

# Mirae Asset Securities

## FY2024 Earnings Release (Pro Forma)

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ESG&IR Team

Feb 2025

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# 2025 Key Strategies

## PRIORITIES FOR 2025



Global WM and Pension-focused  
'enhancement of profit-generating capabilities'



Increase Global Business Profitability



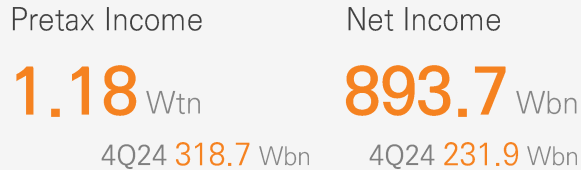
Strengthen AI Competitiveness



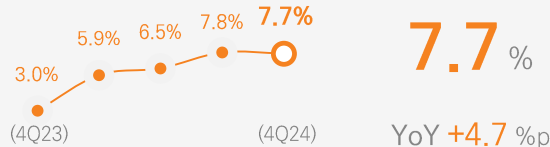
Shareholder Return

# Executive Summary

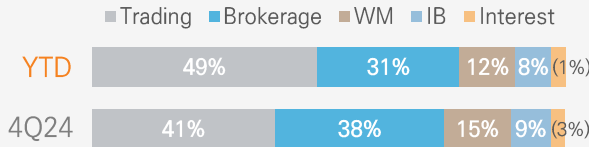
## (Consolidated) '24 Pretax & Net Income



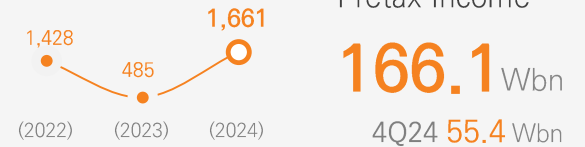
## (Consolidated) '24 ROE



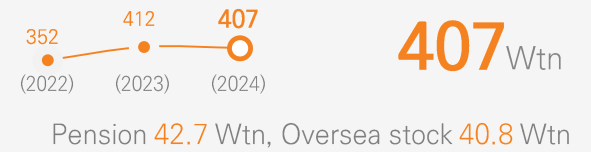
## (Separate) '24 Net Operating Revenue



## '24 Overseas Subsidiaries



## (Separate) '24 Client Assets



## Key Highlights

### Expansion of overseas stock contribution → overall brokerage revenue growth

- [4Q24] Oversea stock accounts for over 50% of BK revenue (YTD: 40%)
- ['24 YTD] Total brokerage revenue increased by 28% yoy

### 「Mirae Asset Sharekhan」 launches in India

- Acquisition completed, securing new growth engine for overseas business – #10 in India by active customers, with 130+ branches and 3.1mn customers

### Recurring gains

- [3Q24] W130bn of FX gain relating to HK subsidiary capital reduction
- [4Q24] W210bn gain relating to the sale of Yeouido Headquarter – will be included in shareholder return resources

### Reduction in loss on valuation of investment assets

- ['24 YTD] Approx. Δ36% decrease yoy

# FY2024 Financial Summary

Income Statement							
(Unit: Wbn)	4Q23	1Q24	2Q24	3Q24	4Q24	23 YTD	24 YTD
<b>Net Operating Revenue</b>	200.6	545.6	555.3	572.8	409.4	1,476.6	2,083.1
BRKG fee	111.1	180.4	170.5	173.5	180.5	551.8	704.9
WM fee	60.0	66.4	74.0	70.7	70.7	245.2	281.8
IB fee	39.0	44.5	43.7	54.1	43.5	199.4	185.8
Trading Income	234.0	303.4	286.7	340.7	195.4	814.1	1,126.2
Interest P/L	-16.5	-4.8	13.4	-15.8	-13.0	-13.7	-20.2
Commission Exp, etc.	-227.0	-44.4	-33.0	-50.4	-67.7	-320.2	-195.5
SG&A Expenses	224.8	296.5	290.1	283.2	306.9	971.4	1,176.7
<b>Operating Profit</b>	-24.1	249.0	265.2	289.6	90.1	505.2	893.9
<b>(Consolidated) Pretax Income</b>	-157.2	232.3	276.7	356.8	318.7	374.2	1,184.5
<b>(Consolidated) Net Income</b>	-122.7	170.5	201.2	290.1	231.9	333.2	893.7
<b>(Consolidated) Net Income (Controlling Interest)</b>	-124.3	164.7	198.7	291.2	234.9	322.4	889.5
<b>(Consolidated) Equity Capital (Controlling Interest)</b>	11,111	11,128	11,359	11,091	12,067	11,111	12,067
<b>(Consolidated) ROE (Cumulative annualized, %)</b>	3.0	5.9	6.5	7.8	7.7	3.0	7.7

## Key Financial Summary

\*YoY

- (Separate) NOR increased by 41% to W2.83tn  
– BK (+28%), WM (+15%), IB (-7%), Trading Income (+34%)
- (Consolidated) Pretax Income up +217% to W1.18tn
- (Consolidated) Net Income up +168% to W893.7bn
- (Consolidated) Net Income (controlling interest) up +176% to W889.5bn

## Performance by Business

\*YoY, Separate basis

### | Brokerage

- Turnover M/S: 11.5% (+0.0%p), Avg. commission rate: 2.83bp (-0.07bp)
- Oversea avg. commission rate: 10.4bp (+1.2%p)
- Brokerage assets (including deposits): W216.8tn(-5.8%), Oversea stock assets: W40.8tn (+72.5%)

### | WM

- Total WM (financial product sales) assets: W190.4tn (+4.6%)
- Pension assets: W42.7tn (+29.1%), Mutual funds assets: W93.4tn (+2.8%)
- Number of HNW clients (with more than W1bn): 23K, with assets of W162.4tn (+12.8%)

### | IB

- IPO: Sanil Market and Application, Clobot etc.
- SK Innovation's PRS liquidation, Acquisition of HYBE private CB, and Advisory on the sale of McDonald's Korea stake

### | Trading

- Fixed income and Flow trading contributes to stable performance
- Trading income: W754.3bn (+53.5%), Dividend·Distribution income: W371.8bn (+7.3%)

### | Interest P/L

- Margin loan net revenue: W245.8bn (+19.1%), Corporate loan revenue: W99.6bn (+9.7%)
- Margin loan balance: W5.6tn (-5.7%), Corporate loan balance: W2.2tn (+24.2%)

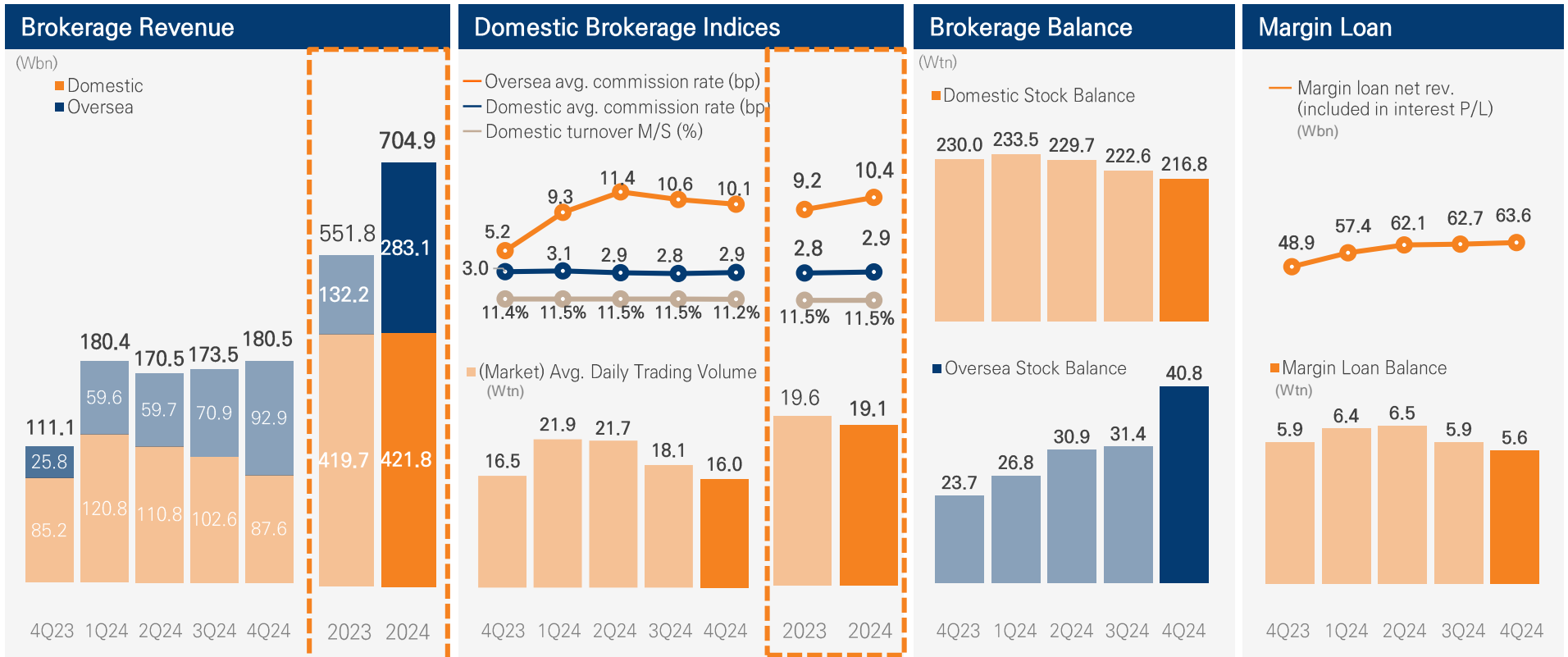
### | Others

- (Consolidated) Overseas subsidiaries pretax income: W166.1bn
- (Consolidated) ROE 7.7%: (+4.7%p) / Equity capital (controlling interest): W12.1tn(+8.6%)

# Business Performance – Brokerage (separate)

BK revenue up thanks to a rise in oversea stock brokerage which has grown into a stable source of income

- BK revenue up 28% yoy to W704.9bn / Oversea stock BK revenue rose to W283.1bn, accounting for 40% (+16%p) of total revenue
- Oversea stock balance reached W40.8tn, maintaining the industry #1 position / Oversea avg. commission rate recovered to the 10bp range



\*Average commission rate includes ETF, ETN and ELW

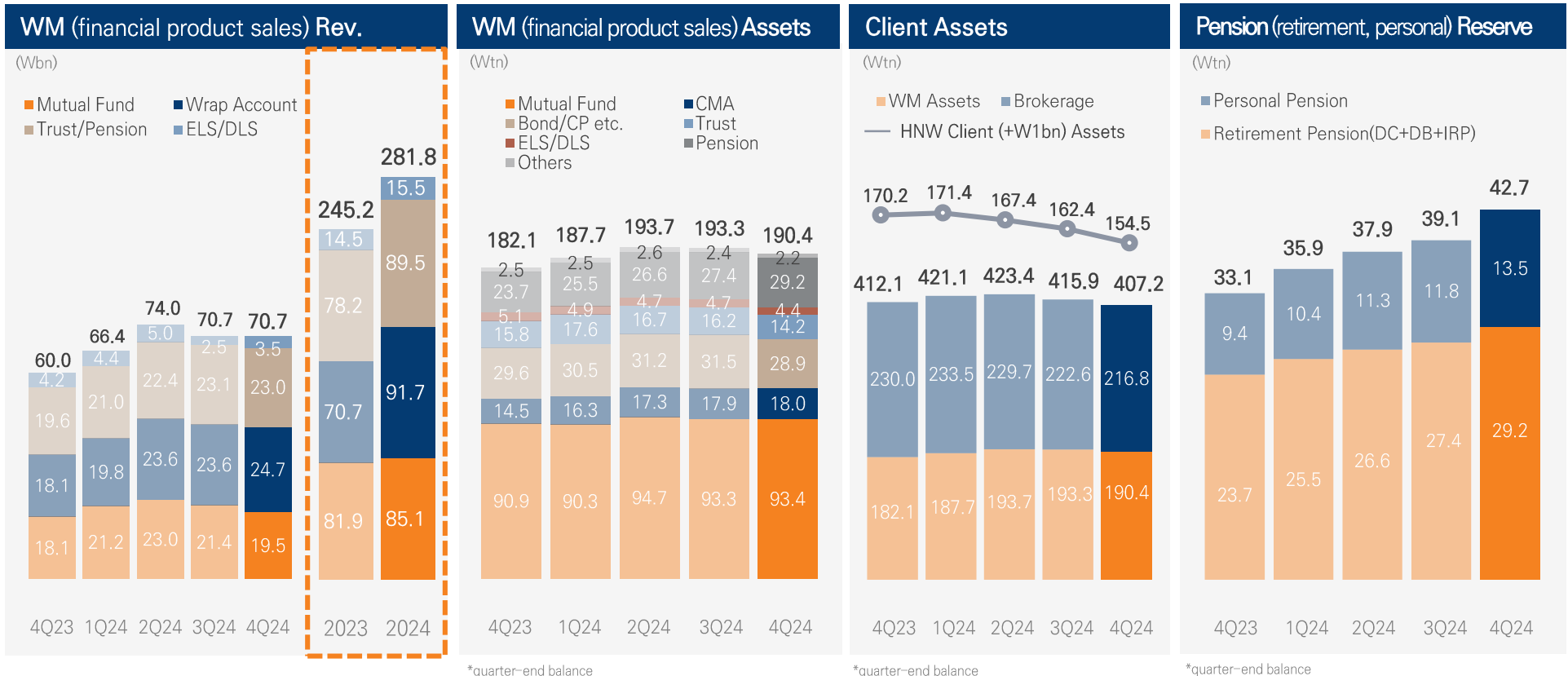
\*quarter-end balance  
\*Balance includes stocks, futures, and others, except for financial products

\*quarter-end balance

# Business Performance – Wealth Management (separate)

WM revenue up 15% yoy to W281.8bn, driven by a rise in pension reserve and wrap account revenue

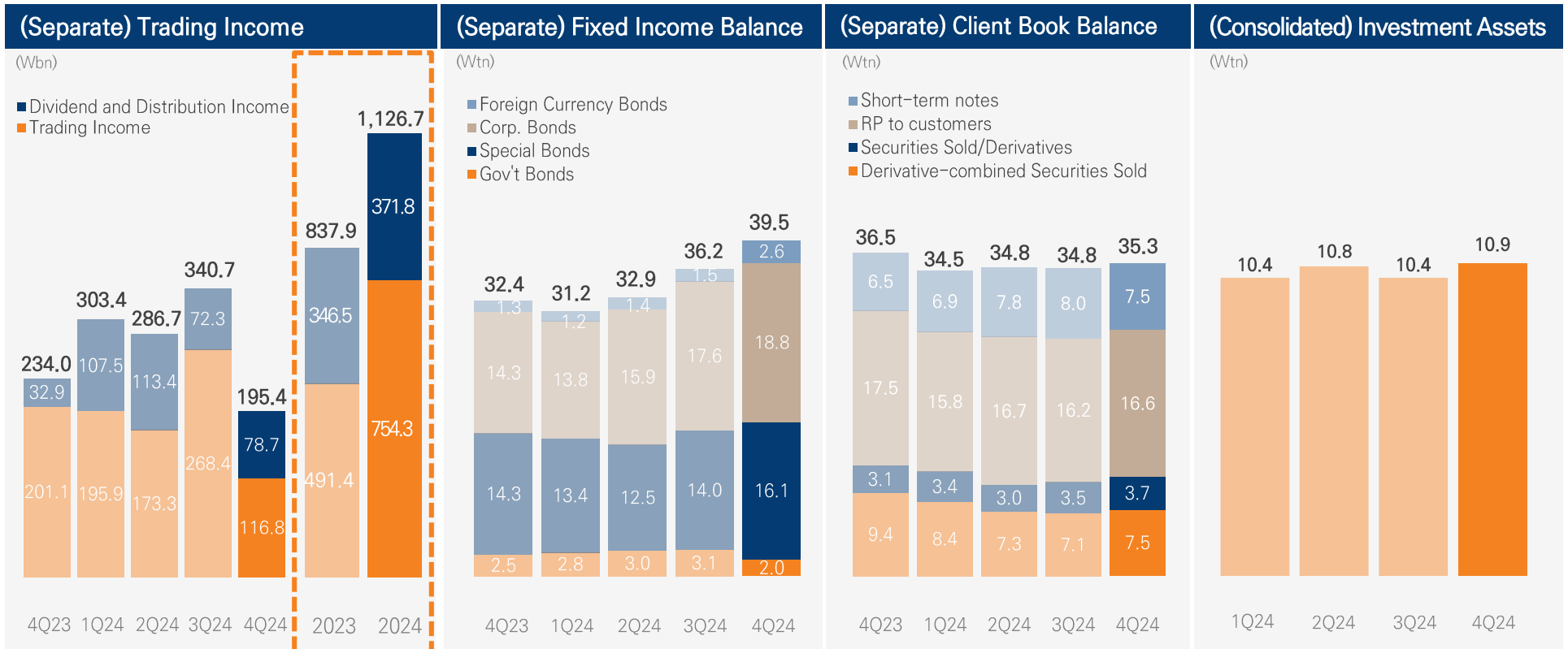
- Wrap acc. revenue: W91.7bn (+30% yoy) / Trust·Pension revenue: W89.5bn (15% yoy) / Mutual fund revenue: W85.1bn (+4% yoy)
- Pension assets total W42.7tn (+29% yoy), maintaining an upward trend / Individual-type pension reserve (DC+IRP+personal pension) total W36.4tn (+39% yoy)



# Business Performance – Trading

Stable FI trading amid sharp rate volatility / Flow trading continues to grow / Robust derivatives trading

- Trading income up 34% yoy to W1.12tn, while dividend·distribution income up 7% yoy to W371.8bn
- Fixed income balance of approx. W40tn (+23% yoy), Client book balance down 3% yoy on increased ELS redemptions



\*Total Trading Income includes dividend and distribution income  
 \*Trading Income: bonds and derivatives trading, PBS, PI, flow trading, FX etc.

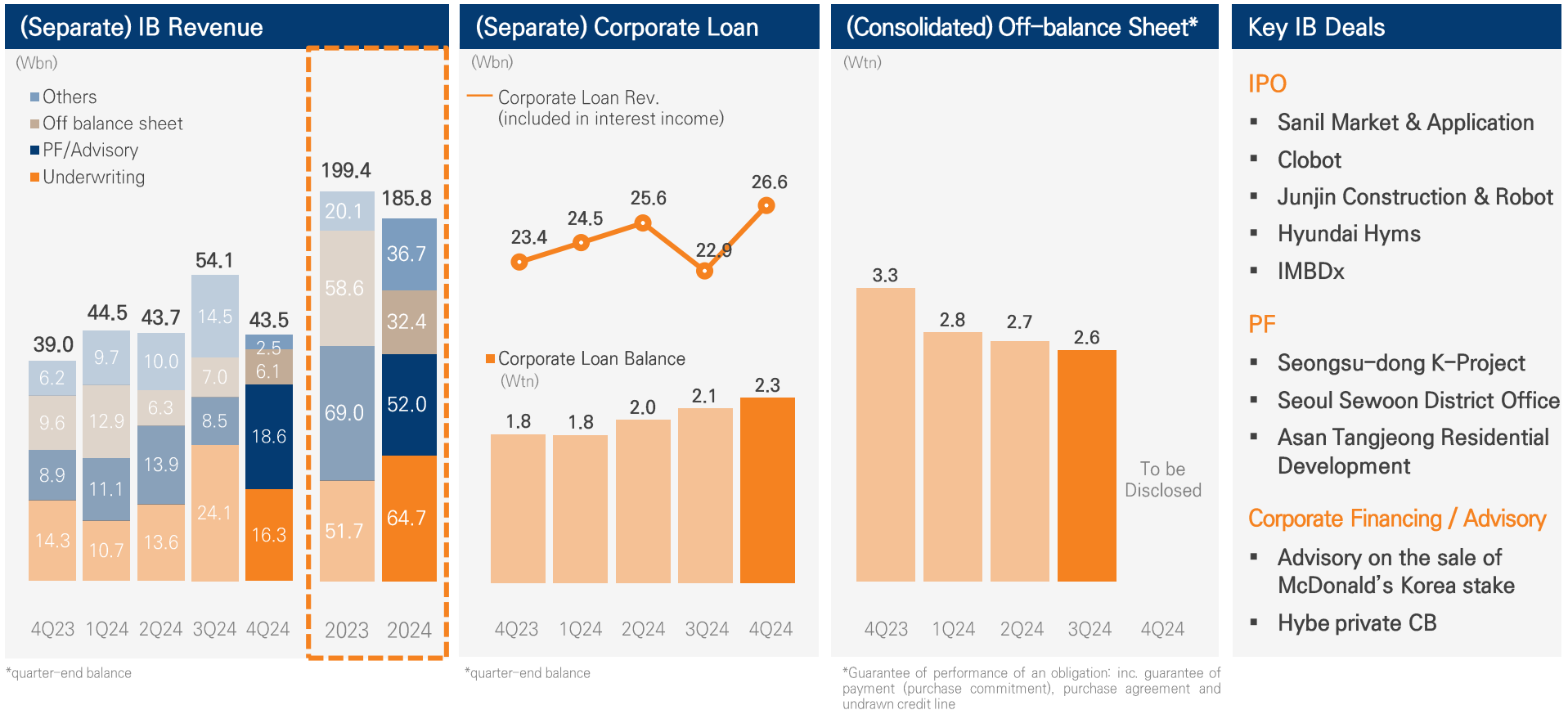
\*Trading securities & Securities Available for Sale accounts applied



# Business Performance – Investment Banking (separate)

Corporate finance (IPO underwriting, large-scale M&A advisory etc.) spurs IB revenue growth

- Key IB deals: IPO for Sanil M&A, Clobot etc., advisory on the sale of stakes in McDonald's Korea, HYBE private CB, Peptron rights offering etc.
- Corporate loan balance up 28% yoy / Annual corporate loan interest income up 10% yoy to W99.6bn



# Business Performance – Overseas Subsidiaries and Interest Income

Overseas subsidiaries’ recurring income recovery continues, generating an avg. EBT of W50bn+ from 2Q to 4Q

- Record high earnings in US subsidiary with an annual EBT of W94.5bn / Increase in local BK revenue in emerging market (inc. India and Vietnam)
- Launched Mirae Asset Sharekhan: with 3,500+ employees and 130+ branches across India, secured a network comprising 3.1 mn customers and 4,400+ business partners



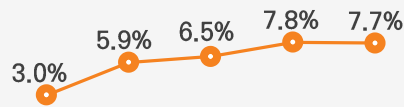
# Investment Indices

- (Consolidated) ROE: cumulative annualized net income attributing to controlling interest / Equity capital attributing to controlling interest
- (Separate) SG&A Cost ratio: SG&A Cost / NOR
- (Consolidated) BPS: equity capital attributing to controlling interest / quarter-end total outstanding shares (= common + 1<sup>st</sup> & 2<sup>nd</sup> preferred)
- (Consolidated) EPS: cumulative annualized net income attributing to controlling interest / weighted-average total outstanding common shares

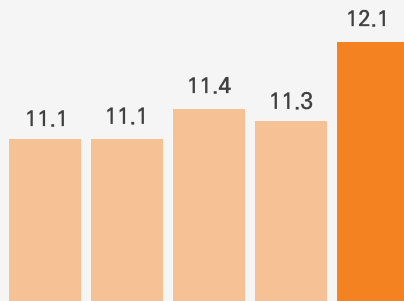
## (Consolidated) Equity Capital & ROE

(%, Wtr)

— ROE (cumulative annualized)



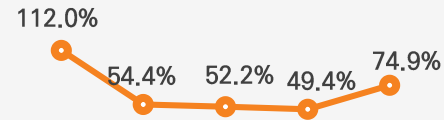
■ Equity capital (controlling interest)



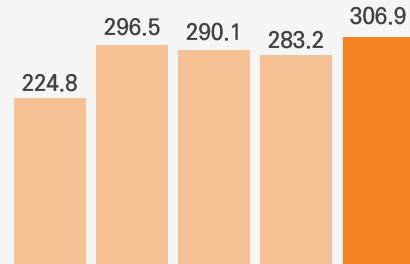
4Q23 1Q24 2Q24 3Q24 4Q24

## (Separate) SG&A Cost/NOR

(%, Wbn)



■ SG&A cost



4Q23 1Q24 2Q24 3Q24 4Q24

## (Consolidated) BPS

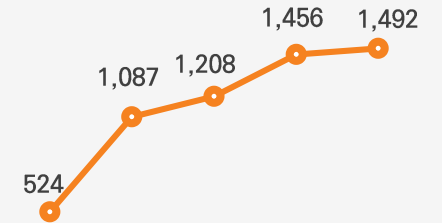
(W)



4Q23 1Q24 2Q24 3Q24 4Q24

## (Consolidated) EPS

(W)



4Q23 1Q24 2Q24 3Q24 4Q24

# Appendix

- 1 Corporate Overview
- 2 Group Structure
- 3 Global Presence
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- 5 ESG Performance
- 6 Regulatory Ratios

# Corporate Overview

| As of 31 Dec 2024

## Number of Total Shares Outstanding

**739,392,158**

Common shares	585,316,408
1 <sup>st</sup> Pref. shares	14,075,750
2 <sup>nd</sup> Pref. shares	140,000,000

## Market Capitalization

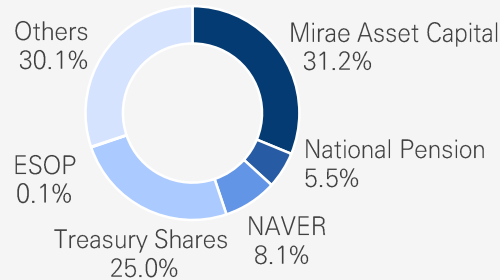
**₩5.13 tr**

Excluding treasury shares  
**₩3.74 tr**

\*Issued total common shares basis

## Major Shareholders

Mirae Asset Capital	182,785,000
National Pension	32,297,876
NAVER	47,393,364
Treasury Stocks	146,035,874
ESOP	521,386



\*Issued total common shares basis

## Credit Ratings

<b>Baa2</b>	<b>BBB</b>	<b>AA</b>
Moody's	S&P	KR
		KIS
		NICE

## Domestic Employees & Network

Employees	<b>3,298</b>
Hubs & branches	<b>61</b>

## Shareholders' Equity



Consolidated	<b>₩12.1 tr</b>
Separate	<b>₩9.9 tr</b>

\*Consolidated shareholders' equity controlling interests' basis

## Client Assets



**₩407 tr**

## Global Employees & Network

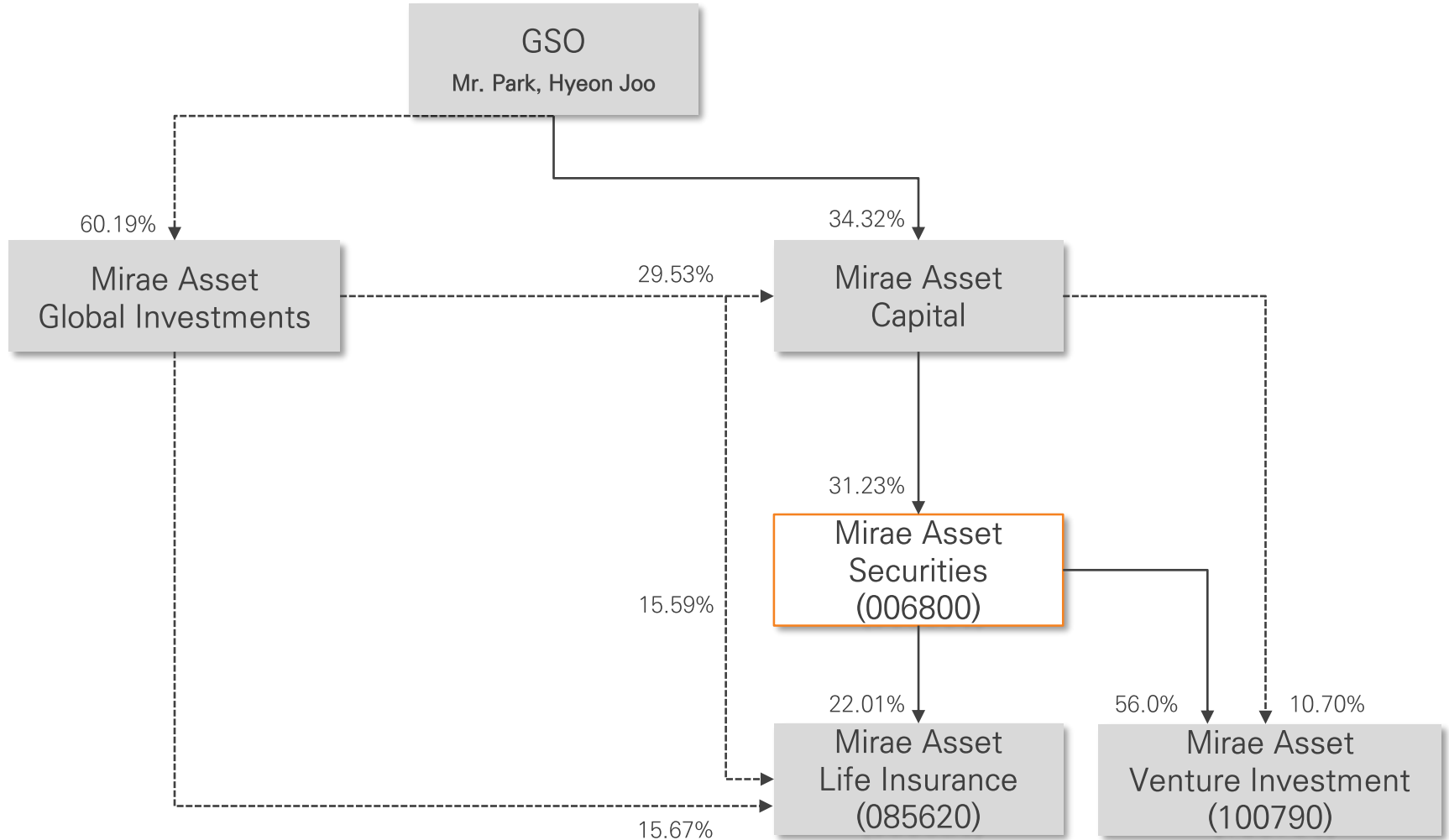


Employees	<b>5,431</b>
Network*	<b>20</b>

\*excluding NY Holdings and including offices

# Group Structure

| As of 31 Dec 2024



※ Percentage of ownership is calculated by total number of issued common shares excluding preferred stocks

# Global Presence

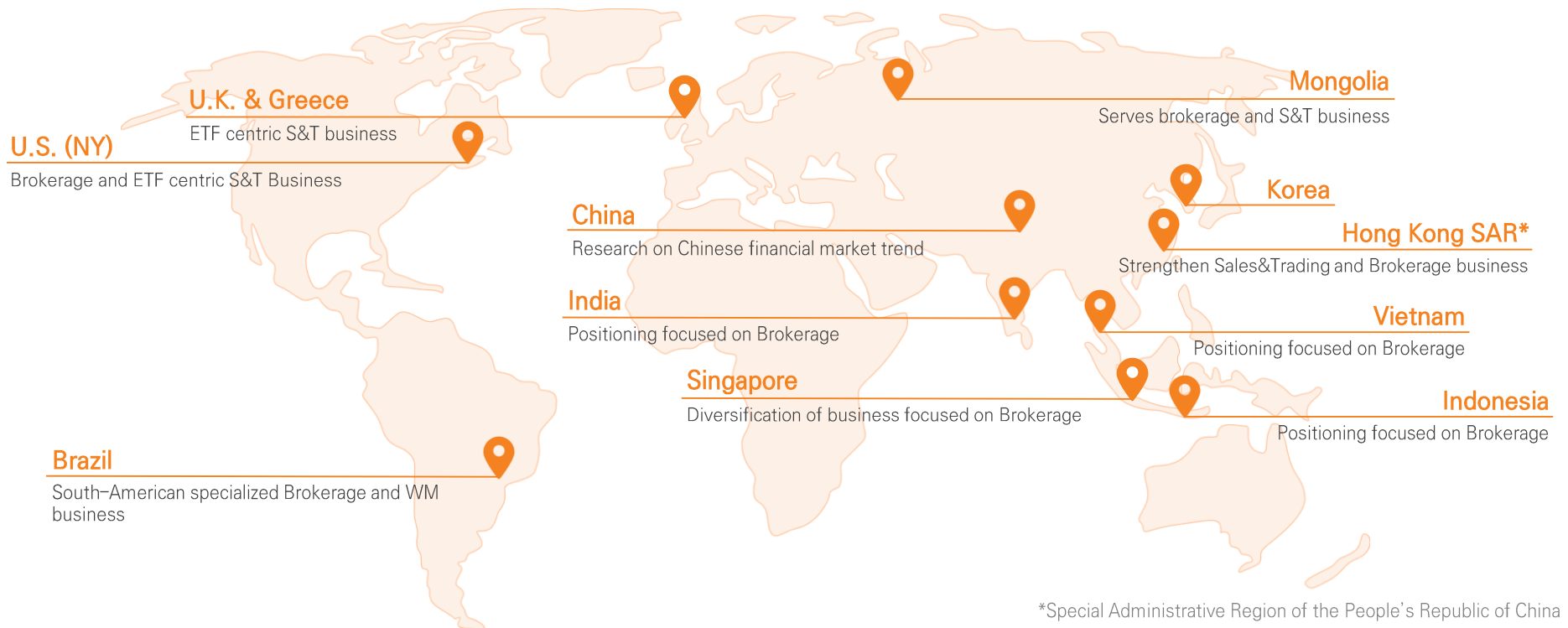
| As of 31 Dec 2024

**11**  
Global Markets

**20**  
Global Subsidiaries  
& Offices\*  
(exc. NY Holdings)

**5,431**  
Global Employees

**W4.4<sup>tr</sup>**  
Equity Capital  
(As of 30 Nov 2024)



\*Special Administrative Region of the People's Republic of China

# Shareholder Return

| As of 31 Dec 2024

## (FY2024~2026) Mid/Long-term Shareholder Return Policy (Annual target)

Shareholder Return Ratio Target	>	35 %
Common Stock Cancellation	>	15 mn
2 <sup>nd</sup> Preferred Stock Cancellation	>	1 mn

\*Shareholder Return Ratio = (Dividend + Treasury Stock Cancellation) / Adjusted Net Income

## (~FY2030) Outstanding Shares Cancellation Target (Value-up plan)

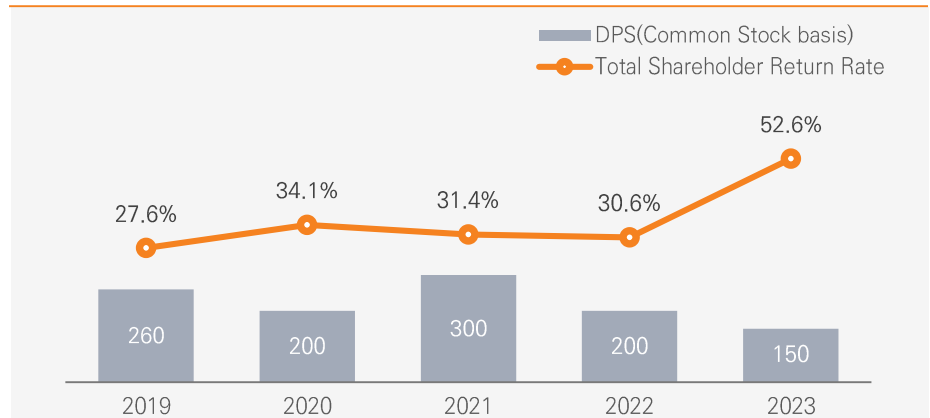
Outstanding Shares Cancellation > 100 mn

Total outstanding shares: 750mn by June 2024 → 650mn by June 2030 (13.3% decrease)

Actual floating shares\*: 410mn by June 2024 → 310mn by June 2030 (24.3% decrease)

\*Total number of outstanding shares - (Number of treasury shares + Number of shares held by the largest shareholder and other specially related parties)

## Shareholder Return



(Wbn)	2019	2020	2021	2022	2023	
Total Shareholder Return Rate*	27.6%	34.1%	31.4%	30.6%	52.6%	
Total Shareholder Return	182.1	280.5	362.2	210.1	172.0	
Treasury Stock Cancellation	0	150.4	174.0	86.7	82.2	
Dividend	182.1	130.1	188.1	123.4	89.8	
DPS (W)	Common	260	200	300	200	150
	1 <sup>st</sup> Preferred	286	220	330	220	165
	2 <sup>nd</sup> Preferred	260	200	300	200	150

\* Total Return Rate : Total Shareholder Return Amount / Controlling Adjusted Net Income (consolidated)



# ESG Performance

| As of 31 Dec 2024

## ESG Ratings

Global

**13** Consecutive  
Years

Member of  
**Dow Jones  
Sustainability Indices**  
Powered by the S&P Global CSA

**A** Leadership  
Level  
  
DISCLOSURE INSIGHT ACTION

**A**  
**MSCI** 

Korea

**A**  
 **한국ESG기준원**  
Korea Institute of Corporate  
Governance and Sustainability

**AA** #1 among Korean Financial Industry  
ESG Information, Analytics & Investment  
**SUSTINVEST**

## ESG Initiatives

**RE 100**

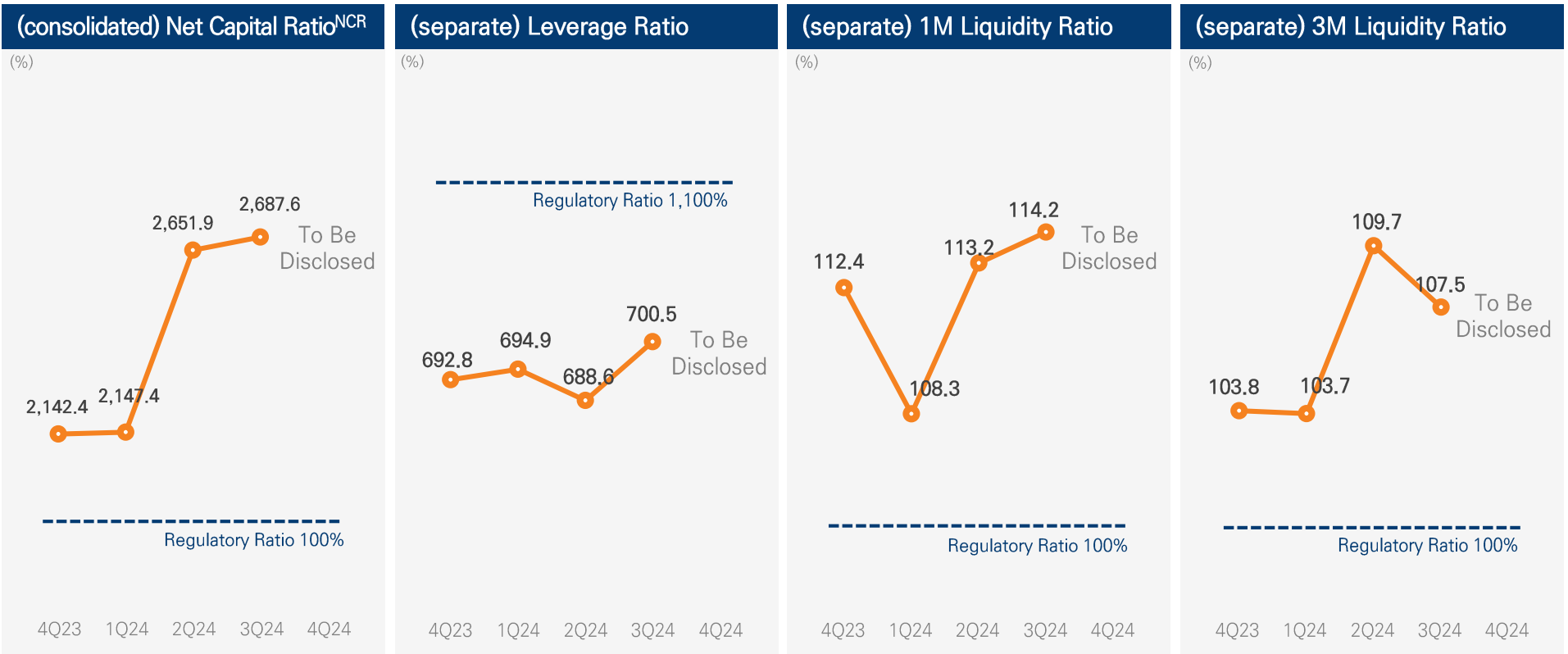
 **United Nations  
Global Compact**

**TCFD** TASK FORCE ON  
CLIMATE-RELATED  
DISCLOSURES

 **SCIENCE  
BASED  
TARGETS**

# Regulatory Ratios

- Net Capital Ratio (NCR): the ratio of net capital to required regulatory capital\* in %  
 (= [net operating capital – gross risk] / sum of minimum equity capital for each authorized business unit (approx. W191.8bn) x 70%)  
 \*required regulatory capital: the sum of the required capital for each unit of licensing or registration business
- Leverage Ratio: the ratio of equity to total assets in % (= adjusted asset / adjusted equity capital)
- 1M·3M Liquidity Ratio: the ratio of current assets with a remaining maturity of less than 1M·3M to liabilities with a remaining maturity of less than 1M·3M  
 (= 1M·3M current asset / 1M·3M current liability)



Thank You

