thi Thu Hien                | 08/08  | 100%                    |   |
| 3   | Mr. Phan Thanh Son                     | 08/08  | 100%                    |   |
| 4   | Mr. Le Huy Hoang                       | 04/08  | 50%                     | Due to not being a member of the Board of Directors from April 26th, 2023 to December 4th, 2023 |
| 5   | Mr. Darren Neale Buckley               | 07/08  | 87.5%                   | Due to appointment on April 26th, 2023 and resignation on December 4th, 2023                    |
| 6   | Mr. Alexandre Charles Emmanuel Macaire | 08/08  | 100%                    |   |
| 7   | Mr. Kalyanaraman Sivaramakrishnan      | 05/08  | 62.5%                   | Due to appointment on April 26th, 2023 and resignation on December 4th, 2023                    |

During 2023, the Board of Directors issued 61 resolutions approving a variety of significant matters:

- Approved the plan to convene the Annual General Meeting of Shareholders for 2023 of Techcom Securities Joint Stock Company.
- Approved the bilateral offshore limit with Standby Letters of Credit.
- Approved the capital injection plan of Techcom Securities Joint Stock Company in 2023.
- Approved the early redemption of privately issued bonds by TCBS in 2023.
- Approved the issuance of regulations and policies to enhance the company's governance effectiveness.
- And many other important decisions.

▶ **Activities of independent members of the Board of Directors: None**

▶ **List of members of the Board of Directors with training certificates in corporate governance: none**

**Supervisory Board**

▶ **Members and structure of the Supervisory Board**

| No. | Member of the Supervisory Board/Audit Committee | Title                           | Date of appointment/resignation to/from the Supervisory Board/Audit Committee | Qualification                      |
|-----|---|---------------------------------|---|------------------------------------|
| 1   | Mr. Dang Van Khai                               | Supervisory Board               | Finished 2018-2023 term and reappointed on April 26th, 2023                   | Master of International Accounting |
| 2   | Ms. Hoang Thi Kim Cuc                           | Member of the Supervisory Board | Finished 2018-2023 term and reappointed on April 26th, 2023                   | Bachelor of Economics              |
| 3   | Mr. Dao Kien Trung                              | Member of the Supervisory Board | Appointed on June 30th, 2020; Resigned on April 26th, 2023                    | Bachelor of Law                    |
| 4   | Ms. Le Thi Thu Huong                            | Member of the Supervisory Board | Appointed on April 26th, 2023   | Master of Business and Management  |

▶ **Activities of the Supervisory Board**

| Meeting of the Supervisory Board |   |                             |                         |             |
|----------------------------------|---|-----------------------------|-------------------------|-------------|
| No.                              | Member of the Supervisory Board/Audit Committee | Number of meetings attended | Meeting attendance rate | Voting rate |
| 1                                | Mr. Dang Van Khai                               | 02                          | 100%                    | 100%        |
| 2                                | Ms. Hoang Thi Kim Cuc                           | 02                          | 100%                    | 100%        |
| 3                                | Mr. Dao Kien Trung                              | 01                          | 50%                     | 100%        |
| 4                                | Ms. Le Thi Thu Huong                            | 01                          | 50%                     | 100%        |



**Activities of the Supervisory Board for the Board of Directors, Board of Management and shareholders:**

- Supervised compliance with the provisions of law and the Charter in the management and administration of the Company.
- Supervised Internal Audit activities to independently and objectively review and evaluate the internal control system.
- Review the draft reviewed financial report for the first 6 months of 2023 financial report, the draft audited financial report for 2023 of the Company, the draft Financial Safety Ratio Report as at June 30th, 2023 and the draft financial safety ratio report as of December 31st, 2023.
- Status update of action recommended by inspection and audit teams (if any).
- Conducted inspections and supervision (if any) upon request from the Securities Commission and/or shareholders/major shareholder groups as stipulated by law and the Company's Charter.

**Coordination between the Supervisory Board and the activities of the Board of Directors, Board of Management and other key personnel:**

- The Supervisory Board participated in meetings of the Board of Directors and always promptly consistently ensured swift communication and collaboration with the Board of Directors and the Board of Management to formulate decisive actions and directions for Departments/functional team to preemptively address and resolve operational issues, contributing to improving business efficiency, improving processes, products, business risk management and enhancing the system's administrative capacity;
- The Board of Directors and Board of Management have made efforts to overcome shortcomings according to recommendations of the Supervisory Board and Internal Audit, while at the same time facilitated an environment conducive for the Supervisory Board to fulfill its duties effectively.

**Transactions, remuneration and benefits of the Board of Directors and Supervisory Board**

➤ **Salary, bonus, remuneration and benefits**

| Salary, bonus, remuneration and benefits of the Board of Directors and Supervisory Board |                    |               |               |
|--|--------------------|---------------|---------------|
| No.  | Title              | 2023          | 2022          |
| 1  | Board of Directors | 9,696,196,726 | 9,665,818,823 |

| Salary and remuneration of the Board of Management |                     |                |                |
|--|---------------------|----------------|----------------|
| No.  | Title               | 2023           | 2022           |
| 1  | Board of Management | 26,442,714,605 | 23,724,591,419 |





► **Transactions between the company and related persons of the company; or between the company and major shareholders, internal shareholders and affiliated persons:**

Detailed information on each transaction has been fully disclosed on the [TCBS website](#) and in the audited financial statements for 2023 – Note 38.1 “[Transactions with Related Parties.](#)”

► **Share transactions by internal shareholders and affiliated persons:**

| No. | The person performing the transaction | Relations with internal shareholders   | Number of shares owned at the beginning of the period |           | Number of shares owned at the end of the period |           |
|-----|---------------------------------------|--|---|-----------|---|-----------|
|     |                                       |  | Number of shares                                      | Ratio (%) | Number of shares                                | Ratio (%) |
| 1   | Nguyen Thi Hoat                       | Deputy CEO                             | 26,430  | 0.0235%   | 18,000  | 0.0083%   |
| 2   | Nguyen Thi Hong Phuc                  | Related person of Ms. Nguyen Thi Hoat  | 0   | 0.0000%   | 12,030  | 0.0055%   |
| 3   | Bui Thi Thu Hang                      | Deputy CEO                             | 12,000  | 0.0107%   | 15,000  | 0.0133%   |
| 4   | Pham Dieu Linh                        | Deputy CEO                             | 14,485  | 0.0129%   | 18,085  | 0.00831%  |
| 5   | Tran Thi Thu Trang                    | Deputy CEO                             | 14,400  | 0.0128%   | 18,000  | 0.0083%   |
| 6   | Nguyen Tuan Cuong                     | Deputy CEO                             | 2,160   | 0.0019%   | 5,760   | 0.0051%   |
| 7   | Techcombank                           | Parent company                         | 99,999,990  | 88.7988%  | 204,999,990                                     | 94.1665%  |
| 8   | Nguyen Xuan Hung                      | Related person of Mr. Nguyen Xuan Minh | 180,000   | 0.1598%   | 170,000   | 0.0781%   |
| 9   | Quach Thuy Linh                       | Branch manager                         | 6,000   | 0.0053%   | 9,000   | 0.0080%   |
| 10  | Le Thi Thu Huong                      | Member of the Supervisory Board        | 5,550   | 0.0049%   | 7,050   | 0.0063%   |

► **Share transactions by internal shareholders and affiliated persons:**

- According to the Board of Directors' work plan, the work the Board of Directors performed in 2023 has followed the direction of the Resolution of the General Meeting of Shareholders and in compliance with the Charter as well as the Company's governance regulations and internal regulations.
- TCBS adhered to the provisions of the law, the Charter, and Resolutions of the Board of Directors, acquiring and executing essential solutions in corporate governance as directed by the Board of Directors and proposed by the Company's Supervisory Board. The Company's financial situation is effectively managed, with owner's capital preserved and set to grow higher in the upcoming year compared to the previous year.





- Participate in humanitarian blood donation at the Central Institute of Hematology and Blood Transfusion, Hanoi. This is one of the positive and practical social activities, contributing to raising awareness and responsibility of workers towards the community and society.
- In addition, we participated in a charity trip, donating 15 laptops as intellectual gifts to students at Muong Nhe Primary School, Dien Bien, helping them have the opportunity to access more on the journey of knowledge and technology.

### Socially responsible financial products

The awareness and interest of consumers and investors in Vietnam towards sustainable development is increasing. In particular, for a highly open economy like Vietnam, Vietnamese businesses face high requirements on ESG standards from stakeholders such as importers of their products and suppliers as well as foreign investors coming from more developed countries. This is also contributing to accelerating the ESG development process in Vietnam. Over the past years, TCBS has coordinated with UOB Asset Management Group to cooperate in distribution of

United ESG Vietnam Equity Investment Fund Equity Investment Fund (UVEEF). UVEEF Fund is an open fund product that applies an integrated ESG investment strategy, through which stocks in the portfolio are evaluated and selected based on fundamental factors and good growth prospects combined with criteria ESG. UVEEF fund focuses on investing in stocks with high ESG ratings. In addition, the fund's portfolio does not invest in stocks in certain industries that have very negative impacts on the environment such as coal mining or coal power industries.

### Increase customer satisfaction levels

TCBS sets standards to meet customer needs. We receive high trust from our partners and customers. The CSAT index (level of satisfaction during product/service experience and customer sentiment for TCBS) increased from 3.7 to 4.2. Along with that, the TCInvest app's rating on both the Appstore and CHPlay in 2023 also increased sharply to nearly an absolute score of 4.8 / 5.

## Sustainable development report

Developing Environment, Society, and Governance (ESG) is an integral aspect of TCBS's mission and commitment. At its core, ESG mandates the assurance of a secure working environment, emphasizing the health and safety of employees while minimizing the occurrence of occupational accidents. Providing favorable working conditions, such as fair wages, reasonable working hours, opportunities for development, and comprehensive benefits, is crucial for enhancing the quality of life and satisfaction of employees.

### Policy to ensure employee welfare

With the aim of attracting, retaining, and nurturing talented individuals, TCBS have established a comprehensive benefits and compensation system ranging from standard to exceptional and competitive. TCBS have also implemented programs and activities to prioritize health, safety, to improve the working environment, including:

- Medical room for all employees and function room for mothers raising children.
- Health care insurance program for employees.
- Annual health check-ups for employees at large, reputable hospitals and other medical facilities.

- Regularly conducting inspections for labor safety and occupational health in the workplace.
- Regularly clean the building such as carpet cleaning, insecticide spraying, etc.
- Raise awareness of fire prevention and fire fighting drills according to the provisions of law.
- The average number of training hours per year is 78 hours/employee, of which the average number of hours for professional staff is: 78 hours/employee; For management staff: 76 hours/manager. We provide employees with diverse training programs in both leadership capacity and professional expertise. Training programs are designed according to the journey of employees at the company right from the time of onboarding until the time of development and holding key positions. Our employees are encouraged and empowered to complete Amazon Web Services (AWS) certifications, Professional Certifications, and other world-class certifications.

### Community and social development

In 2023, TCBS employees participated in humanitarian, community and social development activities:





C H A P T E R

# 04

◆————◆  
FINANCIAL STATEMENTS

2023





# FINANCIAL STATEMENTS

The Company's 2023 Financial statements was audited by Ernst & Young Vietnam Co., Ltd. - Hanoi Branch and published on TCBS's website on March 8th, 2024.

[See 2023 Financial Report](#) 



Ernst & Young Vietnam Limited  
8th Floor, CornerStone Building  
16 Phan Chu Trinh Street  
Hoan Kiem District  
Hanoi, S.R. of Vietnam

Tel: +84 24 3831 5100  
Fax: +84 24 3831 5090  
ey.com

Reference No: 12837671/66978926-EFS

## INDEPENDENT AUDITORS' REPORT

To: **The Shareholders of  
Techcom Securities Joint Stock Company**

We have audited the accompanying financial statements of Techcom Securities Joint Stock Company (the "Company") as prepared on 29 February 2024 and set out on pages 06 to 64, which comprise the statement of financial position as at 31 December 2023, the income statement, the cash flow statement and the statement of changes in owners' equity for the year then ended and the notes thereto.

### Management's responsibility

The Company's Management is responsible for the preparation and fair presentation of the financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to securities companies and statutory requirements relevant to preparation and presentation of the financial statements, and for such internal control as the Management determines is necessary to enable the preparation and presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



### Opinion

In our opinion, the financial statements give a true and fair view, in all material respects, of the financial position of the Company as at 31 December 2023, and of the results of its operations, its cash flows and its changes in owners' equity for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to securities companies and statutory requirements relevant to preparation and presentation of financial statements.

**Ernst & Young Vietnam Limited – Hanoi Branch**



Dang Phuong Ha  
Deputy General Director  
Audit Practising Registration: 2400-2023-004-1



Tran Thi Thu Hien  
Auditor  
Audit Practising Registration: 2487-2023-004-1

Hanoi, Vietnam

29 February 2024



## Statement of financial position

at December 31st, 2023

| Code       | ITEMS   | Notes     | Ending balance<br>VND     | Opening balance<br>VND    |
|------------|---|-----------|---------------------------|---------------------------|
| <b>100</b> | <b>A. CURRENT ASSETS (100 = 110 + 130)</b>  |           | <b>40,628,257,426,641</b> | <b>25,948,479,990,644</b> |
| <b>110</b> | <b>I. Financial assets</b>  |           | <b>40,594,155,139,482</b> | <b>25,929,858,136,745</b> |
| 111        | 1. Cash and cash equivalents  | 5         | 4,582,180,994,188         | 2,404,813,202,406         |
| 111.1      | 1.1. Cash   |           | 4,547,180,994,188         | 2,404,813,202,406         |
| 111.2      | 1.2. Cash equivalents   |           | 35,000,000,000            | -                         |
| 113        | 2. Held-to-maturity ("HTM") investments   | 7.1       | 1,292,046,000,000         | 1,000,000,000             |
| 114        | 3. Loans  | 7.2       | 16,619,167,038,247        | 9,354,605,486,589         |
| 115        | 4. Available-for-sale ("AFS") financial assets                                      | 7.3,7.4   | 15,040,774,984,321        | 10,511,124,650,851        |
| 116        | 5. Provision for impairment of financial assets and mortgaged assets                | 8         | (4,774,603,364)           | (3,599,620)               |
| 117        | 6. Receivables  | 9         | 337,852,529,010           | 183,085,158,587           |
| 117.2      | 6.1. Receivables and accruals from dividend and interest income of financial assets |           | 337,852,529,010           | 183,085,158,587           |
| 117.3      | 6.1.1. Receivables for due dividend and interest income                             |           | 2,693,396,029             | 26,781,966,648            |
| 117.4      | 6.1.2. Accruals for undue dividend and interest income                              |           | 335,159,132,981           | 156,303,191,939           |
| 118        | 7. Advances to suppliers  | 9         | 1,707,458,921             | 1,512,267,704             |
| 119        | 8. Receivables from services provided by the Company                                | 9         | 16,059,167,017            | 23,877,481,391            |
| 122        | 9. Other receivables  | 9         | 2,709,273,571,142         | 3,450,110,238,837         |
| 129        | 10. Provision for impairment of receivables   | 9         | (132,000,000)             | (266,750,000)             |
| <b>130</b> | <b>II. Other current assets</b>   |           | <b>34,102,287,159</b>     | <b>18,621,853,899</b>     |
| 131        | 1. Advances   |           | 75,000,000                | 11,248,150,250            |
| 132        | 2. Office supplies, tools and instruments   |           | 246,690,000               | -                         |
| 133        | 3. Short-term prepaid expenses  | 14        | 33,780,597,159            | 7,373,703,649             |
| <b>200</b> | <b>B. NON-CURRENT ASSETS (200 = 210 + 220 + 240 + 250)</b>                          |           | <b>3,160,172,027,968</b>  | <b>143,067,748,219</b>    |
| <b>210</b> | <b>I. Long-term financial assets</b>  | <b>10</b> | <b>3,033,431,775,000</b>  | <b>-</b>                  |
| 212        | 1. Investments  |           | 3,033,431,775,000         | -                         |
| 212.4      | 1.1. Other long-term investments  |           | 3,033,431,775,000         | -                         |
| <b>220</b> | <b>II. Fixed assets</b>   |           | <b>64,589,748,067</b>     | <b>84,726,784,106</b>     |
| 221        | 1. Tangible fixed assets  | 11        | 50,134,678,668            | 68,067,359,617            |
| 222        | 1.1. Cost   |           | 109,934,766,200           | 110,681,859,040           |
| 223a       | 1.2. Accumulated depreciation   |           | (59,800,087,532)          | (42,614,499,423)          |
| 227        | 2. Intangible fixed assets  | 12        | 14,455,069,399            | 16,659,424,489            |
| 228        | 2.1. Cost   |           | 64,600,335,490            | 61,426,279,490            |
| 229a       | 2.2. Accumulated amortization   |           | (50,145,266,091)          | (44,766,855,001)          |
| <b>240</b> | <b>III. Construction in progress</b>  | <b>13</b> | <b>2,657,487,551</b>      | <b>-</b>                  |
| <b>250</b> | <b>IV. Other long-term assets</b>   |           | <b>59,493,017,350</b>     | <b>58,340,964,113</b>     |
| 251        | 1. Long-term deposits, collaterals, and pledges                                     |           | 189,298,800               | 184,298,800               |
| 252        | 2. Long-term prepaid expenses   | 14        | 8,860,645,504             | 14,257,812,698            |
| 253        | 3. Deferred income tax assets   | 15        | 24,188,580,704            | 20,791,943,497            |
| 254        | 4. Payment for Settlement Assistance Fund   | 16        | 16,254,492,342            | 13,106,909,118            |
| 255        | 5. Other non-current assets   | 17        | 10,000,000,000            | 10,000,000,000            |
| <b>270</b> | <b>TOTAL ASSETS (270 = 100 + 200)</b>   |           | <b>43,788,429,454,609</b> | <b>26,091,547,738,863</b> |

| Code       | ITEMS   | Notes       | Ending balance<br>VND     | Opening balance<br>VND    |
|------------|---|-------------|---------------------------|---------------------------|
| <b>300</b> | <b>C. LIABILITIES (300 = 310 + 340)</b>                       |             | <b>20,158,922,867,321</b> | <b>15,102,289,530,963</b> |
| <b>310</b> | <b>I. Current liabilities</b>                                 |             | <b>19,197,091,992,778</b> | <b>13,378,593,348,270</b> |
| 311        | 1. Short-term borrowings and financial leases                 |             | 18,061,885,497,900        | 6,871,600,000,000         |
| 312        | 1.1. Short-term borrowings                                    | 19          | 18,061,885,497,900        | 6,871,600,000,000         |
| 318        | 2. Payables for securities trading activities                 | 21          | 31,649,585,853            | 5,305,624,911,458         |
| 320        | 3. Short-term trade payables                                  |             | 606,772,700               | 240,252,940,500           |
| 322        | 4. Statutory obligations                                      | 22          | 496,359,203,753           | 316,020,156,985           |
| 323        | 5. Payables to employees                                      |             | 145,714,265,723           | 123,723,915,438           |
| 324        | 6. Employee benefits  |             | 819,874,627               | -                         |
| 325        | 7. Short-term accrued expenses                                | 23          | 136,932,073,861           | 132,305,599,362           |
| 327        | 8. Short-term unearned revenue                                | 24          | 203,693,703,731           | 266,845,205,536           |
| 329        | 9. Other short-term payables                                  | 25          | 119,141,014,630           | 121,870,618,991           |
| 331        | 10. Bonus and welfare fund                                    |             | 290,000,000               | 350,000,000               |
| <b>340</b> | <b>II. Non-current liabilities</b>                            |             | <b>961,830,874,543</b>    | <b>1,723,696,182,693</b>  |
| 346        | 1. Long-term issued bonds                                     | 20          | 955,770,243,307           | 1,708,634,544,957         |
| 351        | 2. Long-term unearned revenue                                 | 24          | 6,030,077,736             | 15,031,084,236            |
| 355        | 3. Investors' protection fund                                 |             | 30,553,500                | 30,553,500                |
| <b>400</b> | <b>D. OWNERS' EQUITY (400 = 410)</b>                          |             | <b>23,629,506,587,288</b> | <b>10,989,258,207,900</b> |
| <b>410</b> | <b>I. Owner's equity</b>                                      | <b>26.2</b> | <b>23,629,506,587,288</b> | <b>10,989,258,207,900</b> |
| 411        | 1. Share capital  |             | 11,368,904,200,000        | 1,126,140,700,000         |
| 411.1      | 1.1. Owners' capital contribution                             |             | 2,176,994,200,000         | 1,126,140,700,000         |
| 411.2      | 1.2. Share premium  |             | 9,191,910,000,000         | -                         |
| 412        | 2. Differences from revaluation of assets at fair value       |             | (16,520,032,167)          | (10,561,943,926)          |
| 417        | 3. Undistributed profit                                       | 26.1        | 12,277,122,419,455        | 9,873,679,451,826         |
| 417.1      | 3.1. Realized profit after tax                                |             | 12,257,063,891,765        | 9,872,987,551,840         |
| 417.2      | 3.2. Unrealized profit  |             | 20,058,527,690            | 691,899,986               |
| <b>440</b> | <b>TOTAL LIABILITIES AND OWNERS' EQUITY (440 = 300 + 400)</b> |             | <b>43,788,429,454,609</b> | <b>26,091,547,738,863</b> |



## Off-balance sheet items

| Code  | ITEMS  | Notes | Ending balance VND  | Opening balance VND |
|-------|--|-------|---------------------|---------------------|
|       | <b>A. ASSETS OF THE COMPANY AND ASSETS MANAGED UNDER AGREEMENTS</b>                                    |       |                     |                     |
| 008   | Financial assets listed/registered for trading at Vietnam Securities Depository ("VSD") of the Company | 27.1  | 1,634,479,940,000   | 843,650,040,000     |
| 009   | Non-traded financial assets deposited at VSD   | 27.2  | 50,000              | -                   |
| 010   | Awaiting financial assets of the Company   | 27.3  | 23,749,500,000      | 9,799,131,256       |
|       | <b>B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS</b>   |       |                     |                     |
| 021   | 1. Financial assets listed/registered for trading at VSD of investors                                  | 27.4  | 143,415,009,129,900 | 146,560,432,630,000 |
| 021.1 | 1.1. Unrestricted financial assets   |       | 77,561,084,029,900  | 84,523,895,380,000  |
| 021.2 | 1.2. Restricted financial assets   |       | 314,582,980,000     | 139,546,850,000     |
| 021.3 | 1.3. Mortgaged financial assets  |       | 62,731,799,490,000  | 60,455,199,550,000  |
| 021.4 | 1.4. Blocked financial assets  |       | 1,862,706,260,000   | 735,109,450,000     |
| 021.5 | 1.5. Financial assets awaiting settlement  |       | 944,836,370,000     | 706,681,400,000     |
| 022   | 2. Non-traded financial assets deposited at VSD of investors   | 27.5  | 472,237,200,000     | 719,450,400,000     |
| 022.1 | 2.1. Unrestricted and non-traded financial assets deposited at VSD                                     |       | 417,620,180,000     | 634,486,460,000     |
| 022.2 | 2.2. Restricted and non-traded financial assets deposited at VSD                                       |       | 54,617,020,000      | 84,963,940,000      |
| 026   | 3. Investors' deposits   | 27.6  | 5,774,724,796,539   | 2,330,045,069,459   |
| 027   | 3.1. Investors' deposits for securities trading activities managed by the Company                      |       | 2,945,784,273,957   | 855,886,234,155     |
| 029   | 3.2. Deposits for clearing and settlement of securities transactions                                   |       | 1,797,451,176,015   | 1,422,239,648,556   |
| 029.1 | - Domestic investors' deposits for clearing and settlement of securities transactions                  |       | 1,797,384,776,015   | 1,422,239,648,556   |
| 029.2 | - Foreign investors' deposits for clearing and settlement of securities transactions                   |       | 66,400,000          | -                   |
| 030   | 3.3. Deposits of securities issuers  |       | 1,031,489,346,567   | 51,919,186,748      |

| Code  | ITEMS   | Notes | Ending balance VND | Opening balance VND |
|-------|---|-------|--------------------|---------------------|
|       | <b>B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS (continued)</b>                                |       |                    |                     |
| 031   | 4. Payables to investors - investors' deposits for securities trading activities managed by the Company | 27.7  | 4,743,235,449,972  | 2,278,125,882,711   |
| 031.1 | 4.1. Payables to domestic investors for securities trading activities managed by the Company            |       | 4,733,622,354,898  | 2,266,780,675,185   |
| 031.2 | 4.2. Payables to foreign investors for securities trading activities managed by the Company             |       | 9,613,095,074      | 11,345,207,526      |
| 035   | Dividend, bond principal and interest payables  | 27.8  | 1,031,489,346,567  | 51,919,186,748      |

Ms. Nguyen Thi Thanh Thuy  
Preparer

Ms. Pham Thuy Van  
Chief Accountant

Ms. Nguyen Thi Thu Hien  
Chief Executive Officer

Hanoi, Vietnam

29 February 2024



## Income statement

for the fiscal year ending December 31st, 2023

| Code      | ITEMS   | Notes     | Current year<br>VND      | Previous year<br>VND     |
|-----------|---|-----------|--------------------------|--------------------------|
|           | <b>I. OPERATING INCOME</b>  |           |                          |                          |
| 01        | 1. Gain from financial assets at fair value through profit and loss ("FVTPL")   |           | 1,643,446,234,600        | 901,204,582,596          |
| 01.1      | 1.1. Gain from disposal of financial assets at FVTPL  | 28.1      | 1,643,446,234,600        | 901,204,582,596          |
| 02        | 2. Gain from held-to-maturity ("HTM") investments   | 28.2      | 42,491,805,310           | 18,529,621,544           |
| 03        | 3. Gain from loans and receivables  | 28.2      | 1,602,447,022,922        | 1,502,853,415,354        |
| 04        | 4. Gain from available-for-sale ("AFS") financial assets  | 28.2      | 370,456,358,951          | 257,993,106,848          |
| 06        | 5. Revenue from brokerage services  |           | 476,833,068,936          | 888,247,795,556          |
| 07        | 6. Revenue from underwriting and issuance agency services   |           | 944,470,298,386          | 1,302,953,436,567        |
| 09        | 7. Revenue from securities custodian services   |           | 49,528,058,050           | 52,348,947,599           |
| 10        | 8. Revenue from financial advisory services   |           | 81,121,335,617           | 156,302,219,768          |
| 11        | 9. Other operating incomes  | 29        | 46,276,350,627           | 137,749,081,244          |
| <b>20</b> | <b>Total operating revenue (20 = 01 -&gt; 11)</b>   |           | <b>5,257,070,533,399</b> | <b>5,218,182,207,076</b> |
|           | <b>II. OPERATING EXPENSES</b>   |           |                          |                          |
| 21        | 1. Loss from financial assets at fair value through profit and loss ("FVTPL")   |           | 179,035,354,683          | 198,923,624,516          |
| 21.1      | 1.1. Loss from disposal of financial assets at FVTPL  | 28.1      | 179,035,354,683          | 198,913,624,516          |
| 21.3      | 1.2. Transaction costs of acquisition of financial assets at FVTPL  |           | -                        | 10,000,000               |
| 24        | 2. Provision expense for diminution in value and impairment of financial assets and doubtful debts and borrowing costs of loans | 30        | 4,771,003,744            | 3,599,620                |
| 27        | 3. Expenses for brokerage services  | 30        | 183,646,638,072          | 154,528,078,451          |
| 30        | 4. Expenses for underwriting and issuance agency services   | 30        | 208,000                  | 274,074,074              |
| 32        | 5. Expenses for securities custodian services   | 30        | 43,185,736,098           | 48,078,060,820           |
|           | 6. Other operating expenses   | 30        | 253,462,529,034          | 588,947,224,663          |
| <b>40</b> | <b>Total operating expenses (40 = 21 -&gt; 32)</b>  |           | <b>664,101,469,631</b>   | <b>990,754,662,144</b>   |
|           | <b>III. FINANCIAL INCOME</b>  |           |                          |                          |
| 41        | 1. Realized and unrealized gain from changes in foreign exchange rates  |           | -                        | 14,002,400,000           |
| 42        | 2. Dividend from investment in subsidiaries, associates and interest income from demand deposits                                |           | 12,870,125,334           | 10,521,194,439           |
| 44        | 3. Other investment revenue   |           | 5,942,345,080            | -                        |
| <b>50</b> | <b>Total financial income (50 = 41 -&gt; 44)</b>  | <b>31</b> | <b>18,812,470,414</b>    | <b>24,523,594,439</b>    |
|           | <b>IV. FINANCIAL EXPENSES</b>   |           |                          |                          |
| 51        | 1. Realized and unrealized loss from changes in foreign exchange rates  |           | -                        | 1,400,000,000            |
| 52        | 2. Borrowing expenses   |           | 893,985,755,421          | 609,169,047,616          |
| 55        | 3. Other financial expenses   |           | 187,658,191,452          | 127,840,968,697          |
| <b>60</b> | <b>Total financial expenses (60 = 51 -&gt; 55)</b>  | <b>32</b> | <b>1,081,643,946,873</b> | <b>738,410,016,313</b>   |
| <b>62</b> | <b>V. GENERAL AND ADMINISTRATIVE EXPENSES</b>   | <b>33</b> | <b>500,212,004,426</b>   | <b>480,433,213,874</b>   |
| <b>70</b> | <b>VI. OPERATING PROFIT (70 = 20 + 50 - 40 - 60 - 62)</b>   |           | <b>3,029,925,582,883</b> | <b>3,033,107,909,184</b> |

| Code       | ITEMS  | Notes | Current year<br>VND      | Previous year<br>VND     |
|------------|--|-------|--------------------------|--------------------------|
|            | <b>VII. OTHER INCOME AND EXPENSES</b>                        |       |                          |                          |
| 71         | 1. Other incomes   |       | 553,889,548              | 24,989,326,844           |
| 72         | 2. Other expenses  |       | 2,182,061,532            | 440,148,388              |
| <b>80</b>  | <b>Total other operating (loss)/profit (80 = 71 - 72)</b>    |       | <b>(1,628,171,984)</b>   | <b>24,549,178,456</b>    |
| <b>90</b>  | <b>VIII. PROFIT BEFORE TAX (90 = 70 + 80)</b>                |       | <b>3,028,297,410,899</b> | <b>3,057,657,087,640</b> |
| 91         | Realized profit  |       | 3,028,297,410,899        | 3,057,657,087,640        |
| <b>100</b> | <b>IX. CORPORATE INCOME TAX ("CIT") EXPENSES</b>             |       | <b>624,854,443,270</b>   | <b>630,992,995,757</b>   |
| 100.1      | Current CIT expense  | 34.1  | 626,761,513,445          | 631,684,895,743          |
| 100.2      | Deferred CIT income  | 34.2  | (1,907,070,175)          | (691,899,986)            |
| <b>200</b> | <b>X. PROFIT AFTER TAX (200 = 90 - 100)</b>                  |       | <b>2,403,442,967,629</b> | <b>2,426,664,091,883</b> |
| <b>300</b> | <b>XI. OTHER COMPREHENSIVE LOSS AFTER TAX</b>                |       |                          |                          |
| 301        | Loss from revaluation of AFS financial assets                | 35,36 | (5,958,088,241)          | (8,596,795,059)          |
| <b>400</b> | <b>Total other comprehensive loss (400 = 301)</b>            |       | <b>(5,958,088,241)</b>   | <b>(8,596,795,059)</b>   |
| <b>500</b> | <b>XII. NET INCOME APPROPRIATED TO ORDINARY SHAREHOLDERS</b> |       | <b>2,403,442,967,629</b> | <b>2,426,164,091,883</b> |
| 501        | Earnings per share (VND/share)                               | 37    | 14,119                   | 21,548                   |

Ms. Nguyen Thi Thanh Thuy  
Preparer

Ms. Pham Thuy Van  
Chief Accountant



Ms. Nguyen Thi Thu Hien  
Chief Executive Officer

Hanoi, Vietnam

29 February 2024



**Cash flow statement**

for the fiscal year ending December 31st, 2023

| Code | ITEMS   | Notes | Current year<br>VND        | Previous year<br>VND     |
|------|---|-------|----------------------------|--------------------------|
|      | <b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>  |       |                            |                          |
| 01   | 1. Profit before tax  |       | 3,028,297,410,899          | 3,057,657,087,640        |
| 02   | 2. Adjustments for:   |       | 586,406,173,223            | 475,782,320,781          |
| 03   | Depreciation and amortization expense   | 11,12 | 22,954,477,706             | 22,646,115,484           |
| 04   | Provisions  |       | 4,636,253,744              | 270,349,620              |
| 05   | Unrealized loss from changes in foreign exchange rates  |       | 893,985,755,421            | 609,169,047,616          |
| 06   | Interest expenses   | 32    | (11,180,667)               | -                        |
| 08   | Accrued interest income   | 9     | (335,159,132,981)          | (156,303,191,939)        |
| 30   | <b>Operating profit before changes in working capital</b>   |       | <b>3,614,703,584,122</b>   | <b>3,533,439,408,421</b> |
| 32   | (Increase)/decrease in HTM investments  |       | (1,291,046,000,000)        | 511,166,300,000          |
| 33   | (Increase)/decrease in loans  |       | (7,264,561,551,658)        | 6,497,424,202,012        |
| 34   | Increase in AFS financial assets  |       | (292,097,988,743)          | (3,947,364,654,478)      |
| 36   | Decrease in receivables and accruals from dividend and interest income of financial assets                    |       | 180,391,762,558            | 165,790,274,167          |
| 37   | Decrease in receivables from services provided by the Company   |       | 7,818,314,374              | 115,365,106,128          |
| 39   | Decrease/(increase) in other receivables  |       | 740,836,667,695            | (3,450,109,025,019)      |
| 40   | Decrease/(increase) in other assets   |       | 7,773,877,026              | (6,965,366,408)          |
| 41   | Increase in payable expenses (excluding interest expenses)  |       | 12,591,704,106             | -                        |
| 42   | Increase in prepaid expenses  |       | (21,009,726,316)           | (5,620,395,497)          |
| 43   | Current income tax paid   | 34.1  | (440,729,850,165)          | (539,650,865,594)        |
| 44   | Interest expenses paid  |       | (901,950,985,028)          | (551,285,122,912)        |
| 45   | (Decrease)/increase in trade payables   |       | (239,841,359,017)          | 240,252,940,500          |
| 46   | Increase/(decrease) in employee benefits  |       | 819,874,627                | (150,000,000)            |
| 47   | Decrease in statutory obligation (excluding CIT paid)   |       | (5,692,616,512)            | (16,576,646,903)         |
| 48   | Increase in payables to employees   |       | 21,990,350,285             | 20,022,806,384           |
| 50   | (Decrease)/increase in other payables   |       | (3,478,363,005,107)        | 2,519,094,220,855        |
| 51   | Other receipts from operating activities  |       | -                          | 524,989,326,844          |
| 52   | Other payments for operating activities   |       | (60,000,000)               | (524,989,326,844)        |
| 60   | <b>Net cash flows (used in)/from operating activities</b>   |       | <b>(9,348,426,947,753)</b> | <b>5,084,833,181,656</b> |
|      | <b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>   |       |                            |                          |
| 61   | Purchase and construction of fixed assets and other assets  |       | (5,938,748,551)            | (18,887,284,000)         |
| 62   | Proceeds from disposal of fixed assets, investment properties and other assets                                |       | 475,000,000                | -                        |
| 63   | Expenditures on equity investments in subsidiaries, joint-venture companies, associates and other investments |       | (3,033,431,775,000)        | -                        |
| 70   | <b>Net cash flow used in investing activities</b>   |       | <b>(3,038,895,523,551)</b> | <b>(18,887,284,000)</b>  |

| Code  | ITEMS  | Notes | Current year<br>VND       | Previous year<br>VND       |
|-------|--|-------|---------------------------|----------------------------|
|       | <b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>                             |       |                           |                            |
| 71    | Cash receipt from issuance of shares, or capital contributed by shareholders |       | 10,242,763,500,000        | 1,893,900,000              |
| 73    | Drawdown of borrowings   |       | 82,761,482,790,113        | 16,481,400,000,000         |
| 73.2  | - Other borrowings   |       | 82,761,482,790,113        | 16,481,400,000,000         |
| 74    | Repayment of borrowings  |       | (78,439,556,027,027)      | (19,594,182,377,039)       |
| 74.3  | - Other repayment of borrowings  |       | (78,439,556,027,027)      | (19,594,182,377,039)       |
| 76    | Dividends, profit distributed to shareholders                                |       | -                         | (675,447,477,440)          |
| 80    | <b>Net cash flow from/(used in) financing activities</b>                     |       | <b>14,564,690,263,086</b> | <b>(3,786,335,954,479)</b> |
| 90    | <b>NET INCREASE IN CASH DURING THE YEAR (90 = 60 + 70 + 80)</b>              |       | <b>2,177,367,791,782</b>  | <b>1,279,609,943,177</b>   |
| 101   | <b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>                | 5     | <b>2,404,813,202,406</b>  | <b>1,125,203,259,229</b>   |
| 101.1 | Cash   |       | 2,404,813,202,406         | 1,125,203,259,229          |
| 103   | <b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>                      | 5     | <b>4,582,180,994,188</b>  | <b>2,404,813,202,406</b>   |
| 103.1 | Cash   |       | 4,547,180,994,188         | 2,404,813,202,406          |
| 103.2 | Cash equivalents   |       | 35,000,000,000            | -                          |



**Cash flow statement**

for the fiscal year ending December 31st, 2023

**Cash flow from brokerage and trust activities of customers**

| Code      | ITEMS  | Notes       | Current year<br>VND      | Previous year<br>VND       |
|-----------|--|-------------|--------------------------|----------------------------|
|           | <b>I. Cash flows from brokerage and trust activities of customers</b>                    |             |                          |                            |
| 01        | 1. Cash receipts from disposal of brokerage securities of customers                      |             | 341,251,631,768,076      | 276,521,066,989,343        |
| 02        | 2. Cash payments for acquisition of brokerage securities of customers                    |             | (356,333,054,468,634)    | (284,951,627,339,958)      |
| 07        | 3. Cash receipts for settlement of securities transactions of customers                  |             | 526,772,783,372,466      | 305,615,543,755,483        |
| 08        | 4. Cash payment for securities transactions of customers                                 |             | (509,174,180,451,761)    | (299,426,675,811,568)      |
| 11        | 5. Cash payments for custodian fees of customers   |             | (52,070,652,886)         | (57,278,984,467)           |
| 14        | 6. Cash receipt from securities issuers  |             | 121,040,499,898,739      | 84,249,052,539,715         |
| 15        | 7. Cash payment to securities issuers  |             | (120,060,929,738,920)    | (84,197,133,352,967)       |
| <b>20</b> | <b>Net increase/(decrease) in cash during the year</b>                                   |             | <b>3,444,679,727,080</b> | <b>(2,247,052,204,419)</b> |
| <b>30</b> | <b>II. Cash and cash equivalents of customers at the beginning of the year</b>           | <b>27.6</b> | <b>2,330,045,069,459</b> | <b>4,577,097,273,878</b>   |
| 31        | Cash at banks at the beginning of the year:  |             | 2,330,045,069,459        | 4,577,097,273,878          |
| 32        | - Investors' deposits managed by the Company for securities trading activities           |             | 855,886,234,155          | 1,369,027,487,417          |
| 34        | - Clearing deposits for securities trading   |             | 1,422,239,648,556        | 3,206,017,544,118          |
| 35        | - Deposits of securities issuers   |             | 51,919,186,748           | 2,052,242,343              |
| <b>40</b> | <b>III. Cash and cash equivalents of customers at the end of the year (40 = 20 + 30)</b> | <b>27.6</b> | <b>5,774,724,796,539</b> | <b>2,330,045,069,459</b>   |
| 41        | Cash at banks at the end of the year:  |             | 5,774,724,796,539        | 2,330,045,069,459          |
| 42        | - Investors' deposits managed by the Company for securities trading activities           |             | 2,945,784,273,957        | 855,886,234,155            |
| 44        | - Clearing deposits for securities trading   |             | 1,797,451,176,015        | 1,422,239,648,556          |
| 45        | - Deposits of securities issuers   |             | 1,031,489,346,567        | 51,919,186,748             |





Ms. Nguyen Thi Thanh Thuy  
Preparer

Ms. Pham Thuy Van  
Chief Accountant

Ms. Nguyen Thi Thu Hien  
Chief Executive Officer

Hanoi, Vietnam

29 February 2024



**Statement of changes in owners' equity**  
for the fiscal year ending December 31st, 2023

| ITEMS   | Notes | Opening balance          |                           | Increase/Decrease        |                          |                           |                         | Ending balance            |                           |
|---|-------|--------------------------|---------------------------|--------------------------|--------------------------|---------------------------|-------------------------|---------------------------|---------------------------|
|   |       | 01 January 2022          | 01 January 2023           | Previous year            |                          | Current year              |                         | 31 December 2022          | 31 December 2023          |
|   |       | VND                      | VND                       | Increase                 | Decrease                 | Increase                  | Decrease                | VND                       | VND                       |
| A   | B     | 1                        | 2                         | 3                        | 4                        | 5                         | 6                       | 7                         | 8                         |
| <b>I. CHANGES IN OWNERS' EQUITY</b>                     |       |                          |                           |                          |                          |                           |                         |                           |                           |
| 1. Share capital  | 26.2  | 1,124,246,800,000        | 1,126,140,700,000         | 1,893,900,000            | -                        | 10,242,763,500,000        | -                       | 1,126,140,700,000         | 11,368,904,200,000        |
| 1.1. Owners' capital contribution                       |       | 1,124,246,800,000        | 1,126,140,700,000         | 1,893,900,000            | -                        | 1,050,853,500,000         | -                       | 1,126,140,700,000         | 2,176,994,200,000         |
| 1.2. Share premium                                      |       | -                        | -                         | -                        | -                        | 9,191,910,000,000         | -                       | -                         | 9,191,910,000,000         |
| 2. Charter capital supplementary reserve                |       | 112,424,680,000          | -                         | -                        | (112,424,680,000)        | -                         | -                       | -                         | -                         |
| 3. Financial reserve                                    |       | 112,424,680,000          | -                         | -                        | (112,424,680,000)        | -                         | -                       | -                         | -                         |
| 4. Differences from revaluation of assets at fair value | 26.2  | (1,965,148,867)          | (10,561,943,926)          | -                        | (8,596,795,059)          | 40,753,896,235            | (46,711,984,476)        | (10,561,943,926)          | (16,520,032,167)          |
| 5. Undistributed profit                                 | 26.1  | 7,898,113,477,383        | 9,873,679,451,826         | 2,659,004,315,734        | (683,438,341,291)        | 2,403,442,967,629         | -                       | 9,873,679,451,826         | 12,277,122,419,455        |
| 5.1. Realized profit after tax                          |       | 7,890,622,613,532        | 9,872,987,551,840         | 2,658,312,415,748        | (675,947,477,440)        | 2,384,076,339,925         | -                       | 9,872,987,551,840         | 12,257,063,891,765        |
| 5.2. Unrealized profit                                  |       | 7,490,863,851            | 691,899,986               | 691,899,986              | (7,490,863,851)          | 19,366,627,704            | -                       | 691,899,986               | 20,058,527,690            |
| <b>TOTAL</b>  |       | <b>9,245,244,488,516</b> | <b>10,989,258,207,900</b> | <b>2,660,898,215,734</b> | <b>(916,884,496,350)</b> | <b>12,686,960,363,864</b> | <b>(46,711,984,476)</b> | <b>10,989,258,207,900</b> | <b>23,629,506,587,288</b> |
| <b>II. OTHER COMPREHENSIVE LOSS</b>                     |       |                          |                           |                          |                          |                           |                         |                           |                           |
| 1. Loss from revaluation of AFS financial assets        | 35,36 | (1,965,148,867)          | (10,561,943,926)          | -                        | (8,596,795,059)          | 40,753,896,235            | (46,711,984,476)        | (10,561,943,926)          | (16,520,032,167)          |
| <b>TOTAL</b>  |       | <b>(1,965,148,867)</b>   | <b>(10,561,943,926)</b>   | <b>-</b>                 | <b>(8,596,795,059)</b>   | <b>40,753,896,235</b>     | <b>(46,711,984,476)</b> | <b>(10,561,943,926)</b>   | <b>(16,520,032,167)</b>   |

Ms. Nguyen Thi Thanh Thuy  
Preparer

Hanoi, Vietnam

29 February 2024

Ms. Pham Thuy Van  
Chief Accountant

Ms. Nguyen Thi Thu Hien  
Chief Executive Officer



## PURPOSES AND POLICIES OF FINANCIAL RISK MANAGEMENT

The Company's financial liabilities comprise mostly loans and borrowings, payables to suppliers and other payables. The main purpose of these financial liabilities is to finance the Company's operations. The Company has loans, trade and other receivables, cash and short-term deposits that arise directly from its operations.

The Company is exposed to market risk, credit risk and liquidity risk.

Risk management is integral to the whole business of the Company. The Company has a system of controls in place to maintain an acceptable balance between the cost arisen from risks and the cost of managing the risks. The Management continually monitors the Company's risk management process to ensure that an appropriate balance between risk and control is achieved.

Management reviews and agrees policies for monitoring each of these risks which are summarized below:

### ➤ Market risks

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. There are four types of market risk: interest rate risk, currency risk, commodity price risk and other price risk, such as equity price risk. Financial instruments affected by market risk include loans and borrowings, deposits, financial assets at FVTPL, covered warrants and available-for-sale investments.

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to market risk due to changes in interest rate relates primarily to cash and short-term deposits of the Company. These are short-term investments and not held by the Company for the purpose of receiving from the increase of the value.

The Company manages interest rate risk by looking at the competitive structure of the market to identify a proper interest rate policy which is favorable for of the Company purposes within its risk management limits.

No analysis on interest sensitivity is performed since the Company's exposure to risk of changes in interest rate is insignificant.

### Foreign exchange risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the Company's operating activities (in which revenue or expense is denominated in a different currency from the Company's accounting currency).

The Company manages foreign exchange risk by considering current and expected market conditions when the Company plans to buy and sell commodities in the future in foreign currencies. For the purpose of minimizing foreign currency risks, the Company applies hedging measures by entering into foreign currency derivative contracts with commercial banks.

As at 31 December 2023, the Company has loans denominated in foreign currency at the total value of USD 294,000,000 (equivalent to VND 7,035,763,656,470). In which, the Company has hedged interest rate risk by cross currency swap contracts and forward contracts with commercial banks for the loans in USD.

### Shares, bonds price risk

Listed and unlisted shares, bonds which are held by the Company are affected by market risk arising from the uncertainty of future value of invested shares, bonds. The Company manages shares, bond price risk by establishing investment limits.

### ➤ Credit risk

Credit risk is the risk that counterparty would not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company is exposed to credit risk from its operating activities (primarily for loans and receivables) and from its financing activities, including deposits with banks, foreign exchanges activities and other financial instruments.

### Receivables

Customer credit risk is managed by the Company based on its established policies, procedures and control relating to customer credit risk management.

Outstanding customer receivables are regularly monitored. Customer credit quality's impairment is analyzed at each reporting date on an individual basis for major clients. The

Company closely monitors outstanding receivables and operates a credit control unit to mitigate credit risk.

### Bank deposits

The Company's bank balances are mainly maintained with high credit rating banks in Vietnam. Credit risk from balances with banks is managed by the Company's Capital and Financial Business Division in accordance with the Company's policy. The Company's maximum exposure to credit risk for the components of the statement of financial position at each reporting date is the carrying value as presented in Notes 5 and Note 7.1. The Company evaluates the concentration of credit risk with respect to bank deposits as low.

### Margin lending and advances to customers

The Company manages its credit risks via the use of internal control policies, processes and O1 procedures relevant to margin lending and advance payments to customers. The Company assesses and appraises customers to determine the credit limit as well as margin rate before signing in margin contract and advances to customers, together with checking periodically financial position of customers to make proper adjustments to margin rate and line of credit. Besides, the Company only provides margin lending with eligible securities, which satisfy requirements of the Company's risk appetite (credit risk, market risk, liquidity risk) and guarantees complying to requirements of State Securities Commission of Vietnam.

### Available-for-sale (AFS)

The Company limits its credit risk by solely investing in

highly liquid debt securities, excluding issuers with good credit ratings. The measurement and monitoring of credit risk for these investments are quantified and regularly reported to the Board of Directors or the Management of the Company.

### ➤ Liquidity risk

The liquidity risk is the risk that the Company will encounter difficulties in meeting financial obligations. The Company's exposure to liquidity risk arises when the Company is unable to meet its financial obligations as they fall due, primarily due to mismatches in the maturity terms of financial assets and liabilities. The maturity terms of financial assets and liabilities reflect the remaining period of financial assets and liabilities from the reporting date to the date of settlement set out in the contracts or terms of issuance. For FVTPL and AFS financial assets, the maturity terms are determined based on the liquidity of the assets (the ability to sell and purchase the assets in short-term) on the market.

The Company monitors its liquidity risk by maintaining a level of cash and cash equivalents, borrowings deemed adequate by the Management to finance the Company's operations and to mitigate the effects of fluctuations in cash flows.

The Company assessed the concentration of risk with respect to its debt payments as low. The Company is able to access to different sources of funds and all the borrowings which are due within 12 months can be renewed with the current lenders.





## **Techcom Securities Joint Stock Company**

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