Orion Securities JSC – Segment and Ratio Analysis 2024

1. Business Segments

Orion Securities JSC ("Orion") operates through four reportable segments: (i) Retail Brokerage, (ii) Institutional Brokerage, (iii) Investment Banking, and (iv) Proprietary Trading & Treasury. Each segment is managed separately and monitored using segment revenue, direct expenses, and allocated overhead. The Chief Operating Decision Maker (CODM) reviews segment performance on a quarterly basis to optimise capital allocation and strategic initiatives.

Retail Brokerage focuses on individual investors accessing equity, derivative, and fixed-income markets through Orion's branch network and online trading platforms. Institutional Brokerage serves domestic and foreign asset managers, pension funds, and insurance companies, providing execution, research, and corporate access. Investment Banking provides equity and debt underwriting, M&A; advisory, and private capital placement services. Proprietary Trading & Treasury manages the firm's own trading book, liquidity portfolio, and funding activities.

2. Segment Revenue and Profit Contribution

Segment	Revenue 2024 (VND bn)	Revenue 2023 (VND bn)	YoY Change (%)	Segment profit 2024 (VND bn)
Retail Brokerage	1,420	1,180	20.3	520
Institutional Brokerage	860	790	8.9	260
Investment Banking	640	410	56.1	310
Proprietary Trading & Treasury	1,030	920	12.0	430
Total	3,950	3,300	19.7	1,520

Retail Brokerage remained the largest contributor to both revenue and profit, benefiting from increased retail investor participation and higher average daily trading volumes. Investment Banking delivered the fastest growth, driven by several landmark equity offerings in the technology and consumer sectors, as well as a resurgence of corporate bond issuance following regulatory clarification. Proprietary Trading & Treasury performance improved as Orion repositioned its trading book towards more liquid blue-chip equities and reduced exposure to high-yield bonds.

3. Selected Financial Ratios

Ratio	Definition	2024	2023
Net profit margin	Net profit / Total revenue	24.6%	21.9%
Return on equity (ROE)	Net profit / Avg. equity	19.4%	16.8%
Return on assets (ROA)	Net profit / Avg. assets	8.1%	7.2%
Cost-to-income ratio	Operating expenses / Total revenue	52.7%	55.3%
Capital adequacy ratio	Regulatory capital / Risk-weighted assets	18.2%	17.6%
Leverage ratio	Total assets / Equity	2.40x	2.34x
Brokerage market share	Equity trading value share	6.8%	6.3%

Net profit margin and ROE improved meaningfully year-on-year, reflecting both revenue growth and cost discipline. The cost-to-income ratio fell to 52.7%, supported by higher online trading penetration, branch rationalisation, and automation of back-office processes such as account opening and margin monitoring. The capital adequacy ratio remained comfortably above minimum regulatory requirements, providing capacity for future business expansion and potential investment in new trading technologies.

Brokerage market share increased to 6.8% from 6.3% in the prior year, with Orion ranking among the top five securities firms on the national stock exchange by trading value. Management aims to further grow market share by introducing enhanced derivatives products, expanding API connectivity for algorithmic traders, and continuing to improve mobile trading applications for retail clients.

4. Additional Quantitative Disclosures

Indicator	Unit	2024	2023
Average daily equity trading value handled	VND trillion	8.3	6.9
Number of active retail accounts	thousand	392	331
Number of institutional clients		146	132
Value-at-Risk (99%, 1-day) – trading book	VND billion	58.2	61.7
Collateralised margin loans outstanding	VND billion	12,430	10,280
Average margin lending rate	%	12.9	13.4

The trading book’s Value-at-Risk remained moderate relative to the firm’s equity base, consistent with Orion’s risk appetite statement. Margin lending balances increased by 20.9% as equity market sentiment improved, but average lending rates were reduced to align with competitive dynamics and regulatory guidance. The firm continues to monitor concentration risk, particularly in sectors with historically higher volatility such as real estate and small-cap growth equities.