

Mirae Asset Securities FY2023 2Q Earnings Release

ESG&IR Team

August 2023

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[Disclaimer]

- The consolidated figures for the 1Q and 2Q FY2023 herein have been stated in accordance with K-IFRS17 adopted in 2023 by the associate; Mirae Asset Life Insurance Co., Ltd.
- Note, however, that the consolidated figures including key investment indices/ratios for the FY2022 have not been restated retrospectively.

1. FY2023 2Q Operating Summary

(Separate) Net Operating Revenue W367.3bn / Operating Profit W131.5bn

(Consolidated) Operating Profit W156.7bn / Pretax Income W172.3bn / Net Income W140.9bn

[Income Statement]							[Key Points & Summary]
	(Unit: Wbn)						
Separate basis	2Q22	3Q22	4Q22	1Q23	2Q23	1H23	
Net Operating Revenue	412.9	283.5	265.6	578.2	367.3	945.5	
BRKG fee	133.8	123.6	102.9	142.3	146.1	288.4	
WM fee	62.8	62.3	56.6	57.1	61.7	118.9	
IB fee	80.5	52.9	68.7	62.5	56.5	118.9	
Trading Income	110.0	43.0	93.4	358.8	129.2	488.0	
Interest P/L	67.5	47.3	12.1	-7.3	11.7	4.4	
Commission Exp, etc.	-41.7	-45.5	-68.0	-35.3	-37.9	-73.2	
SG&A Expenses	294.6	205.0	240.7	265.1	235.8	500.9	
Operating Profit	118.3	78.6	24.9	313.1	131.5	444.6	
(Consolidated) Pretax Income	354.2	154.0	45.4	294.6	172.3	466.9	
(Consolidated) Net Income	263.5	104.4	94.6	238.2	140.9	379.1	
(Consolidated) Net Income (Controlling interest)	253.7	103.6	90.4	236.7	132.5	369.2	
(Consolidated) Equity Capital (controlling interest)	10,502.7	10,873.3	10,238.5	11,034.2	11,153.4	11,153.4	
(Consolidated) ROE (Cumulative annualized, %)	8.48	6.96	6.16	8.90	6.96	6.96	

*(QoQ, Separate basis)

[Business Segment]
 - Brokerage 36.1%, Trading 31.9%, Wealth Management 15.2%, IB 13.9%, Interest P/L 2.9%

[Brokerage]
 - Turnover M/S 11.8%(+0.1%p), Avg. commission rate 3.27bp(+0.01bp)
 - Brokerage assets(including deposits) W227.6tr(+5.8%), Global equity W23.3tr(+12.3%)
 - Number of HNW clients(with more than W 1billion) 19K(+9.1%)

[Wealth Management]
 - Total WM(financial product sales) assets W174.9tr(+2.4%)
 - Pension assets W30.2tr(+4.6%), Mutual funds W81.4tr(+2.1%)

[Investment Banking]
 - Major IB Deals: IPO(Sbiomedics, Truen, Monitorapp),
 Project Financing(Construction and sales project of former Yongsan UN-Command Site Complex, Asan Tangeong multifamily development, Jayang 5 redevelopment zone urban renewal project, Incheon Geomdan New City 101 station area development etc.)

[Trading]
 - Overall profit decreased due to market backdrop and fair value decline of investment assets
 - Investment assets W7.7tr(+4.2%), Dividend income W120.9bn(-12.2%)

[Interest P/L]
 - Corporate loan revenue W23.5bn(+7.4%), Margin loan net revenue W58.2bn(+39.7%)
 - Corporate loan balance W1.7tr(+0.7%), Margin loan balance W6.3tr(+3.7%)

[Others(Consolidated)]
 - Overseas subsidiaries pretax income W44.3bn(+131.9%)
 - Cumulative annualized ROE 6.96%(-1.95%p)
 - Equity capital(attributable to controlling interest) W11.15tr(+1.1%)

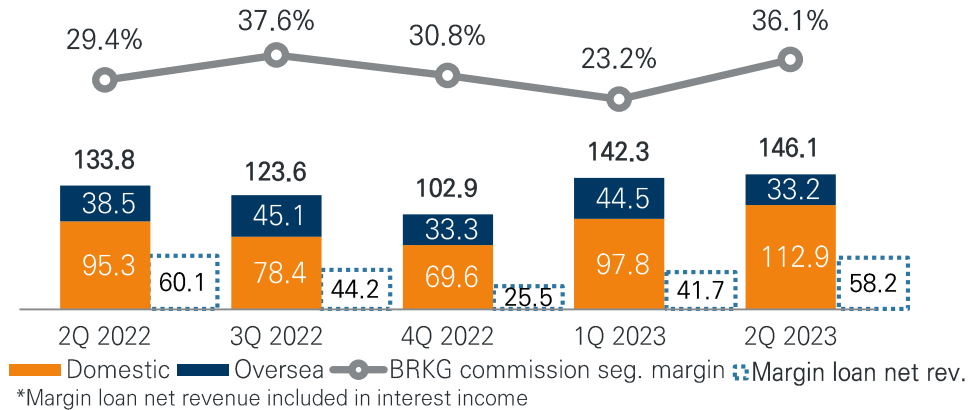
2(1). Business Performance: Brokerage

(*Separate basis)

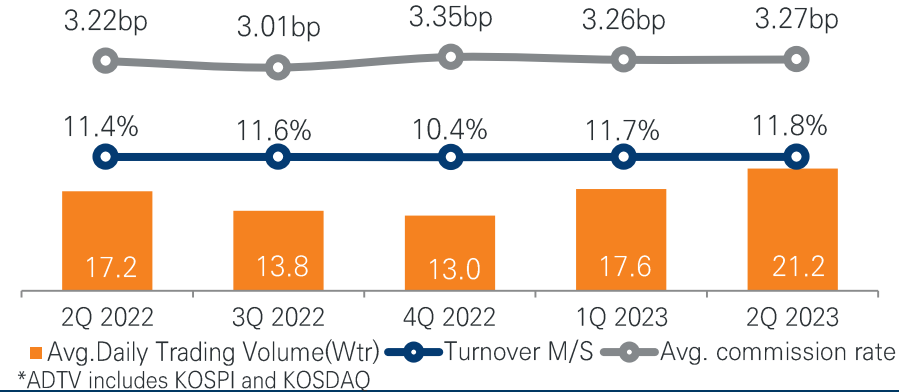
Average daily trading volume was W21.2tr. Domestic revenue (+2.7%) and global equity balance (+13.0%) increased

Brokerage Revenue

(Unit: Wbn)

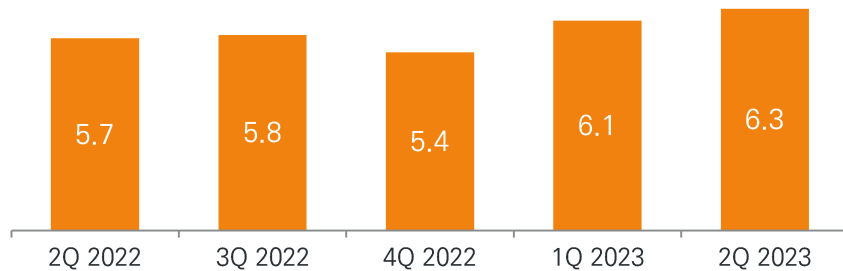


(Market) ADTV & (MAS) M/S, Avg. commission rate



Margin Loan Balance

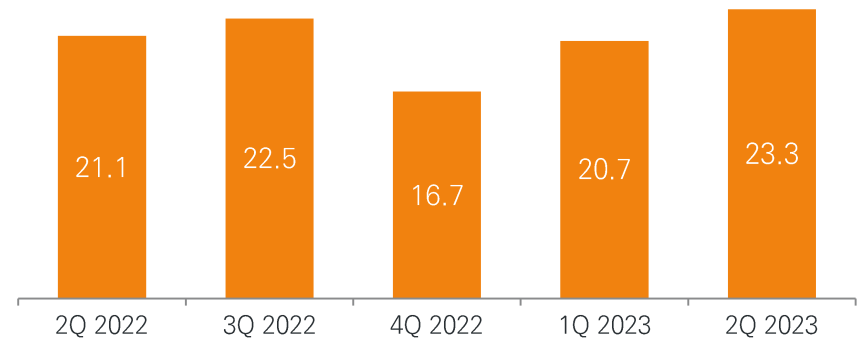
(Unit: Wtr)



*based on quarter-end balance

Global Equity Balance

(Unit: Wtr)



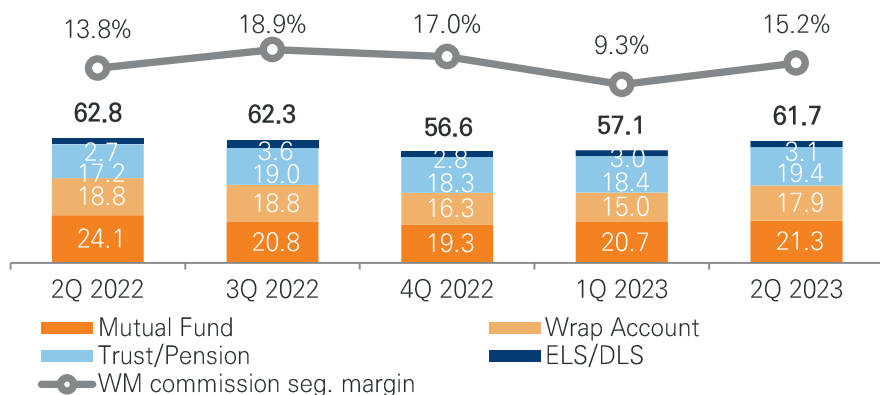
*based on quarter-end balance

2(2). Business Performance: Wealth Management

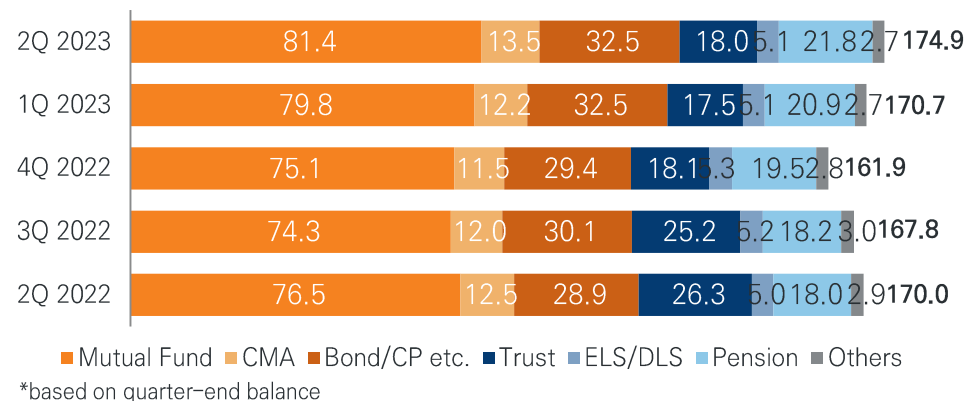
(*Separate basis)

Overall WM revenue including Wrap Accounts fee increased (+8.1%). Pension reserve exceeds W30tr, trending upwards

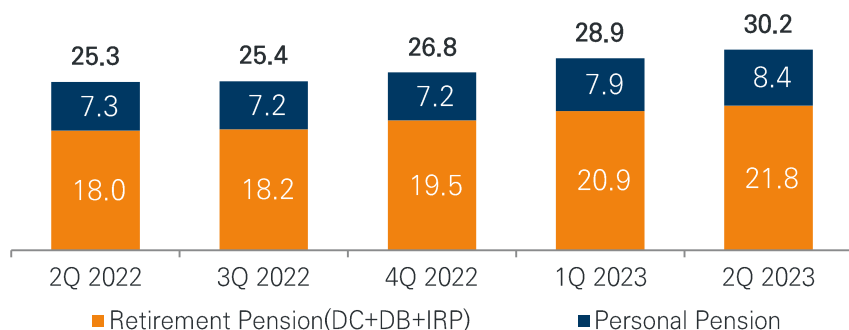
WM (financial product sales) Revenue (Unit: Wbn)



WM (financial product sales) Assets (Unit: Wtr)

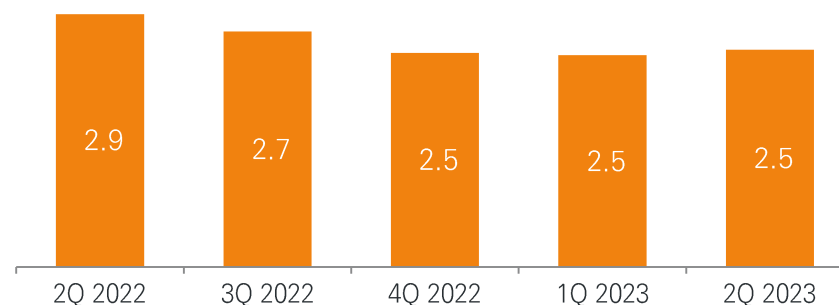


Pension (retirement, personal) Reserve (Unit: Wtr)



*based on quarter-end balance

Wrap Accounts Balance (Unit: Wtr)



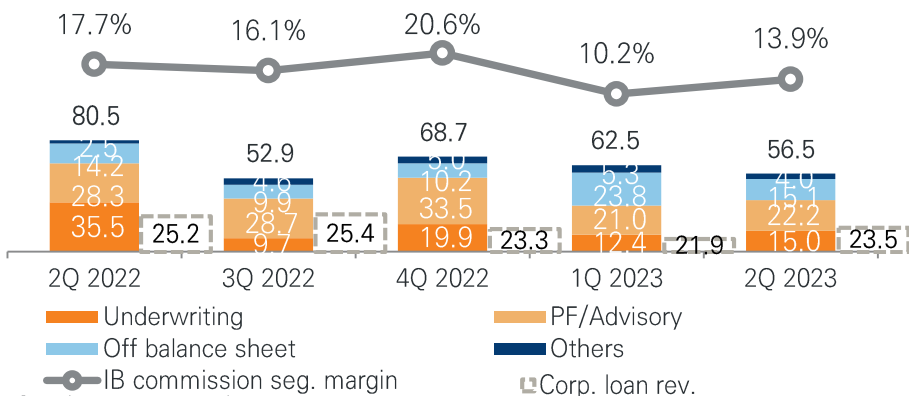
*based on quarter-end balance

2(3). Business Performance: Investment Banking

(*Separate basis)

IB revenue stood at W56.5bn (-9.6%) and W80.0bn including corporate loan revenue

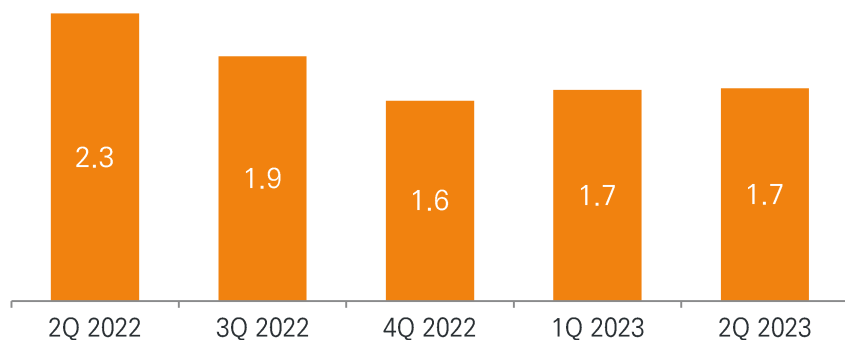
IB Revenue (Unit: Wbn)



*Corp loan revenue included in interest income

Corporate Loan Balance (Unit: Wtr)

(*Separate basis)



*based on quarter-end balance

Recent Major IB Deal/Assets

Recent Major Investment Deals/Assets*	Size
Construction and sales project of former Yongsan UN Command Site Complex	W1,300bn
Asan Tangjeong multifamily development PF	W480bn
Jayang 5 redevelopment zone urban renewal project PF	W420bn
Incheon Geomdan New City 101 station area development PF	W400bn
Securitization of Hyundai E&C lease deposit	W94.1bn

*Total deal size

※ As of June 30 2023

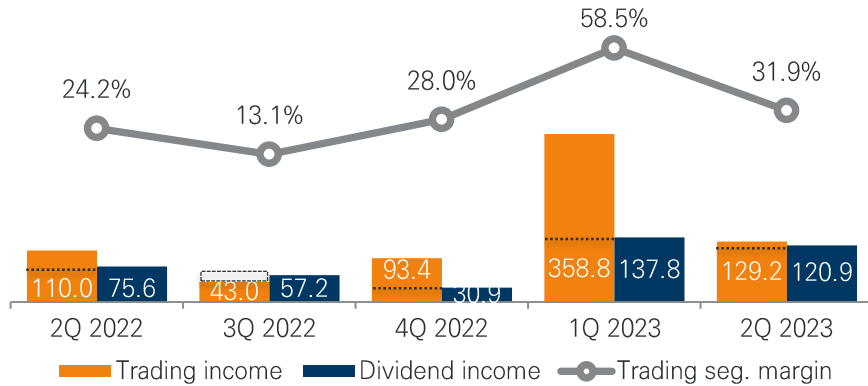
2(4). Business Performance: Trading

(*Separate basis)

Reduced overall trading income due to valuation of CJ CGV CB and investment assets amid unfavorable interest rate environment

Trading Income

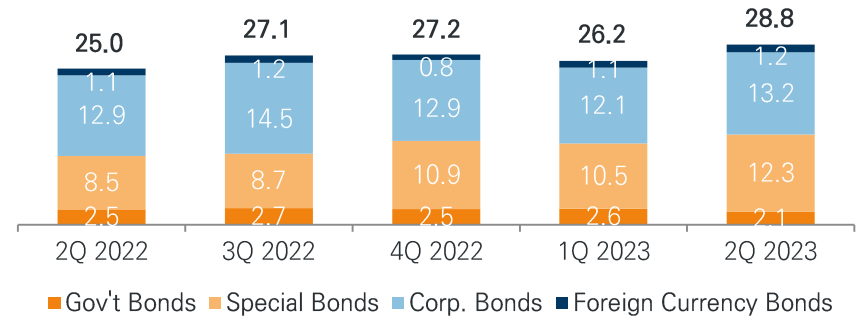
(Unit: Wbn)



*Dividend income included in trading income

Fixed Income Balance

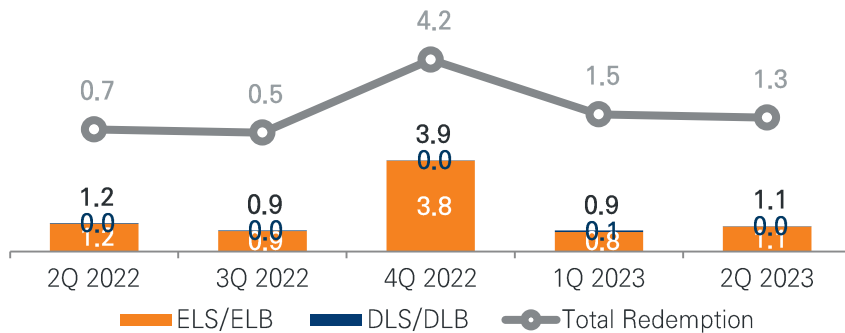
(Unit: Wtr)



*Separate basis, Trading securities & Securities Available for Sale accounts applied

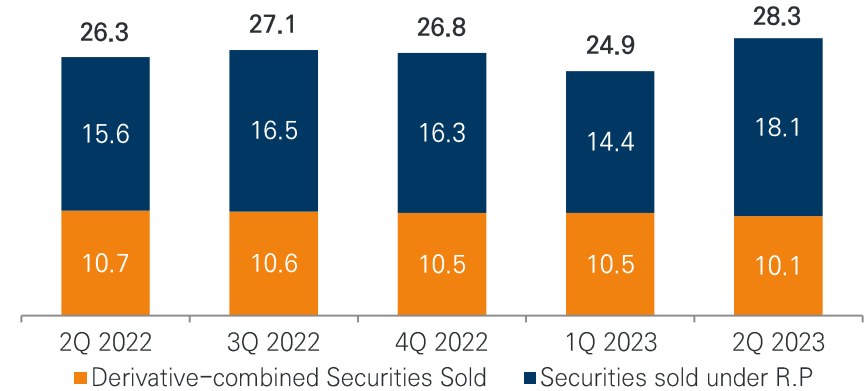
Derivative Instrument Issuance

(Units: Wtr)



Client Book Balance

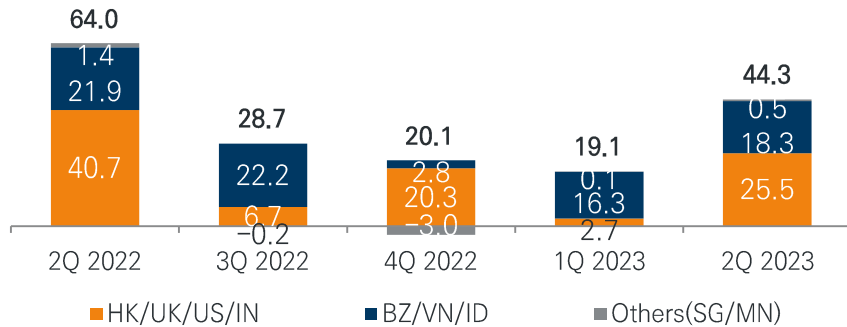
(Unit: Wtr)



3. Capital Utilization (PI, Etc.)

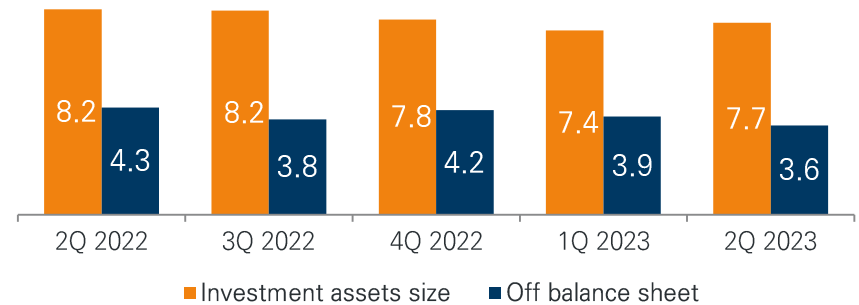
Increase in EBT of overseas subsidiaries based on overall performance improvement

Overseas Subsidiaries Income (EBT, Unit: Wbn)



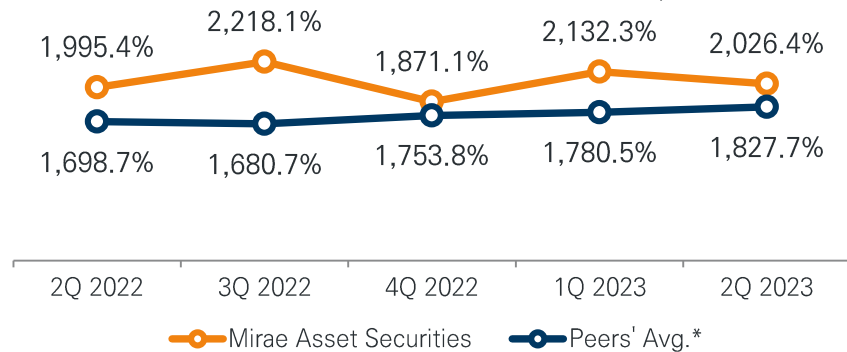
Investment assets size & Off balance sheet (Unit: Wtr)

(* Consolidated basis)



Net Capital Ratio(NCR) (Peers' avg. included)

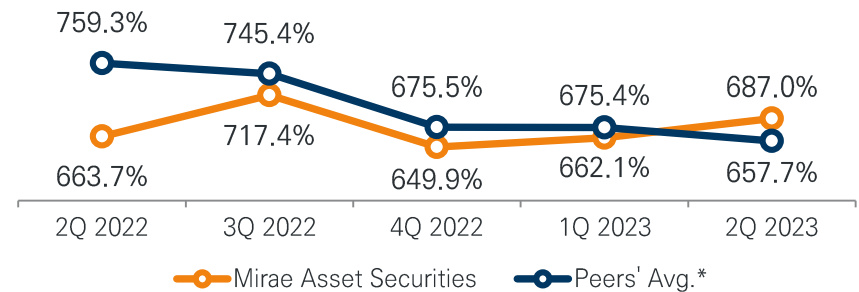
(* Consolidated basis)



*Korea sec., NH sec., Samsung sec., Meritz sec.

Leverage Ratio (Peers' avg. included)

(* Separate basis)



*Korea sec., NH sec., Samsung sec., Meritz sec.

4. Major Equity Investment Assets of Mirae Asset Securities

Office Building

2006

China Shanghai Pudong office tower

2014

U.S Washington D.C 1801K street building

2016

U.S Novo Nordisk N. America HQ

Vietnam Landmark 72

U.S Dallas State Farm MW. HQ

U.S Seattle Amazon HQ

2017

German Dusseldorf Vodafone HQ

Pangyo AlphaDom City

U.S Atlanta State Farm E. HQ

Gwacheon Office

2019

Japan Tokyo Aoyama building

France Tour Majunga

State Namsan office tower

Mok-dong KT Computer center

Hotel & Resort

2013

AU Sydney Four Seasons hotel

2015

U.S San Francisco Fairmont hotel

2016

U.S Waikiki Hyatt Regency hotel & spa

2018

U.S Fairmont Orchid Hawaii hotel

Infrastructure

2018

Vietnam Hanoi Logistics

U.S Atlanta Amazon Logistics

2019

Poland Wroclaw&Konin Logistics

Pre-IPO

2018

China ride-hailing service Didi Chuxing

China Drone Manufacturer DJI

2019

Indonesia online market Bukalapak*

India E-commerce food company Bigbasket

India ride-hailing service Ola

Indonesia food delivery service Happyfresh

2020

Naver Financial

Impossible Food

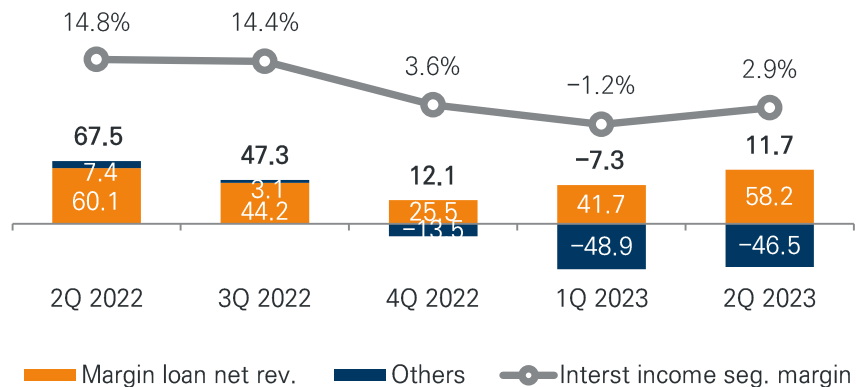
(*listed company)

5. Miscellaneous

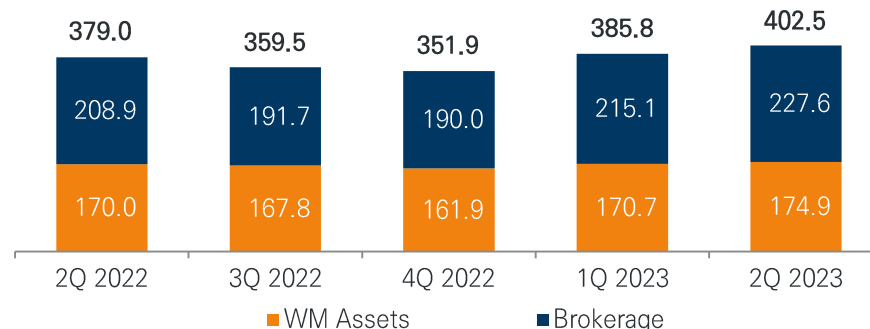
(*Separate basis)

Total client assets (WM and Brokerage assets) reached W400tr

Interest Income (Unit: Wbn)

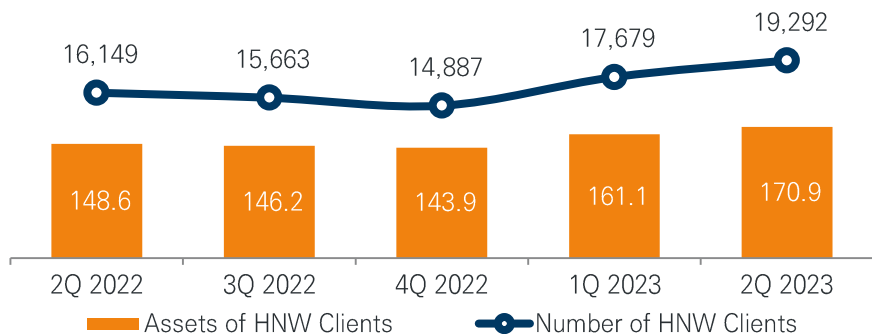


Total Client Assets (Unit: Wtr)

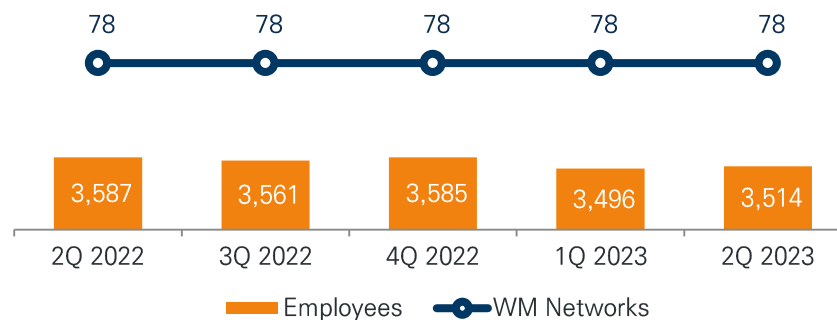


*based on quarter-end balance

HNW Clients & Assets (Unit: Wtr, person)



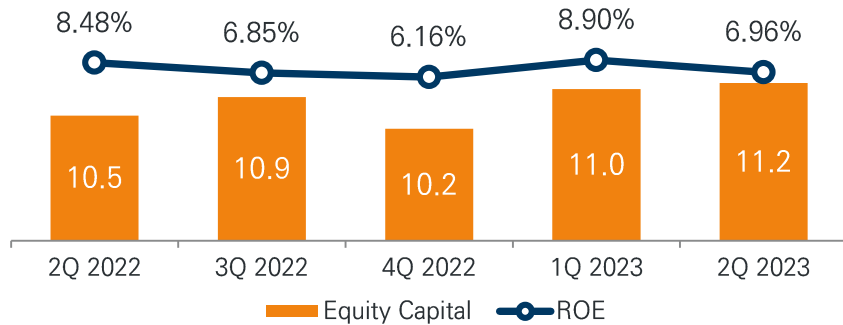
Employees & No. of branches (Unit: person, # of branches)



6. Investment Indices

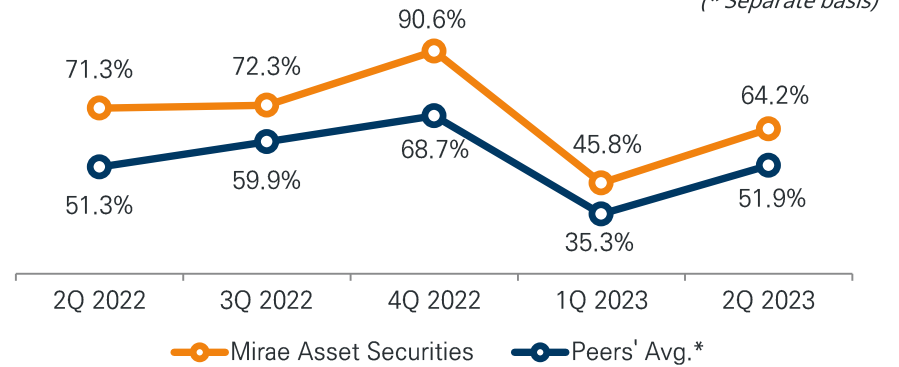
Annualized ROE 6.96% / BPS W18,397 & EPS W1,227

Equity Capital(controlling interest) & ROE (Unit: Wtr)



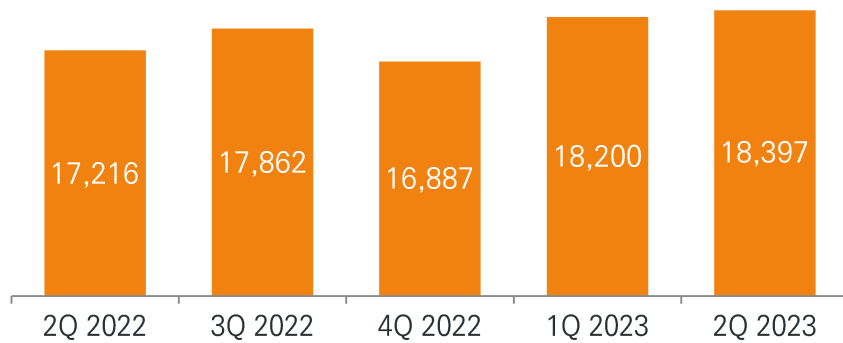
*(Consolidated)ROE=Cumulative annualized net income attributing to controlling interest / Equity capital attributing to controlling interest

SG&A to Net Operating Revenue (Peers' avg. included) (* Separate basis)



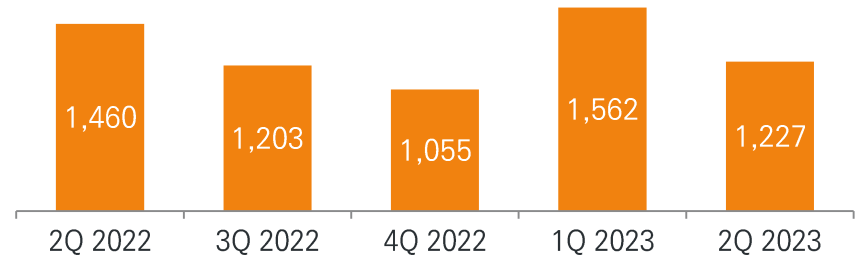
*Korea sec., NH sec., Samsung sec., Meritz sec.

BPS (Unit: W)



*BPS=Equity capital attributing to controlling interest / Weighted averaged sum of outstanding number of Comm. shares, 2nd Pref. shares)

EPS (Unit: W)



*EPS=Cumulative annualized net income attributing to controlling interest / Weighted averaged sum of outstanding number of Comm. shares, 2nd Pref. shares)

7. Appendix

1. Corporate Overview
2. Group Structure
3. Milestone
4. Core Strategies
5. Global Network

7-1. Corporate Overview

Number of total shares outstanding	759,392,158 (Comm. shares : 605,316,408 / Pref. shares : 14,075,750 / 2 nd Pref. shares : 140,000,000)		
Market cap. ¹⁾	W4,376bn		
Major Shareholders ²⁾	Mirae Asset Capital (175,514,500, 29.00%)	NAVER (47,393,364, 7.83%)	Treasury Stocks (136,134,608, 22.49%)
	ESOP (714,352, 0.12%)	National Pension (35,504,411, 5.87%)	
Shareholders' Equity ³⁾	W11.15tr (consolidated) W9.32tr (separate)	Client Assets	W402.5tr
Employees	3,514 persons	Domestic Network	78 (12 hubs and 66 branches)
Credit Ratings	Baa2 (Moody's), BBB (S&P) AA (Korea Ratings, Korea Investors Service, NICE Information Service)		

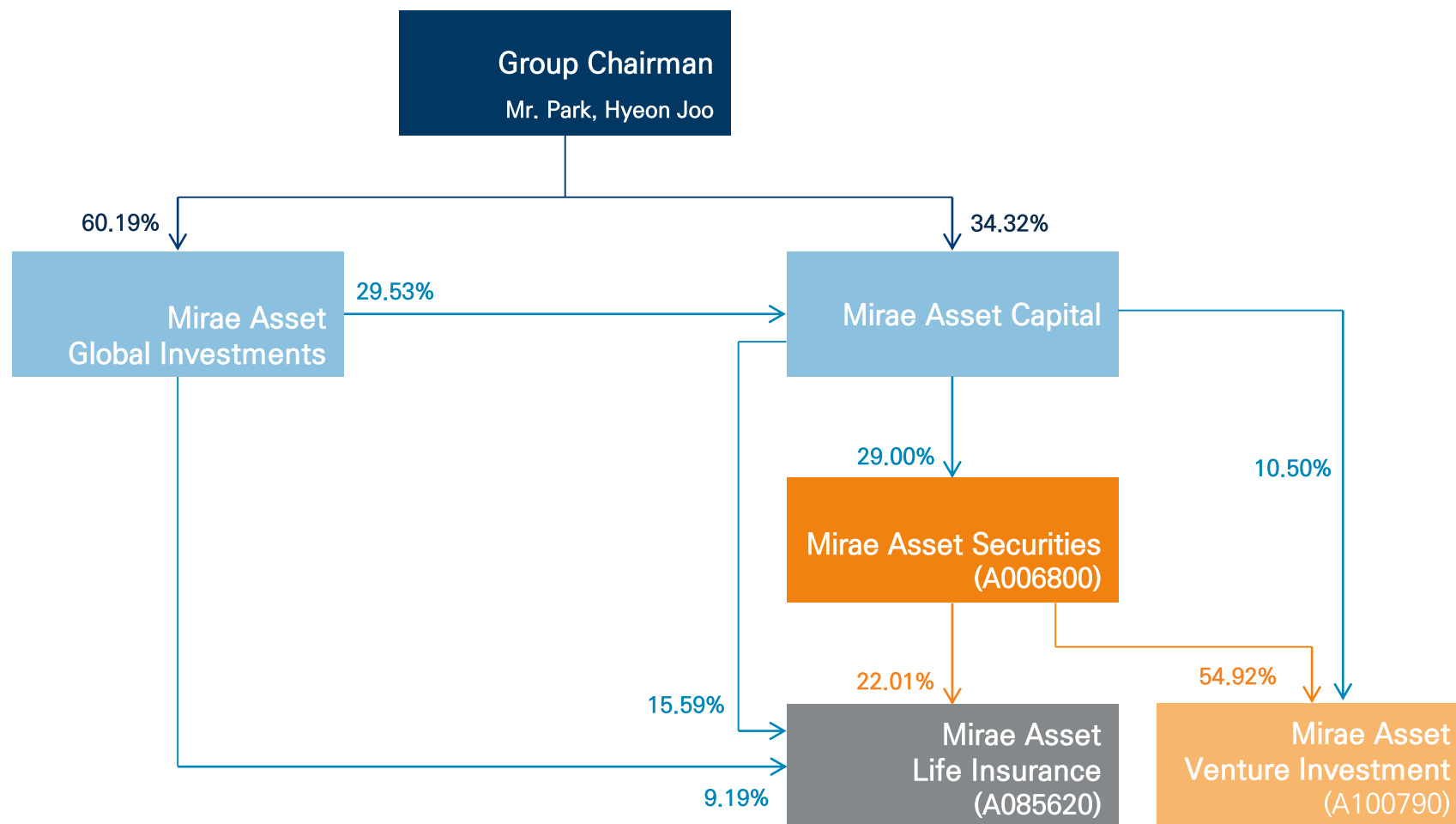
1) Market Cap: common shares, pref. shares, 2nd pref. shares

2) Issued total common shares basis

3) Consolidated shareholders' equity: controlling interests' basis (excluding shareholders' equity attributable to non-controlling interests)

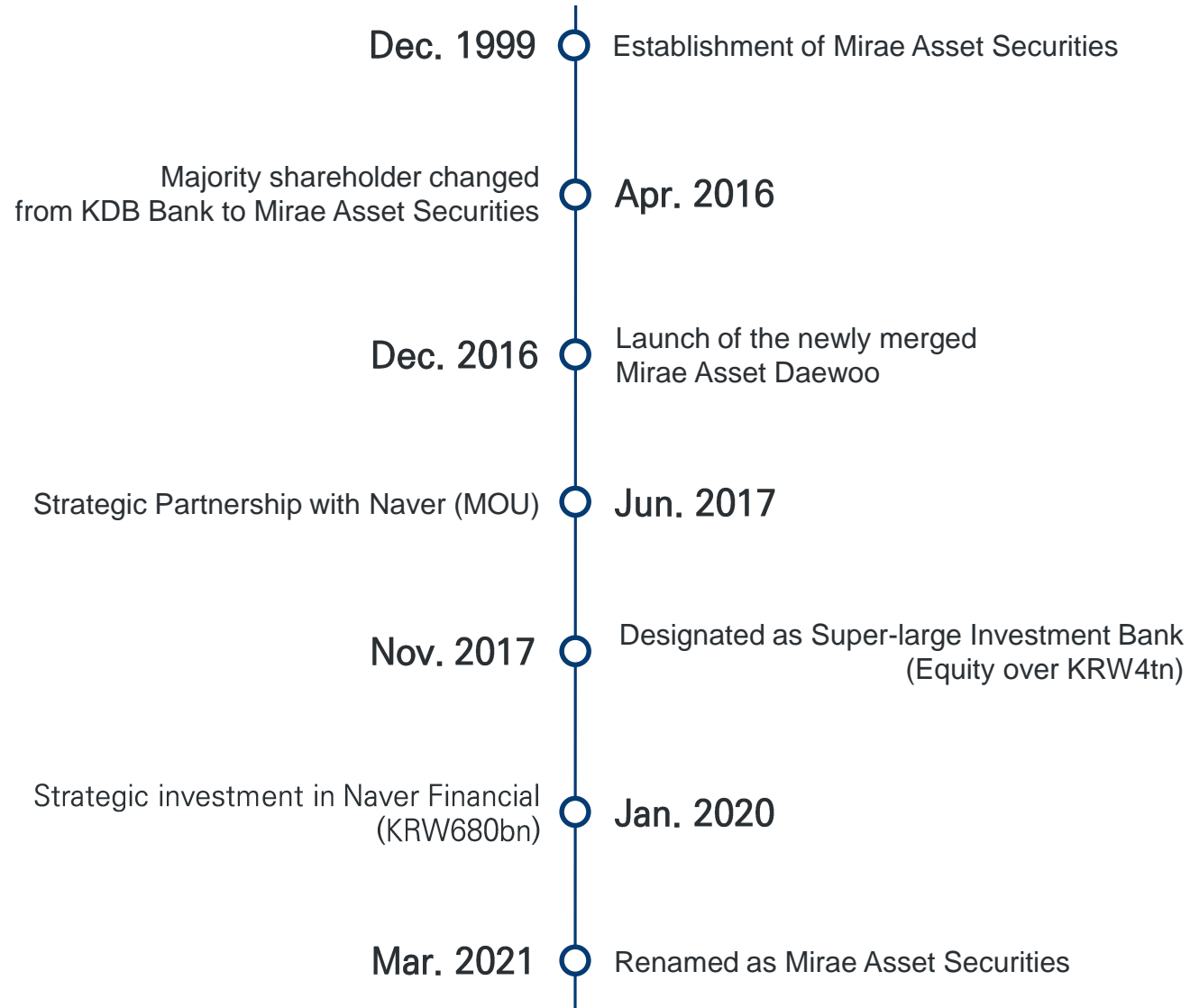
※ As of June 30th 2023

7-2. Group Structure



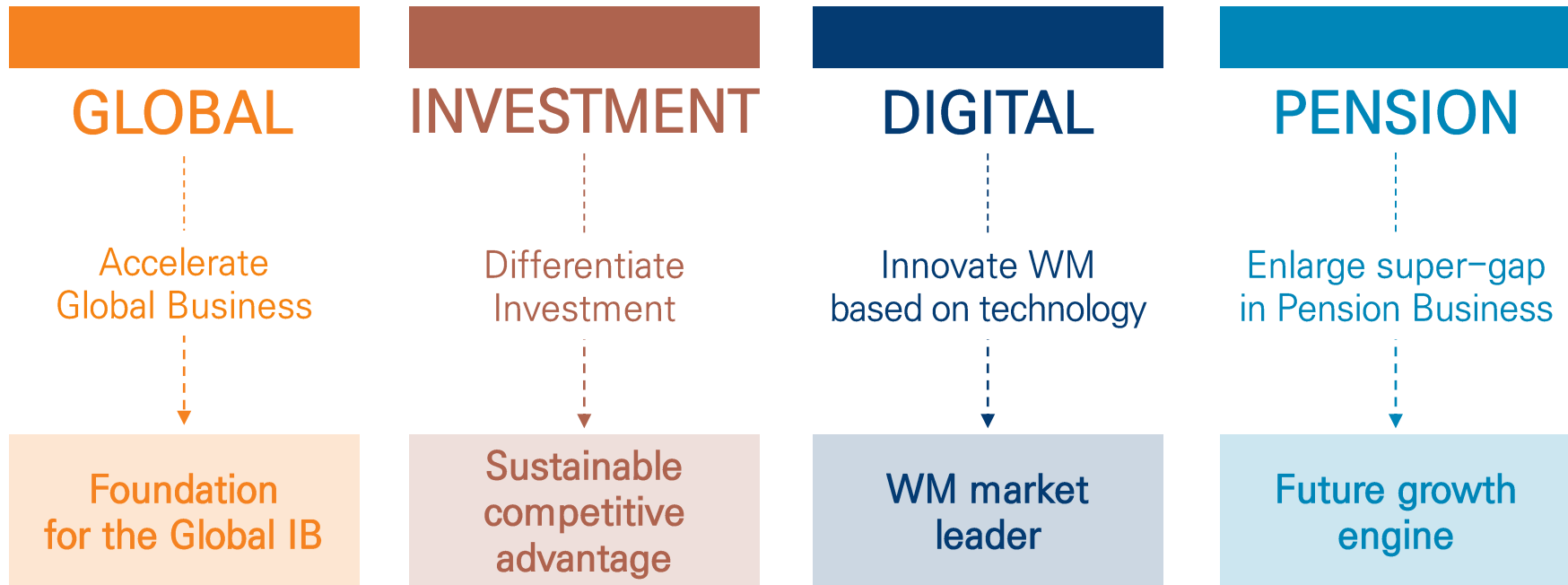
Note: 1) Percentage of ownership is calculated by total number of issued common shares excluding preferred stocks
 2) As of June 30th 2023

7-3. Milestone



7-4. Core Strategy

Continuous **innovation** and **change** for sustainable growth

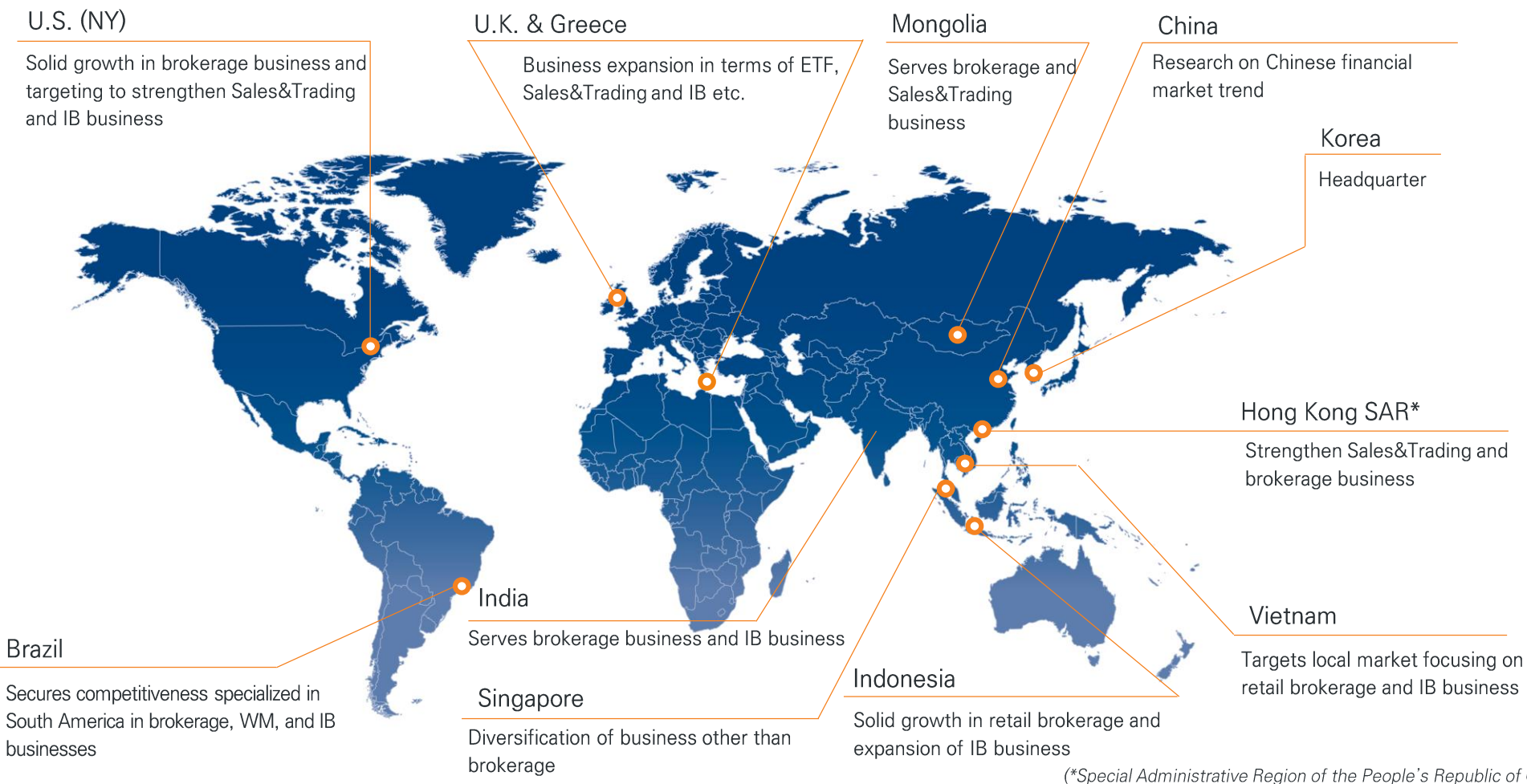


7-5. Global Network

As of June 30th 2023

Extensive global network with Brokerage · IB · Sales&Trading businesses over 11 countries

12 overseas subsidiaries and 3 overseas representative offices



Thank you

