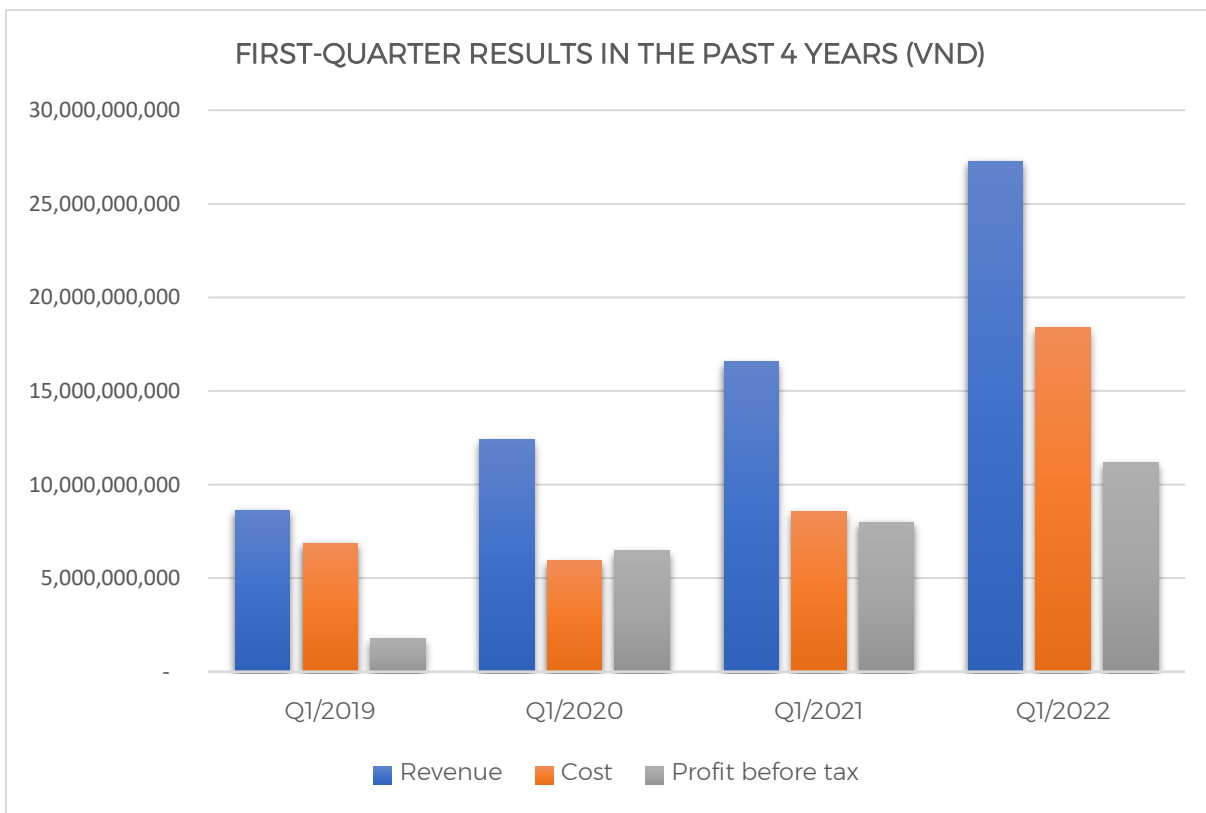




GUOTAI JUNAN (VIETNAM) RELEASES Q1 2022 FINANCIAL REPORT

Guotai Junan Securities (Vietnam) released its financial statements for the first quarter of 2022, marking record-high revenue and profit after tax compared to the same period of the year. The Company reported positive revenue from financial advisory, which contributes 8% to the quarter's total revenue.

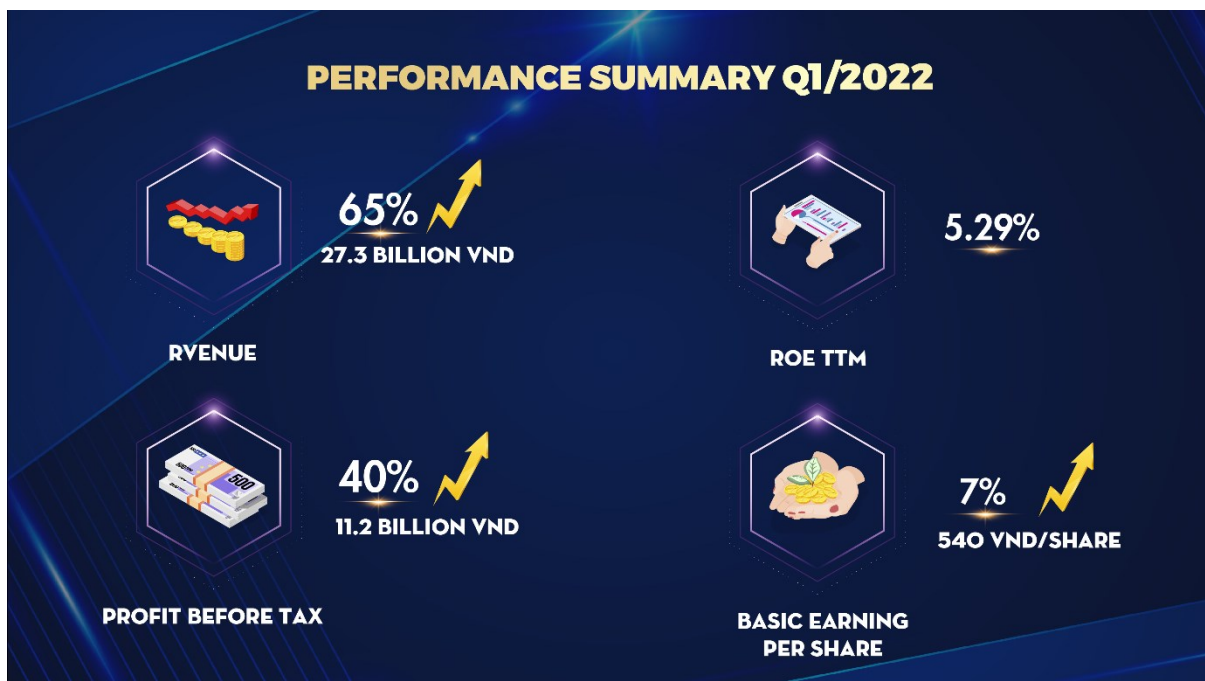
Guotai Junan (Vietnam) has announced its first-quarter 2022 results ended March 31, 2021. Accordingly, the Company's revenue increased by 65% compared to the same period last year ("YoY") to VND 27.2 billion, and profit after tax increased by 40% to VND 11.2 billion, marking the highest increase ever over the same period.





In particular, the company's **stock brokerage** division increased by 97% YoY, exceeding VND 11 billion (of which Q1/2021 revenue increased by 27%), serving as the main growth driver. Driven by the market boom and the increase in the number of customer transactions, income from **margin lending and advance activities** increased by 52% to VND 10.8 billion, a historical high.

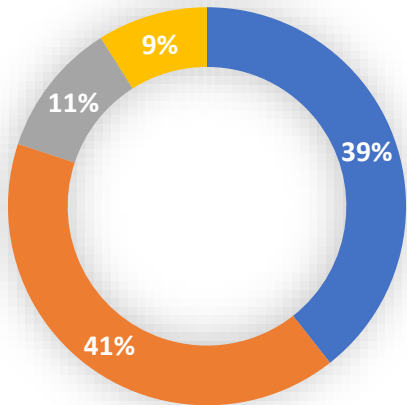
Mr. Hoang Anh, General Director of Guotai Junan (Vietnam), said: "In the first quarter of 2022, Guotai Junan (Vietnam) 's revenue and profit after tax reached a historical high. In the first three months of the year, stock brokerage activities continued to attract high-quality clients and the quality of brokerage continued to improve, thus becoming one of the main growth drivers in the Company's business". Sharing about the orientation in the coming time, General Director Hoang Anh said that the Company will continue to expand its business areas and strengthen the synergy between stock brokerage, margin lending and underwriting, to provide individual customers and organizations with information about quality investment and financial channels.





Operating revenue:

Operating Revenue Q1-2022



- Gain from loans and receivables
- Revenue from securities brokerage
- Revenue from financial activities
- Others (securities depository, financial consulting and FVTPL)

• **Revenue** increased by 64% YoY to VND 27.2 billion, mainly generated from: :

1. Revenue from securities brokerage increased by 97% YoY to more than VND11 billion, reaching a historical high;
2. Revenue from margin and receivable lending activities increased by 52% YoY to approx. VND 10.8 billion;
3. Financial advisory services recorded positive revenue of nearly VND 2.3 billion, contributing 8% to total operating revenue;

- **Before-tax profit allocated to owners** increased by 40% to VND 11.2 billion, a new high;
 - **The basic profit per share TTM** is VND 540;
 - **Return on equity (ROE) TTM** reached 5.29%, a new high level.
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Operating expenses in the period

During this period, the Company's total expenses increased by 114.82% YoY to VND 18.4 billion, mainly due to increases in brokerage operating costs and commission management costs.



Investment Banking Sector

After being supplement licensed to the securities issuance guarantee business, Investment Banking activities have been strongly focused on the development and initially recognized positive contributions to the company's business situation.

In 2021, the Investment Banking Department has signed and is conducting consultancy on issuing individual corporate bonds, serving as a service to issuers to a large corporate client; and serving as a Bond Distribution Agent for some other reputable partners in the market. Consulting revenue was recorded in the first quarter of 2022.

Divestment consultancy contracts for the State Capital Investment Corporation (SCIC) are still implemented in accordance with the law, ensuring the highest interests of the State. In addition, the Company has also conducted contact, and negotiations and proceeded to sign many other consulting contracts with potential customers such as listing registration, IPO, securities offering, etc.



Disclaimer

This report does not serve as an offer or recommendation to buy any securities, nor does it provide any investment advice. This report includes some forward-looking information regarding the Company's financial conditions, operating and business results and certain plans and objectives of the Company's management. Forward-looking statements relate to possible or unpredictable risks, uncertainties, and other factors that may cause the Company's actual results or performance to differ materially from any future results or performance. Such forward-looking statements are based on assumptions



regarding the Company's current and future strategies, and the socio-economic environment in which the Company will operate in the future. This report shall not be copied, published, or redistributed by any object for any purpose without the written permission of the competent representative of Guotai Junan Securities JSC. (Vietnam). Please source when quoting.

About Guotai Junan (Vietnam)

Guotai Junan Vietnam Securities Joint Stock Company ("GTJA (Vietnam)", stock code: IVS) is a prestigious securities company with extensive experience in the financial market. Guotai Junan Vietnam offers a wide range of business services including securities brokerage, securities investment consultancy, securities self-employment, securities depository, and securities underwriting. Born in the context of the country's strong economy and Vietnam's rapidly growing financial market, the company is aware of its mission to provide customers with high-quality financial services, and rich opportunities to choose products and services. The needs of the customer are the driving force for the company to grow. Dedicated customer service is the key to GTJA (Vietnam) success.

In 2022, GTJA (Vietnam) will enter a new stage of development. In the long run, Vietnam is a key market for Guotai Junan International, and GTJA (Vietnam) will make good use of its international management experience from its head office, as well as comprehensive business and technical support. GTJA (Vietnam) is confident to become a first-class financial services provider in Vietnam in accordance with the law and will reach many new highs in operational efficiency, bringing long-term stable profits to the company's shareholders. For more information about GTJA (Vietnam), please visit the website: <http://www.gtjai.com.vn>.



About Guotai Junan International

Guotai Junan International (“GTJAI”, Stock Code: 1788.HK) is the market leader and first mover for the internationalization of the Chinese Securities Company as well as the first Chinese securities broker listed on the Main Board of The Hong Kong Stock Exchange through an initial public offering. It has also been included in the FTSE4Good Index by the London Stock Exchange of the United Kingdom. Based in Hong Kong, GTJAI provides diversified integrated financial services. The core business includes seven categories of brokerage, corporate finance, asset management, loans and financing, financial products, market making and investments, which cover three dimensions including individual finance (wealth management), institutional finance (institutional investor services and corporate finance service) and investment management. GTJAI has been assigned “Baa2” and “BBB+” long term issuer rating from Moody and Standard & Poor respectively. The controlling shareholder, Guotai Junan Securities Company Limited (Stock Code: 601211.SH; 2611.HK), is a comprehensive financial provider with a long-term, sustainable and overall leading position in the Chinese securities industry. For more information about GTJAI, please visit <https://www.gtjai.com>