

Operational Efficiency And Sustainability Of Securities Companies

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Abstract: The study aims to propose financial solutions to improve operational efficiency for securities companies. The research sample includes 40 Vietnamese securities companies, equivalent to 360 observations from 2012 to 2020. Using qualitative research (synthetic methods; Inductive and interpretive methods) and quantitative research methods (linear regression methods), the author found six independent variables that explain 64.8% of the variability of the variable depending on the sustainable growth of the securities company, including (1) The size of the securities company (Lsize); (2) Level of capital adequacy (Capratio); (3) Debt-to-equity ratio (Leverage); (4) Proportion of accounts receivables (Receivables); (5) Return on equity (ROE); (6) Listed securities companies (IPOs). Based on the research results, the author offers several discussions and assessments on the critical role of improving the operational efficiency of securities companies and financial solution recommendations to target operational efficiency for Vietnamese securities companies.

Keywords: Efficiency, sustainability, ROA, ROE, SGR

I. INTRODUCTION

The business performance of a securities company is an economic category that reflects the level of use of resources (capital, human resources, resources, material resources) to achieve the defined financial goals of the company in general or the economic efficiency of the securities business activities in particular. In essence, efficiency is a reflection of the quality of business activities, reflecting the level of use of resources to achieve the ultimate goal of all business activities of the enterprise, so the primary purpose can only be profit, on the other hand, for long-term gain, securities companies need to develop sustainably.

In Vietnam, Decree 75/1996/ND-CP dated 28/11/1996 is considered an essential milestone in the birth of Vietnam's securities market from the establishment of the State Securities Commission, but Vietnam's stock market was actually expanded from 2007 to 2009 after the

Securities Law No. 70/2006/QH11 promulgated on January 1, 2007. If there were only a few securities companies in the previous period, by 2009, the number of securities companies increased to 105 companies, and the market size was expanded. The number of securities companies on the market was growing with a full range of types (including Limited Liability, shares, joint ventures, 100% foreign capital) and operating models both capable and specialized; the results achieved are specific:

Market size: By the end of 31/12/2020, the market has developed enormously in both breadth and depth; the size and goods of the market have achieved impressive figures, so in the first period of 2000 – 2005, the market capitalization only reached less than 1% of GDP, as of August 31, 2021, the market size reached 8,100,667 billion about 130.38% of GDP. From 2019 to 2021, although in the context of the complicated Covid-19 epidemic, the stock market still develops stably, playing an essential role in

leading medium and long-term capital for the economy. In the month of 9/2021 alone, the total capital mobilized for the economy of the stock market reached 292.1 trillion VND, up 12% over the same period in 2020. VNIndex index stock market reached 1,351.17 points, up 22.4% compared to the end of 2020, and market capitalization reached 6,913 trillion VND, up 30.6% compared to the end of 2020. There are 435 listed bond codes in the bond market with a listed value of 1,428 trillion VND, up 2.9% compared to the end of 2020. In the derivatives market, the average trading volume for futures products on the VN30 index reached 156,531 contracts/session.

Along with the development of the stock market, securities companies increase in quantity, quality and efficiency.

In terms of quantity. Since the stock market started operating in July 2000, securities companies have changed in quantity and quality; the number of securities companies on the market increased dramatically from 2000 to 2007, from 3 newly established companies in 2000 to 105 companies in 2009. The stock market restructuring scheme in 2019, according to which the remaining number of standard and licensed securities companies are 83 securities companies with operating licenses, of which 74 securities companies are members of the Stock Exchange, 25 listed securities companies, For securities companies that have conducted consolidations and mergers, the State Securities Commission has revoked the licenses of 4 companies, granted establishment and operation licenses to 2 companies formed after consolidation, MBS and VIS. Besides, securities companies also conducted self-restructuring, of which four companies have consolidated, eight companies withdrew their brokerage operations, two companies started their self-employment operations, four companies withdrew their

guarantee operations, and one company withdrew their securities investment consulting operations.

As of December 31, 2020, the total charter capital of securities companies in the system (74 companies) is 62,016 billion VND, of which 22 securities companies have charter capital of less than 250 billion VND, accounting for 30% of the whole system; 27 securities companies with sufficient charter capital from 250 billion VND, to less than 800 billion VND, accounting for 36% and 25 securities companies with sufficient charter capital of 800 billion VND or more, accounting for 34% of the system. Thus, most securities companies fully meet the capital conditions to participate in securities operations. Securities companies are concentrated in big cities such as Ho Chi Minh City and Hanoi City, and few in provinces and cities such as Da Nang, Hai Phong, Vung Tau, Nghe An ...

In terms of structure. The number and size of Vietnam's securities companies account for a large proportion of the system. However, with the trend of increasing foreign securities companies, and the decrease in the number of Vietnamese securities companies in recent years, securities companies always have significant financial capacity advantages. The number of securities companies with charter capital, sufficient equity of 800 billion VND or more (eligible to fully participate in securities company activities and derivative securities trading operations) and listed companies (IPO) increased.

In terms of financial capacity and operational efficiency. Vietnamese securities companies tend to improve financial capability and improve solvency. According to the data that PhD students statistics, as of 31/12/2020, only the total assets, equity and charter capital in 2020 of 40 securities companies were 159,680 billion VND; 66,881 billion VND; 43,237 billion VND, the growth rate was 35.2%; 12.7%; 0.1% respectively compared to the same period in 2019.

In addition to the results achieved, the securities company's activities encountered several limitations:

There are differences between large, medium and small groups of securities companies concerning financial capacity indicators (indicators of capital capacity, payment capacity and profitability) of securities companies with growth but still reaching low levels; securities companies generally have relatively poor business results securities companies efficiency, ROA and roe average system of securities companies in 2020 only got about 5.7%; 8.9%, on average, the whole period from 2012 to 2020 is only 3.7%; 5.2%, many securities companies have prolonged losses, loss of equity (such as SBS securities), the level is too low compared to many other industries. There are many different reasons for the performance of securities companies not as expected; the results of recent research show that subjective causes account for a large proportion, especially the low financial capacity; this has been mentioned by the Government in project 242 restructuring securities companies.

The operation of securities companies is still potentially risky; a series of securities companies are put under control by the State Securities Commission for many reasons, including not ensuring financial safety targets for many years (less than 120%). Securities companies operating with good business results only focus on profitability, ignore liquidity and safety indicators, maintain the lowest solvency system, low level of capital adequacy, implement dividend policies, reduce retained collection for reinvestment, to please investors, and the impact reduces sustainable growth. Small securities companies face difficulties in financial capacity, and business efficiency is not high. Some do not even have enough costs to close the gateway to rent the connection of transmission lines, so they are cut off from transactions, mobilizing debt

capital from outside, leading to high financial leverage, higher than sustainable growth, leverage that has the opposite effect on sustainable development is a sign that securities companies use debt capital inefficiently.

2. METHODOLOGY AND PROPOSED MODEL

Quantitative research methodology (based on Pooled OLS, FEM, and REM panel data to verify the impact of financial capacity on sustainable growth). Fellows use STATA 14 software to analyze regression model selection and test and estimate array data and regression models. For array data, a regression can be carried out according to 3 methods: Pooled Ordinary Least Square (Pooled OLS), Fixed-Effects Model Regression (Fixed-Effects Model, Covariance model, Within Estimate, Individual Dummy Variable Model, Least Squares Dummy Variable Model - Fem), Random Impact Regression (Radom-Effects Model, Random Intercept, Partial Pooling Model-Rem), experimental Hausman test, to select the suitable model from among three models. The chosen model continues to be tested for defects, and remediation is carried out for flaws in the model.

Applying descriptive statistical techniques and linear regression, the research model for the performance impact on the sustainable growth of securities companies relies on the application of linear regression techniques on array data in the form of:

$$Y_{it} = \beta_1 X_{it1} + \beta_2 X_{it2} + \dots + \mu_{it}$$

$$Y_{it} = \beta_1 X_{it1} + \beta_2 X_{it2} + \dots + v_i + \varepsilon_{it} \text{ with } i = 1, 2, \dots, n \text{ and } t = 1, 2, \dots, t$$

Inside:

Y_{it} : the value of Y for object i at time t

X_{it1} : the value of X1 for object i at time t

X_{it2} : the value of X2 for object i at time t

$\mu_{it} = v_i + \varepsilon_{it}$, the model error is separated into two parts: v_i represents unobservable elements that differ between objects but do not change over time, ε_{it} means unobservable factors that differ between objects and change over time.

The data used by the PhD student is secondary data, taken from the page (Vietstock.vn), from the annual report of securities companies and the General Statistics Office (Gso.gov.vn). The data set includes the financial statements of 40 securities companies in the period 2012 - 2020, 360 observations, and PhD students will exclude newly established or consolidated securities companies that make financial data not comparable and securities companies do not disclose enough necessary information in the study. According to Bollen (1989), when analyzing a linearly structured

model, the sample size is calculated using the formula $n=5*2i$ (i is the observed variable in the model). According to Tabachnick and Fidell (2007), multiple linear regression analysis sample sizes are calculated using the formula $n= 50 + 8q$ (q is the number of independent variables in the model).

Variables are expressed as panel data with two dimensions: time dimension (from 2012 to 2020), and enterprise dimension (40 securities companies).

The dependent variable is Sustainable Growth (the SGR variable is measured by the ratio of Reinvested Retained Return/Early Equity), independent variables of the financial capacity of the securities company corresponding to (1) Capital capacity, (2) Settlement capacity, (3) profitability capacity. PhD students build the following model:

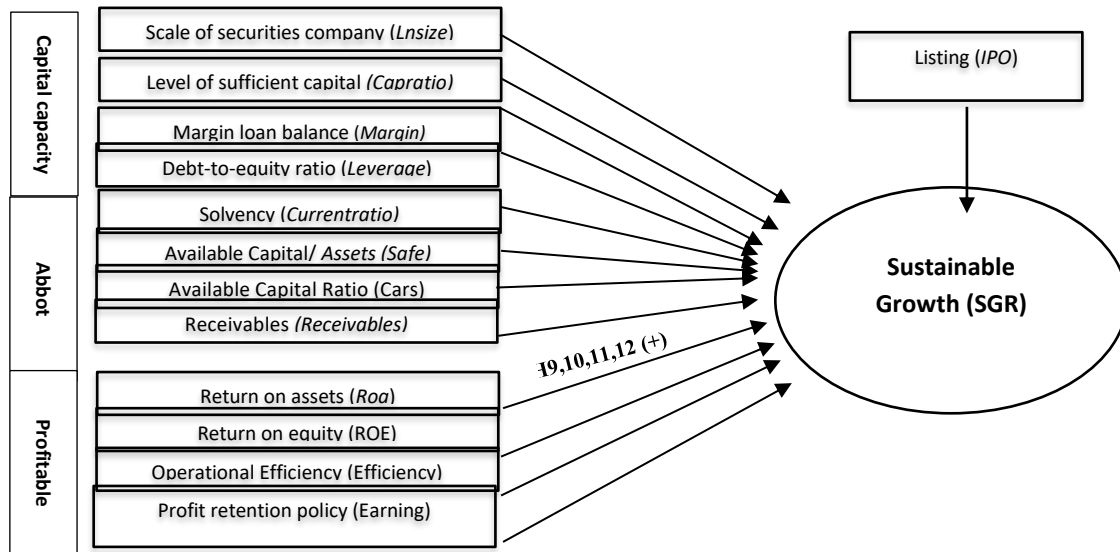


Figure 1. Research model

(Source: Author synthesizes and builds on theoretical basis)

Perform hypothetical statistics of variables

No.	Names and variable symbols	Calculation formula
Dependent Variables: Sustainable Growth (SGR)		
Independent variables:		
1	Size of securities company (Lnsize)	Ln (Total Assets)
2	Level of sufficient capital (Capratio)	Equity/total assets

3	Margin loan balance (Margin)	Margin lending reserves
4	Debt-to-equity ratio (Leverage)	Total Debt/Equity
5	Solvency (Currentratio)	Short-term assets/Current liabilities
6	Available Capital/ Assets (Safe)	Available Capital/Total Assets
7	Available Capital Ratio (Caps)	Available Capital/Total Value of Risk
8	Ratio of Receivables (Receivables)	Receivables /Total Assets
9	Return on assets (ROA)	Profit after tax / Average total assets
10	Return on equity (ROE)	Profit after tax / Average Equity
11	Operational Efficiency (Efficiency)	Operating expenses/net revenue
12	Profit retention policy (Earning)	Reinvested retained profit/Profit after tax
13	Listing (IPO)	The fake variable receives a value equal to 1 if IPO, equivalent to 0 if not IPO.

(Source: general author)

The regression model takes the form of:

$$SGR_{it} = \beta_1 * Lsize_{it1} + \beta_2 * Capratio_{it2} + \beta_3 * Margin_{it3} + \beta_4 * Leverage_{it4} + \beta_5 * Currentratio_{it5} + \beta_6 * Safe_{it6} + \beta_7 * Caps_{it7} + \beta_8 * Receivables_{it8} + \beta_9 * ROA_{it9} + \beta_{10} * ROE_{it10} + \beta_{11} * Efficiency_{it11} + \beta_{12} * Earning_{it12} + \beta_{13} * IPO_{it13} + v_i + \varepsilon_{it} \text{ với } i = 1, 2, \dots, n \text{ và } t = 1, 2, \dots, t (*)$$

Hypotheses of the model (*):

H01: The size of the securities company (Lsize) is correlated in the same direction with the sustainable growth of the securities company (SGR)

H02: The level of capital adequacy (Capratio) is correlated in the same direction as the sustainable growth of the securities company (SGR)

H03: Margin loan balance is correlated in the same direction with sustainable growth of securities companies (SGR)

H04: Debt-to-equity ratio (Leverage) is correlated in the same direction with sustainable growth of securities companies (SGR)

H05: Solvency (Currentratio) is correlated in the same direction with sustainable growth of securities companies (SGR)

H06: Available capital/assets (Safe) correlated in the same direction with sustainable growth of securities companies (SGR)

H07: Caps correlated in the same direction as sustainable growth of securities companies (SGR)

H08: The ratio of receivables (Receivables) is correlated in the same direction as the sustainable growth of securities companies (SGR)

H09: Return on assets (ROA) correlated in the same direction as sustainable growth of securities companies (SGR)

H10: Return on equity (ROE) correlated in the same direction as sustainable growth of securities companies (SGR)

* Results and discussions

Using stata 14 software to statistics the data variables in the model (*). the results (table 3.2) have 360 observations of 40 study samples over 9 years, the Sustainable Growth Rate (SGR) dependent variable has an average value of (0.124731), the minimum value is 0, the maximum value is up to (4,863,007), the standard deviation is (0.2969514).

Lệnh: summarize SGR Lnsize Capratio
Leverage IPO Margin Currentratio Caps Safe
Receivables ROA ROE Efficiency Earning

Table 1. Statistical results of model variables^(*)

Variable	Obs	Mean	Std. Dev.	Min	Max
SGR	360	.124731	.2969514	0	4.863.007
Lnsize	360	1.192.887	.5981988	1.038.885	1.355.351
Capratio	360	.6692333	.2497511	-.2201904	.998472
Leverage	360	.7973993	1.082.733	-5.541.525	5.875.764
IPO	360	1.654.891	.476051	1	2
Margin	360	8.283.536	5.073.596	0	1.295.484
Currentratio	360	1.997.805	5.051.322	1.058.741	5.814.313
Caps	360	4.077.494	3.371.874	.1653639	4.279.153
Safe	360	.6031196	.2525295	.0838391	1.628.556
Receivables	360	.165815	.2133053	0	.9437831
ROA	360	.036591	.0849684	-.3485999	.5126692
ROE	360	.0517136	.1562838	-1.450.959	1.397.826
Efficiency	360	.6723957	1.160.582	.0143713	1.933.174
Earning	360	-4.217.407	4.127.009	-6.859.374	6.456.998

(Source: author statistics on Stata 14 software)

Standard deviation is used to measure the dispersion of the data set around the mean. It is easy to see the STD Deviation/Mean values of most variables with values less than 1, the standard deviation is less than average, the data fluctuates weakly, and the observational statistical data of the differential sample is low.

- Model selection for estimation, accreditation, and defect remediation

a. Multicollinearity testing. The author uses the variance inflation factor (VIF). If the VIF coefficient exceeds 10, there are signs of Multicollinearity in the study model command: Vif

Table 2. Multicollinearity test results in the model^(*)

Variable	VIF	1/VIF
Capratio	7.83	0.127745
Safe	4.57	0.219054
ROE	3.81	0.262721
ROA	3.50	0.285581
Leverage	3.08	0.324433
Lnsize	2.78	0.360289
Margin	1.71	0.585621
Currentratio	1.31	0.761314
IPO	1.28	0.781161
Receivables	1.25	0.802616
Efficiency	1.19	0.843125

Caps	1.14	0.876566
Earning	1.06	0.947155
Mean VIF	2.65	

(Source: author statistics on STATA 14 software)

The variables introduced into the model (*) are related to rotation, which has interrelated characteristics, so when conducting author regression, separate regression was conducted to avoid multicollinearity. However, to consider whether the remaining independent variables are multicollinearity, the author works a Multicollinearity test with independent variables when included in the model simultaneously. The data table (table 2) shows that the VIF of the variables in the model all has values less than 10. This suggests that the study regression model does not have Multicollinearity phenomena, independent variables that do not affect the interpretation results of the model.

b. Selection of estimation models

To perform table data regression, the most minor squared regression method (Pool-OLS), Fixed Impact Regression Method (FEM), and Random Impact Regression (REM) method can be used. Author used the Hausman test to

choose between regression (FEM) and (REM) models for the sample's tabular data. The Hausman test has the following hypotheses:

H_0 : There is no correlation between the explanatory variables and the random component (i.e. the REM model is consistent)

H_1 : There is a correlation between the explanatory variables and the random element (i.e. the FEM model is suitable).

As a result of the Hausman test (table 3), author received a p-value of 0.0000 is less than 0.05 (5%). Thus, with a significance level of 5% with no basis for rejecting the H_0 hypothesis, the suitable method chosen is randomized influence (FEM). Therefore, the study will use the model (FEM) to regress the impact of financial capacity on the sustainable growth of Vietnamese securities companies in the period 2012 – 2020, order: hausman FEM REM

Table 3. Hausman Test results for the model ⁽ⁱ⁾

Var	(b)	(B)	(b-B)	sqrt(diag(V_b-V_B))
	FEM	REM	Difference	S.E.
Lnsize	.1828031	.0784947	.1043085	.044503
Capratio	-1.666.945	-1.558.956	-.1079894	.0609603
Leverage	-.2951096	-.2862404	-.0088692	.0028647
IPO	.058652	.0591883	-.0005363	.0521112
Margin	-.0033282	-.0064588	.0031306	.0017944
Currentratio	.0004292	.0005141	-.0000848	.000052
Caps	.0033945	.0030692	.0003253	.0018387
Safe	.3146113	.2064917	.1081195	.0553059
Receivables	-.2380179	-.3057982	.0677803	.0216872
ROA	.0355549	.3537926	-.3182377	.0842529
ROE	.095048	.0036646	.0913834	.0180265
Efficiency	.0061472	.0114866	-.0053394	.0009575

Earning	.000063	.0000613	1.70e-06	7.71e-06
	b = consistent under Ho and Ha; obtained from xtreg			
B =	inconsistent under Ha, efficient under Ho; obtained from xtreg			
Test: Ho:	difference in coefficients not systematic			
	chi2(12) = (b-B)'[(V_b-V_B)^(-1)](b-B)			
	= 117.13			
	Prob>chi2 = 0.0000			
	(V_b-V_B is not positive definite)			

(Source: author statistics on STATA 14 software)

c. Check the suitability of the model.

Command: . xttest0

Table 4. Variable variance test results in FEM (*)

Breusch and Pagan Lagrangian multiplier test for random		
SGR[MCK01,t] = Xb + u[MCK01] + e[MCK01,t]		
Estimated results:		
	Var	sd = sqrt(Var)
SGR	.0881801	.2969514
e	.027813	.1667723
u	.00367	.0605808
Test: Var(u) = 0		
chibar2(01) = 36.72		
Prob > chibar2 = 0.0000		

(Source: author statistics on STATA 14 software)

Self-correlation testing. Command: xtserial
 SGR Lnsize Capratio Leverage IPO Margin
 Currentratio Caps Safe Receivables ROA ROE
 Efficiency Earning

Table 5. Self-correlated test results in FEM(*)

. xtserial Capratio Lnsize Assetgrowth
 Equitygrowth Currentratio Safe ROA ROE GDP
 Inflation

Wooldridge test for autocorrelation in panel data
H0: no first-order autocorrelation
F(1, 39) = 43.144
Prob > F = 0.0000

(Source: author statistics on STATA 14 software)

Multicollinearity inspection, collin command.

Command: collin SGR Lnsize Capratio Leverage
 IPO Margin Currentratio Caps Safe Receivables
 ROA ROE Efficiency Earning (obs=360)

Table 6. Multicollinearity inspection results in FEM

Variable	VIF	SQRT VIF	Tolerance	Squared
SGR	2.56	1.60	0.3910	0.6090
Lnsiz	2.82	1.68	0.3541	0.6459
Capratio	11.78	3.43	0.0849	0.9151
Leverage	5.75	2.40	0.1741	0.8259
IPO	1.30	1.14	0.7706	0.2294
Margin	1.75	1.32	0.5722	0.4278
Currentratio	1.34	1.16	0.7483	0.2517
Caps	1.14	1.07	0.8756	0.1244
Safe	4.61	2.15	0.2170	0.7830
Receivables	1.38	1.17	0.7256	0.2744
ROA	3.57	1.89	0.2798	0.7202
ROE	3.81	1.95	0.2626	0.7374
Efficiency	1.20	1.09	0.8356	0.1644
Earning	1.07	1.03	0.9348	0.0652
Mean VIF	3.15			

(Source: author statistics on STATA 14 software)

Vif<10 coefficient, so the new model does not have Multicollinearity.

To overcome self-correlation defects, and variable variances, author uses the Feasible Generalized Least Squares (FGLS) model to obtain a solid and efficient estimate.

Receivables ROA ROE Efficiency Earning, panels(hetero) corr(pсар1) force.

Table 7. Multicollinearity inspection results in GLS

Command: xtglm SGR Lnsiz Capratio Leverage IPO Margin Currentratio Caps Safe

Coefficients: **generalized least squares**
 Panels: **heteroskedastic**
 Correlation: **panel-specific AR(1)**

Estimated covariances	=	40	Number of obs	=	360
Estimated autocorrelations	=	40	Number of groups	=	40
Estimated coefficients	=	14	Time periods	=	9
			Wald chi2(13)	=	201.01
			Prob > chi2	=	0.0000

SGR	Coef.	Std. Err.	z	P> z	[95% Conf. Interval]
Lnsiz	.1046079	.0230746	4.53	0.000	.0593825 .1498334
Capratio	-.5659787	.0985268	-5.74	0.000	-.7590877 -.3728697
Leverage	-.1196268	.0188429	-6.35	0.000	-.1565582 -.0826954
IPO	.0486894	.0235807	2.06	0.039	.0024721 .0949067
Margin	.0002778	.0018476	0.15	0.880	-.0033434 .003899
Currentratio	.0001055	.000146	0.72	0.470	-.0001806 .0003916
Caps	.0010579	.0016955	0.62	0.533	-.0022653 .0043811
Safe	.054136	.0553225	0.98	0.328	-.0542941 .162566
Receivables	-.1387546	.0365611	-3.80	0.000	-.210413 -.0670962
ROA	-.1000349	.1799822	-0.56	0.578	-.4527934 .2527236
ROE	.3474407	.1309044	2.65	0.008	.0908728 .6040085
Efficiency	.0036134	.0088291	0.41	0.682	-.0136914 .0209182
Earning	.0000271	.0000356	0.76	0.446	-.0000426 .0000968
_cons	-.7794665	.3080439	-2.53	0.011	-1.383222 -.1757115

(Source: author statistics on STATA 14 software)

3. DISCUSSION AND CONCLUSION

After dropping the variable, the new model has a p-value greater than 0.05 and corrects variable and self-correlated variance defects. To compare the reliability of the three models is FEM; REM

and GLS, the author of which uses the esttab command, the results are as follows:

Lệnh: esttab OLS FEM REM GLS, r2 star(* 0.1 ** 0.05 *** 0.01) brackets nogap compress

Table 8. Results of regression of factors affecting the financial capacity of securities companies^(*)

	(1) SGR	(2) SGR	(3) SGR
Lnsiz	0.183*** [3.30]	0.0785** [2.39]	0.105*** [4.53]
Capratio	-1.667*** [-12.65]	-1.559*** [-13.34]	-0.566*** [-5.74]
Leverage	-0.295*** [-18.47]	-0.286*** [-18.21]	-0.120*** [-6.35]
IPO	0.0587 [0.98]	0.0592** [1.99]	0.0487** [2.06]
Margin	-0.00333 [-1.00]	-0.00646** [-2.29]	0.000278 [0.15]
Currentratio	0.000429* [1.87]	0.000514** [2.31]	0.000105 [0.72]
Caps	0.00339 [0.89]	0.00307 [0.92]	0.00106 [0.62]
Safe	0.315*** [2.97]	0.206** [2.28]	0.0541 [0.98]
Receivables	-0.238*** [-4.21]	-0.306*** [-5.86]	-0.139*** [-3.80]
ROA	0.0356 [0.15]	0.354 [1.59]	-0.100 [-0.56]
ROE	0.0950 [0.78]	0.00366 [0.03]	0.347*** [2.65]
Efficiency	0.00615 [0.68]	0.0115 [1.28]	0.00361 [0.41]
Earning	0.0000630** [2.43]	0.0000613** [2.48]	0.0000271 [0.76]
_cons	-0.954 [-1.36]	0.302 [0.72]	-0.779** [-2.53]
N	360	360	360
R-sq	0.648		

t statistics in brackets

* p<0.1, ** p<0.05, *** p<0.01

(Source: author statistics on STATA 14 software)

Regression results (*):

$$\text{SGR} = 0.105 \cdot \text{Lnsiz} - 0.566 \cdot \text{Capratio} - 0.120 \cdot \text{Leverage} - 0.139 \cdot \text{Receivables} + 0.347 \cdot \text{ROE} + 0.0487 \cdot \text{IPO}$$

The deterministic factor (R^2) is the coefficient that assesses the suitability of the regression model. The value of the coefficient (R^2) indicates what percentage of variation in the dependent variable can be explained by the regression model. Based on the regression results in (table 2.83) the results, including six independent variables that explain 64.8% of the variation of the recovery variable (SGR) of the securities company, including the size of the securities company (Lnsiz); Level of sufficient

capital (Capratio); Debt-to-equity ratio (Leverage); Ratio of receivables (Receivables); Return on equity (ROE); Listed securities company (IPO). In addition, in the model (*) found no meaningful relationship between margin loan balance (Margin); Solvency; Available capital/assets (Safe); Available Capital Ratio (Caps); Return on assets (ROA); Operational efficiency (Efficiency); The policy of retaining profits (Earning) does not have a significant effect on the sustainable growth of securities companies.

Based on the research results, the author offers several recommendations for solutions to improve operational efficiency, including

Improving the size of total capital through increasing equity mobilization and reducing debt capital, significantly reducing short-term debt capital mobilization; increasing the size of retained profits and at the same time improving the efficiency of capacity utilization capital utilization and operational efficiency through maintaining a high ratio of available capital. The author recommends that securities companies at HNX restructure the apparatus to improve ROE for a long time, and from there, the company will achieve sustainable development goals.

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