CÔNG TY CPCK SÀI GÒN – HÀ NỘI ***SAIGON – HA NOI SECURITIES JSC.,***	**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM** ***THE SOCIALIST REPUBLIC OF VIETNAM*** **Độc lập – Tự do – Hạnh phúc** ***Independence - Freedom - Happiness***
Số/No: 753 /2024/CV - SHS *(V/v/Ref: Công bố thông tin Báo cáo thường niên năm 2023 bằng tiếng Anh/ Information disclosure of Annual Report 2023 in English)*	*Hà Nội, ngày 27 tháng 05 năm 2024* *Hanoi, May 27th, 2024*

CÔNG BỐ THÔNG TIN TRÊN CỔNG THÔNG TIN ĐIỆN TỬ CỦA ỦY BAN CHỨNG KHOÁN NHÀ NƯỚC
INFORMATION DISCLOSURE ON ELECTRONIC PORTAL OF THE STATE SECURITIES COMMISSION

Kính gửi/To: **Uỷ ban Chứng khoán Nhà nước/The State Securities Commission**

1. Tên công ty/*Organization name*: Công ty Cổ phần Chứng khoán Sài Gòn - Hà Nội/*Saigon-Hanoi Securities JSC.,*

2. Mã chứng khoán/*Securities Code*: SHS

3. Mã thành viên/*Member code*: 069

4. Địa chỉ trụ sở chính/*Address of head office*: Tầng 1-5, Toà nhà Unimex Hà Nội, số 41, Ngô Quyền, Hoàn Kiếm, Hà Nội/*1st -5th Floors, Unimex Hanoi Building, No. 41, Ngo Quyen road, Hoan Kiem district, Hanoi city.*

5. Điện thoại/*Telephone*: 024.38.181888 Fax/Fax: 024.38.181688

6. Người thực hiện công bố thông tin/*Spokesman*: Nguyễn Chí Thành - Tổng Giám đốc kiêm Người đại diện theo pháp luật/*Mr.Thanh, Nguyen Chi – CEO and Legal Representative.*

7. Địa chỉ/*Address*: Tầng 1-5, Tòa nhà Unimex Hà Nội, số 41, Ngô Quyền, Hàng Bài, Hoàn Kiếm, Hà Nội/*1st -5th Floors, Unimex Hanoi Building, No. 41, Ngo Quyen road, Hoan Kiem district, Hanoi city.*

9. Điện thoại (di động, cơ quan, nhà riêng)/*Tel*: 024.38 181.888 Fax: 024.38 181.688

10. Loại thông tin công bố/*Information disclosure type*: Bất thường/*Extraordinary*

11. Nội dung của thông tin công bố/*Contents of information disclosure*:
Báo cáo thường niên năm 2023 bằng tiếng Anh/*Annual Report 2023 in English.*

12. Thông tin này đã được công bố trên trang thông tin điện tử của Công ty vào ngày 27/05/2024 tại đường dẫn/*This information was published on the company's website on 27/05/2024, as in the link*: *https://www.shs.com.vn/News/2024527/1012294/shs-cbtt-bao-cao-thuong-nien-nam-2023-bang-tieng-anh.aspx*

https://www.shs.com.vn/News/2024527/1012295/shs-cbtt-bao-cao-thuong-nien-nam-2023-bang-tieng-anh.aspx

Chúng tôi xin cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung thông tin công bố/*We hereby certify that the information provided is true and correct and we bear the full responsibility to the law.*

Trân trọng/*Best regards*!

Tài liệu kèm theo:

- Báo cáo thường niên 2023 bằng tiếng Anh/ Annual Report 2023 in English.

Nơi nhận:

- Như trên/As stated above;
- Lưu VT, P.PC&QTRR/Kept at Achives and Legal&Risk Management Department.

CÔNG TY CP CHỨNG KHOÁN SÀI GÒN – HÀ NỘI
SAIGON – HA NOI SECURITIES JSC.,
Đại diện tổ chức
Organization representative

CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN HÀ NỘI

Nguyễn Chí Thành
Tổng Giám đốc/*CEO*

Turning opportunities into value

NEW VITALITY
NEW OPPORTUNITIES

ANNUAL REPORT 2023



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GENERAL INTRODUCTION

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MESSAGE FROM THE CHAIRMAN OF THE BOD



Dear Valued Shareholders, Investors and Clients,

After the challenging and difficult year of 2022, the Vietnamese stock market as well as SHS saw a quite positive recovery in 2023. All major indices grew, in which VN-Index increased by 12.2%, a relatively high level compared to other markets in Southeast Asia. This was significant in the context of global volatility, the slowdown of Vietnam's economic growth and strong net foreign outflows. In 2023, SHS achieved total revenue of VND 1,465 billion, equivalent to 75.4% of the annual plan. SHS' pre-tax profit was VND 684.2 billion, equivalent to 62% of the plan and 3.46 times higher than in 2022. Although the plan was not completed due to ongoing economic difficulties, SHS made considerable strides.

In 2022, SHS promptly increased its charter capital to VND 8,132 billion and used the funds raised to enhance its financial capacity and expand margin lending, achieving a 33% growth in 2023. Opportunities in the individual investor segment remain substantial, particularly for high-net-worth individuals with significant demand for effective asset management in the medium and long term. A significant milestone in our brokerage activities this year was the official provision of derivatives trading products to investors. This event not only marks the introduction of a new product but also reaffirms the Company's commitment to a steadfast principle: "**Using the growth of customers' net assets as the driving force**". Accordingly, derivatives trading is viewed as a hedging tool, protecting customers' net assets during negative market fluctuations.

Ladies and gentlemen, one of the consistently effective segments in recent years has been the Fixed Income product business department, achieving a profit of VND 115 billion, completing 165% of the 2023 plan, continuing to capitalize on favorable market trends. Although the Company's equity investment activities did not meet expectations in 2023, with a focus on companies with solid fundamentals, significant growth potential and healthy financial status, I believe that this segment will see much more positive results in 2024. The year 2023 recorded important achievements, bringing greater prospects for the Company in the long term. To transform these prospects into reality, we must continue to drive action from awareness and aspiration to action.

Regarding 2024 prospects, I believe that based on a low-interest rate environment, controlled core inflation and the gradual recovery of the economy as well as the Government and SSC's determination to upgrade the stock market alongside the implementation of the KRX system, the market will exhibit positive movements in both indices and liquidity. Our diligently constructed and invested proprietary trading portfolio in 2023 is expected to yield high returns, benefiting both the Company and shareholders.

In 2024, with the theme "New Vitality - New Opportunities", SHS will intensify its governance and management efforts, enhance the Company's competitiveness and gradually return to the ranks of the top securities companies with the best market share while ensuring business efficiency.

Ladies and gentlemen, with a long-term strategic vision, SHS aims to become a leading financial investment group in Vietnam, pioneering market leadership and creating sustainable value for stakeholders. To prepare for this goal, in 2024, with the theme "**New Vitality - New Opportunities**", SHS will intensify its governance and management efforts, enhance the Company's competitiveness and gradually return to the ranks of the top securities companies with the best market share while ensuring revenue and profit efficiency amid increasingly fierce market share competition among securities companies. The image of an eagle soaring in the sky, used throughout this Annual Report, symbolizes SHS' bravery, ambition to reach new heights and determination to overcome all challenges and difficulties.

Entering 2024, one of the Company's key tasks is to rebrand and improve product and service quality, with the ambition to become one of the securities companies with the best service quality in the market. Additionally, to align with the new brand identity system, we will relocate our headquarters, expand office space and build a dynamic, modern and comfortable working environment to foster employee creativity. Focusing on people, SHS will enhance employee capabilities and add specialists to create a strong and efficient team.

The Company's IT system will also receive continued investment to improve customer experience, shape investment styles and facilitate easy monitoring of the performance of portfolios customers own. At the same time, the Company will focus on enhancing the safety, security and stability of the system to mitigate risks of external attacks and intrusions.

With these shared insights, I hope that you have gained an understanding of our committed path-building a versatile, effective and professional securities company focused on asset management for customers and serving shareholder interests. Your support for me, the Board of Directors and the Board of Management will be a significant motivator to drive SHS' strong development in 2024. On behalf of the Board of Directors, I would like to extend my deepest gratitude to you for your trust, positive cooperation, and enthusiastic support over the past time. I also extend my sincere thanks to all SHS' employees who have accompanied and collaborated with SHS through many difficulties and challenges, contributing to building SHS into the strong entity it is today. On behalf of the entire Company staff, I wish you and your family good health, much luck and successful investments in 2024.

Sincerely,
On behalf of the Board of Directors



Chairman
Do Quang Vinh

HIGHLIGHTS OF 2023

RANKED 4TH

IN TERMS OF CHARTER CAPITAL

RANKED 5TH

IN TERMS OF EQUITY IN THE SECURITIES INDUSTRY

OFFICIALLY APPROVED TO

PROVIDE DERIVATIVE SECURITIES TRADING SERVICES AND PRIVATELY PLACED CORPORATE BONDS TRADING SERVICES

OUTSTANDING MEMBER

OF VIETNAM STOCK EXCHANGE

TOP 10 LISTED COMPANIES ON THE HNX

IMPLEMENTING BEST CORPORATE GOVERNANCE IN 2022 - 2023

TOP 10 BEST ANNUAL REPORTS IN 2023

IN THE FINANCIAL SECTOR

TOP 10 PROFIT BEFORE TAX AND PROFIT AFTER TAX IN 2023

IN THE SECURITIES INDUSTRY

TOP 2

MEMBER WITH

THE LARGEST GOVERNMENT BOND BROKERAGE MARKET SHARE ON HNX

(IN THE GROUP OF OVER 10% MARKET SHARE)

OUTSTANDING MEMBER

IN THE SECURITIES DEPOSITORY ACTIVITIES IN 2023

OF VIETNAM SECURITIES DEPOSITORY AND CLEARING CORPORATION

SUCCESSFULLY ADVISED ON ONE OF THE THREE IPO DEALS

APPROVED BY THE STATE SECURITIES COMMISSION IN 2023

UPGRADING SHTRADING APPLICATION

TO ENHANCE SERVICE QUALITY

GENERAL INFORMATION

Transaction name:

Saigon-Hanoi Securities Joint Stock Company

License of establishment and operation:

No. 66/UBCK-GP issued by SSC on November 15th, 2007

Amendments of License of establishment and operation:

No.32/GPĐC-UBCK on 12/01/2014, No.08/GPĐC-UBCK on 01/23/2018, No.85/GPĐC-UBCK on 09/05/2022 and No. 16 /GPĐC-UBCK on 03/25/2024

Certificate of business registration:

No. 0102524651 issued by Hanoi Authority for Planning and Investment for the first time on November 15th, 2007, amendment of business registration certificate for the 9th time on September 9th, 2022

Stock ticker:

SHS

Member code:

069

Charter capital:

VND **8,131.6** billion

Equity:

VND **8,853.3** billion (on 12/31/2023)

Address:

1-5 Floor, Unimex Hanoi Building, 41 Ngo Quyen Street, Hang Bai Ward, Hoan Kiem District, Hanoi.

Tel:

84-24-38 181 888

Fax:

84-24-38 181 688

Website:

www.shs.com.vn

VISION

To become a leading securities company as an investment bank in Vietnam and a prestigious brand in the Asian stock market.

MISSION

To create maximum profits for shareholders; contribute to build and develop Vietnam's stock market safely and effectively; to create a good working environment, high income, and promotion opportunities for employees; to provide diversified and quality financial/securities services to customers and partners.

CORE VALUES

Integrity, creativity, professionalism, customer satisfaction.

HISTORY OF FORMATION AND DEVELOPMENT

2007

Officially established with chartered capital of VND 350 billion and a head office at No. 162-164 Thai Ha, Dong Da, Hanoi.

Member of Vietnam Securities Depository Center.

2008

Member of the Ho Chi Minh City Stock Exchange and the Hanoi Stock Exchange.

Established Ho Chi Minh City Branch at 41 Pasteur, Nguyen Thai Binh, District 1, Ho Chi Minh City.

2009

Moved Head Office to Floor 1&5, Dao Duy Anh Building, No. 9, Dao Duy Anh, Dong Da, Hanoi.

Increased charter capital to VND 410.6 billion through issuing bonus shares to existing shareholders.

Listed on the Hanoi Stock Exchange under stock ticker SHS on June 25th, 2009.

Established Da Nang Branch at 97 Le Loi, Thach Thang, Hai Chau, Da Nang.

2010

Increased charter capital to VND 1,000 billion through right issue for shareholders, ESOP, and potential partners.

Established Nghe An Branch

Specialized government bonds trading member at Hanoi Stock Exchange.

2011

Moved Ho Chi Minh City Branch to 141-143 Ham Nghi, Nguyen Thai Binh, District 1, Ho Chi Minh City.

Closed Nghe An branch.

Moved the Head Office to Floor 1&3, Union Conference Center Building, No.1, Yet Kieu, Hoan Kiem, Hanoi.

2013

Moved Ho Chi Minh City Branch to 3rd Floor, Artex Saigon Building, No. 236-238 Nguyen Cong Tru, Nguyen Thai Binh Ward, District 1, Ho Chi Minh City.

2014

Top 10 securities companies with the largest brokerage market share on both HNX and HSX.

Established Thang Long Transaction Office at 3rd floor, Building M5, No. 91, Nguyen Chi Thanh, Lang Ha Ward, Dong Da District, Hanoi.

2015

Top 5 securities companies with the largest brokerage market share on both HNX and HOSE.

2016

Established Dong Nai Representative Office at 129, Ha Huy Giap, Quyet Thang, Bien Hoa, Dong Nai.

2017

Expanded the Ho Chi Minh City Branch at Floor 1&3, Building AS, No. 236-238 Nguyen Cong Tru, Nguyen Thai Binh Ward, District 1, Ho Chi Minh City.

2018

Moved Head Office to Floor 1-5, Unimex Hanoi Building, No. 41, Ngo Quyen, Hang Bai, Hoan Kiem, Hanoi.

SHBS officially merged into SHS and increased its charter capital to VND 1,054.0 billion by stock swap method.

2019

Moved Da Nang Branch to Floor 8, Thanh Loi 2 Building, No.3, Le Dinh Ly, Vinh Trung, Thanh Khe, Da Nang. Increased charter capital to VND 2,072.7 billion through right issue for shareholders, ESOP, and potential partners.

2020

Established Hai Phong Representative Office at Floor 3, DG Tower, No. 15 Tran Phu, Ngo Quyen, Hai Phong.

2021

Increased charter capital to VND 3,252.7 billion through right issue for shareholders, ESOP and from share capital surplus.

2022

Increased charter capital to VND 6,505.3 billion by offering right issue to shareholders (June 2022).

Continued to increase charter capital to VND 8,131.6 billion by issuing shares to pay dividends in 2021 and increase share capital from equity (September 2022).

Closed Representative Office in Dong Nai.

Approved by the State Securities Commission to provide securities pre-sale financing services.

Granted the 9th amended business registration certificate by the Hanoi Department of Planning and Investment for the head office; granted the 4th amended operation registration certificate by the Da Nang Department of Planning and Investment for the Da Nang City branch.

2023

Moved Ho Chi Minh City branch to the new address at: 3rd Floor, Saigon Metropolitan Building, 235 Dong Khoi Street, Ben Nghe Ward, District 1, Ho Chi Minh City

Granted the first amended business location registration certificate by the Business Registration Office - Hanoi Department of Planning and Investment for the Thang Long Transaction Office.

Granted the 9th amended branch operation registration certificate by the Business Registration Office - Ho Chi Minh City Department of Planning and Investment for the Ho Chi Minh City branch.

Issued certificates of eligibility for trading derivative securities and providing clearing and settlement services for derivative securities by the State Securities Commission.

Approved as a member for trading individual bonds and derivative securities by the Vietnam Securities Depository and Clearing Corporation.

Approved for online trading connection, remote trading of derivative securities market by the Hanoi Stock Exchange.

Granted certificates as a member for trading privately placed corporate bonds and clearing member for derivative securities by the Vietnam Securities Depository and Clearing Corporation.

FIELDS OF OPERATION

Saigon - Hanoi Securities Joint Stock Company is one of the leading securities companies in Vietnam financial market, operating in all areas of securities business including:



Brokerage

- **Services for listed securities:** open a trading account; execute securities trading orders (including put-through, board lot, odd lot transactions for listed/ unlisted stocks, bonds, and fund certificates...); buy the right to receive money from selling securities, transfer cash from trading accounts to bank accounts and vice versa; transfer cash among trading accounts; register to sell odd-lot stocks; register for stock options; manage cash accounts and margin accounts; transfer cash/stocks between these two accounts; auction services in various methods (direct auctions at SHS, at enterprises; or agent of the Stock Exchange); provide real-time stock quotes, auction schedules, and other services according to customer needs and within scope of SHS activities.
- **Services for derivative securities:** open a trading account; execute securities trading orders; transfer cash and other activities.
- **Securities trading tools/channels:** as direct trading on an exchange; place orders through brokers; voice ip phone system; website; mobile; or SHTrading app ...

Depository and stock management

- **Depository service:** including, but not limited to, deposit/withdraw securities, custody and re-custody securities; exercise rights; securities transfer and settlement; giving and inheriting securities; blockade and release securities.
- **Stock management service:** tracking and managing transfers; exercising rights for shareholders and bondholders; reporting on securities management, securities transfer and securities owners...

Securities investment

- **Portfolio diversification:** including listed and unlisted stocks, bonds, fund certificates, etc. in different sectors and industries.
- **SHS' portfolio** includes firms with high-quality assets, high growth potential and attractive profitability.

Analysis and Investment Advisory

- **Investment consulting products:** research reports such as macro analysis reports, market commentary, industry analysis reports, company analysis reports, investment recommendations...
- **Investment advisory services:** through various channels such as newsletters, analytical reports in the media or sent directly to investors, investment promotion seminar, company visit...

Financial advisory & underwriting

- **Financial advisory services:** equity issuance agency (private and public), bond issuance agency, listing consulting, equitization, business transformation, divestment and stock auction consulting, corporate restructuring, M&A, other consulting services (Annual General Meeting of Shareholders' organization, information disclosure, annual report, public company registration, UPCom trading registration, managing shareholders and raising capital...).
- **Auction consulting services:** in various methods such as direct auctions at SHS, at enterprises; or agent of the Stock Exchange...
- **Underwriting services:** firm commitment underwriting and best efforts underwriting for a variety of securities such as stocks and bonds...

Financial services

- **Financial services:** Cash advance from sale of securities, margin lending, investment advisory and third-parties' collateral management, coordinate with banks to support customers in securities trading.

MID-TERM AND LONG-TERM DEVELOPMENT STRATEGIES

GENERAL STRATEGY

To equally develop the traditional business activities of a multi-function securities company, in which brokerage and financial advisory services as core foundation.

Brokerage activity

Being in the Top 10 securities companies with the largest brokerage market share on both HOSE and HNX, enhancing the development of brokerage activities both in scale and quality, improving the quality of investment consulting activities and maintaining the stability of financial resources to meet the investors' needs.

Providing derivative trading services, improving the efficiency of capital use for Investors and Shareholders.

Financial advisory activity

SHS aims to provide investment banking services with top quality and high added value such as: capital arrangement, underwriting, M&A, corporate restructuring. Thereby, positioning SHS as one of the leading financial advisors and capital arrangers in the Vietnamese financial market.

Investment activity

Maintaining the investment portfolio with a focus on increasing the proportion of long-term investments in businesses of well-performing, strong fundamentals, working together to support the sustainable development of the firm. The short-term portfolio is constructed based on the general market trend and focus on risk management.

Treasury activity

The increase in equity serves as the basis for the diversification of treasury business cooperation channels, with the goal of spreading risks on the basis of financial autonomy.

Corporate governance

Completing the corporate governance model in line with the Company's strategic orientation, complying with current legal regulations and modern management practices.

NETWORK AND OPERATION AREA

OPERATING AREA: SHS has an operating area covering the whole country.

SUBSIDIARIES AND ASSOCIATES

SHS has no subsidiary or associate.



HEADQUARTERS

Address: 1-5 Floor, Unimex Hanoi Building, No. 41, Ngo Quyen Street, Hang Bai Ward, Hoan Kiem District, Hanoi
Tel: 84-24-38181 888
Fax: 84-24-38181 688
Email: contact@shs.com.vn
Website: www.shs.com.vn

HAI PHONG REPRESENTATIVE OFFICE

Address: 3rd Floor, DG Tower, No. 15 Tran Phu Road, Ngo Quyen Ward, Hai Phong City
Tel: 078 317 0939

THANG LONG TRANSACTION OFFICE

Address: 8th Floor, Thanh Loi 2 Building, No. 3, Le Dinh Ly, Vinh Trung, Thanh Khe, Da Nang City
Tel: 84-24-32696 666
Fax: 84-24- 32919 999
Email: contact-thanglong@shs.com.vn

DA NANG BRANCH

Address: 8th Floor, Thanh Loi 2 Building, No. 3, Le Dinh Ly, Vinh Trung, Thanh Khe, Da Nang City
Te;: 84-236-3525 777
Fax: 84-236-3525779
Email: contact-dn@shs.com.vn

HO CHI MINH CITY BRANCH

Address: 3rd Floor, Saigon Metropolitan Building, 235 Dong Khoi Street, Ben Nghe Ward, District 1, Ho Chi Minh City
Tel: 84-28-3945 1368
Fax: 84-28-3915 1369
Email: contact-hcm@shs.com.vn

ACHIEVEMENTS AND REWARDS

HONORS BY THE STATE AUTHORITIES

Hanoi People's Committee

- Merit certification for achievements in the movement of the Association of Small and Medium Enterprise from 2015 to 2019 and 2022.
- Merit certification for achievements in the 2017 payment to the State budget.
- Merit certification for achievements in the 2019 payment to the State Budget in Hanoi.
- Merit certificate for achievements in the emulation movement "Honoring entrepreneurs and enterprises in Thang Long" of the Association of Small and Medium Enterprises in 2021.
- Thang Long Cup 2022.

Hanoi Central Committee of the Vietnam Fatherland Front

- Merit certificate for actively campaigning to support the Fund "For Vietnam's Seas and Islands" in 2021.

Ministry of Planning and Investment

- Prominent Consultant for Equitisation and State Capital Divestment of SoEs in 2014-2015.
- Typical IPO Consultant in 2016-2017.
- Prestigious Securities Company in 2015.
- Outstanding M&A Consultant in 2017-2018 and 2019.

Ministry & Hanoi Department of Labor, invalid and social affairs

- Merit certificate for making many contributions to the protection and care of children in 2019.
- Merit certificate for contributions to children with special and difficult circumstances in Hanoi in 2020.

Hanoi Department of Industry and Trade

- Emulation flag for the unit of Excellence in the emulation movement 2020 and 2021.

Institute of Economics and Culture

- Top 10 Gold Quality Services– Award for Securities Brokerage Service in 2020.

State Securities Committee

- Merit certificate for contribution to the development of the SSC in the period of 1996-2016 and 2017.



Vietnam Stock Exchange	• Top 10 Outstanding member in 2022.
Hanoi Stock Exchange	• Outstanding securities companies in the period 2005-2015 and 2015-2020. • Best listed company implementing corporate governance in 2016-2017. • Best listed company implementing corporate governance in 2022-2023.
Ho Chi Minh Stock Exchange & Dau tu Newspaper	• Outstanding securities companies in the period 2017-2020. • Top 50 Best Annual reports awarded in 2013, 2016, 2017. • Top 30 Best Annual reports and Top 20 Best Governance report of the medium-cap group awarded in 2018. • Top 10 Best Annual reports of the medium-cap group awarded in 2019-2022. • Top 10 Best Annual reports in the financial sector awarded in 2023.
Vietnam Securities Depository and Clearing Corporation	• Outstanding member in the securities depository activities in 2016, 2017, 2023. • Typical members in payment activities in 2018 to 2020 and 2022.

HONORS BY OTHER ENTITIES

Dien Bien People's Committee	• Merit certificate for Outstanding Achievements in the 'Warm Shelter, Social Welfare' Program in 2022 in Dien Bien Province.
Intellectual property of Vietnam	• Top 50 famous brand in 2018. • Top 20 famous brand in 2020.
Vietnam Association of Commerce and Industry	• Top 100 Enterprises with Good Management Capacity Index from 2016 to 2018. • Best Financial Management Capability Index of Vietnam Securities Industry in 2018. • Merit certificate for Outstanding Achievements in Community Business Development Activities in 2022 and 2023
Vietnam Association for the development of corporate culture	• Merit Certificate for actively responding to the Campaign "Building Vietnamese Corporate Culture" launched by The Prime Minister in the 2016 – 2021 period.
Asia Pacific Enterprise Awards (APEA)	• Best Enterprise in Asia in 2021.
Vietnam assessment report JSC (Vietnam Report)	• Top 50 most prestigious and effective public companies of the year and No. 1 in the Securities Industry in 2021. • Top 500 Largest Private Enterprises in Vietnam in 2021.
Vietstock Financial & Securities information portal	• TOP 15 Outstanding listed companies meeting the Standard of Information Disclosure in the mid-cap group – IR Award 2023.

BASIC INDICATORS (KPIs)

BALANCE SHEET ITEMS

(Unit: VND billion)

	2019	2020	2021	2022	2023
Total assets	6,072.7	6,929.7	10,910.9	10,899.6	11,457.2
Liabilities	3,380.4	3,703.4	4,855.3	1,463.7	1,193.7
Owners' equity	2,692.3	3,226.3	6,055.6	9,435.9	10,263.5
Charter capital	2,072.7	2,072.7	3,252.7	8,131.6	8,131.6
Outstanding share (shares)	207,268,201	207,268,201	325,265,027	813,156,748	813,156,748

INCOME STATEMENT

(Unit: VND billion)

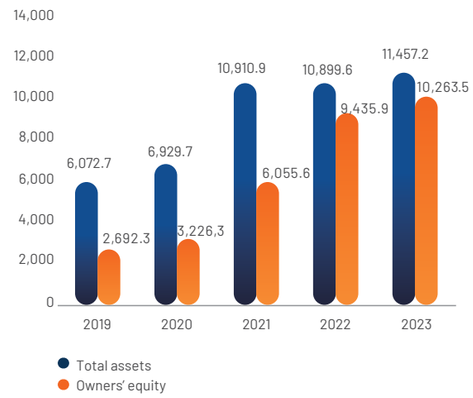
	2019	2020	2021	2022	2023
Total revenues and other income	1,072.4	1,808.5	2,899.8	1,547.7	1,464.8
Total expenses	760.4	869.6	1,146.9	1,350.3	780.6
Profit before tax	312.0	938.9	1,752.9	197.3	684.2
Profit after tax	254.6	754.3	1,396.3	162.2	559.3

OTHER RATIOS

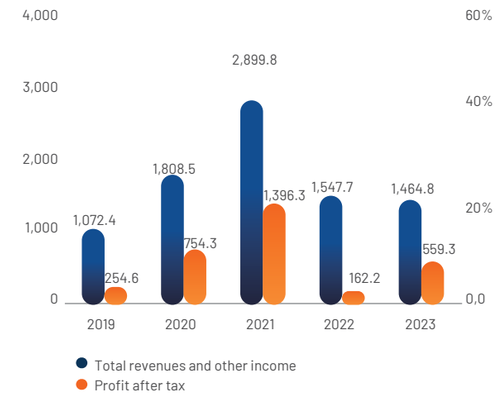
(Unit: VND billion)

	2019	2020	2021	2022	2023
Quick ratio	31.2%	18.2%	15.5%	76.2%	76.0%
Current ratio	177.5%	191.2%	257.8%	793.6%	1,016.1%
Return on Equity (ROE)	11.2%	25.5%	30.1%	2.1%	5.7%
Return on Assets (ROA)	4.7%	11.6%	15.7%	1.5%	5.0%
Capital adequacy ratio (CAR) at 12/31	338.4%	347.9%	386.6%	291.17%	491.96%
Book value per share (BV)	12,990	15,563	18,617	11,604	12,622
Basic earnings per share (EPS)	1,359	3,649	2,056	238	688
Price-to-earnings ratio (P/E)	5.7	6.9	8.7	35.1	27.5
Price-to-book value ratio (P/B)	0.6	1.6	2.7	0.7	1.5

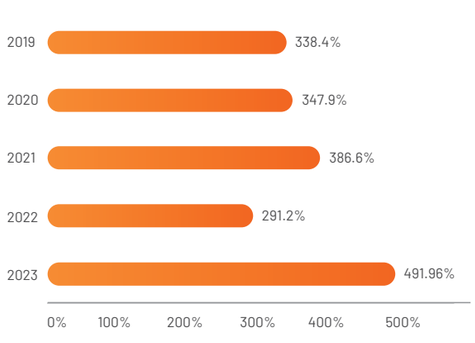
Total assets and Owners' equity growth (VND billion)



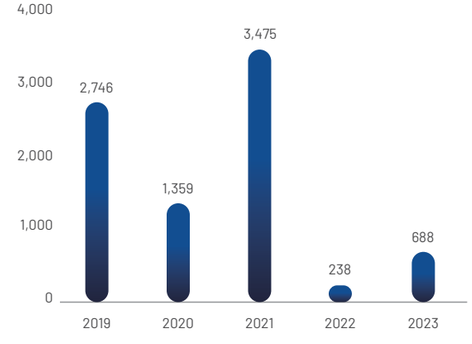
Revenues, net profit and net margin (VND billion)



Capital adequacy ratio as of December 31



Basic earnings per share (EPS) (VND/share)

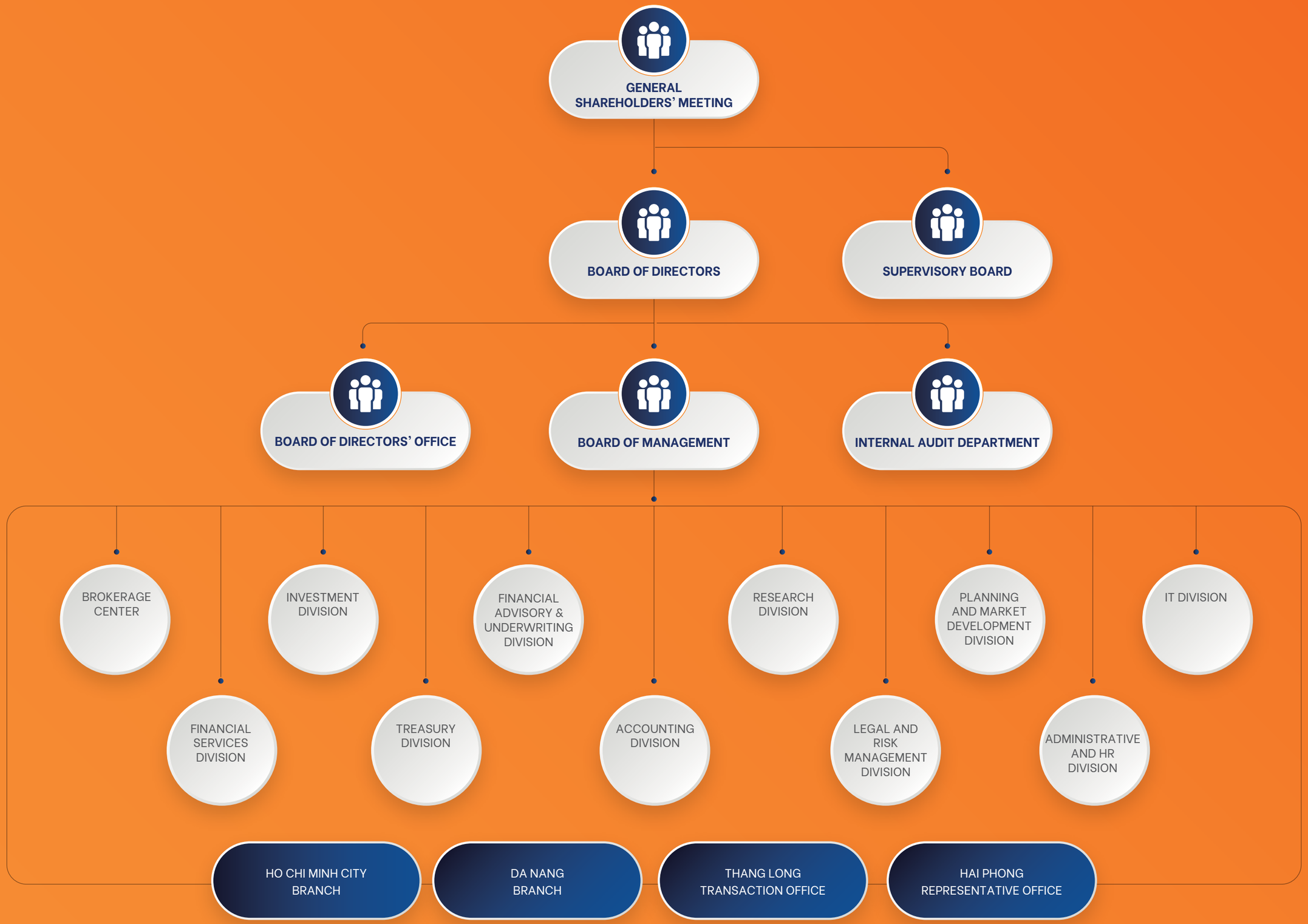


02

CORPORATE GOVERNANCE

- ORGANIZATION STRUCTURE
- KEY PERSONNEL
- BOARD OF DIRECTORS
- SUPERVISORY BOARD
- INTERNAL CONTROL, INTERNAL AUDIT AND RISK MANAGEMENT
- SALARY, BONUS, REMUNERATION AND OTHER BENEFITS
- EXECUTION OF REGULATIONS ON CORPORATE GOVERNANCE
- INFORMATION FOR SHAREHOLDERS

ORGANIZATION STRUCTURE



KEY PERSONNEL

BOARD OF DIRECTORS



Mr. DO QUANG VINH

Chairman of the BOD (non-independent and non-executive member of the BOD)
Appointment: 04/27/2022.
Date of Birth: 08/23/1989.
Education: Master in Finance & Management University of East Anglia, UK; Bachelor of Money, Banking and Finance - Middlesex University, UK
Ownership: 7,500,000 shares with voting rights (0.92%)
Working experiences: Many years of experience in the fields of Finance, Banking and Investment, and holding many senior management positions
Current positions:
- At listed companies:
  Vice Chairman – Deputy CEO – Director of Digital Banking Division, responsible for Marketing & Brand Development Division at Saigon-Hanoi Commercial Joint Stock Bank (SHB)
  Chairman – Saigon - Hanoi Securities Joint Stock Company (SHS)
  Chairman – Saigon - Hanoi Insurance Corporation (BHI)
- At unlisted companies:
  Chairman – BVIM Fund Management Joint Stock Company (BVIM)



Mr. LE DANG KHOA

BOD member (non-independent and non-executive member of the BOD)
Appointment: 03/22/2013; 04/26/2017 and 04/27/2022
Date of Birth: 08/18/1974.
Education: MBA – National Economics University; Bachelor of Accounting – Banking Academy
Ownership: 531,250 shares with voting rights (0.07%)
Working experiences: Expert in the fields of Business Administration, Finance, Securities, Banking, Insurance, Investment and Real Estate; many years of experiences in management, consulting at large financial institutions.
Current positions:
- At listed companies:
  Deputy CEO of Saigon - Hanoi Commercial Joint Stock Bank (SHB)
  BOD Member – Saigon - Hanoi Securities Joint Stock Company (SHS)
  BOD Member – Hanoi Textbook Printing Joint Stock Company (TPH)
  BOD Member – Saigon - Hanoi Insurance Corporation (BHI)
- At unlisted companies:
  Chairman – Lilama Land Joint Stock Company (LilamaLand)



Mr. VU DUC TIEN

BOD member – CEO (executive and non-independent member of the BOD)
Appointment:
09/15/2014; 04/26/2017 and 04/27/2022 for the position of member of the BOD
11/01/2014; 11/01/2017 and 11/01/2020 for the position of CEO
Date of Birth: 09/02/1973.
Education: Bachelor of Finance and Banking – Banking Academy; Bachelor of English – Hanoi University of Foreign Languages; Certificate of Financial Analysis – SSC
Ownership: 20,054,983 shares with voting rights (2.47%)
Working experiences: Many years of experience in the fields of Finance, Banking, Securities, Real Estate, Investment and Asset management
Current positions:
- At listed companies:
  BOD Member – CEO - Saigon - Hanoi Securities Joint Stock Company (SHS)
  Chairman – PetroVietnam Machinery - Technology Joint Stock Company (PVM)
  Vice Chairman – Thanh Hoa Petroleum Construction Joint Stock Company (PVH)
  BOD Member – Petroleum Logistic Service and Investment JSC (PLA)
  BOD Member – Saigon - Hanoi Insurance Corporation (BHI)
- At unlisted companies:
  BOD Member – Nha Trang Trade Tourism Joint Stock Company



Mrs. NGUYEN DIEU TRINH

BOD member (independent and non-executive member of the BOD)
Appointment: 01/03/2020 and 04/27/2022.
Date of Birth: 06/30/1979.
Education: Master in Banking & Finance – French-Vietnamese School of Management (CFVG)
Bachelor of Business Administration – National Economics University
Ownership: 337,500 shares with voting rights (0.04%)
Working experiences: Many years of experience in the fields of Finance, Accounting, Investment, Securities and Asset management.
Current positions:
- At listed companies:
  BOD Member – Saigon - Hanoi Securities Joint Stock Company (SHS)
  BOD Member – Vietnam National Aviation Insurance Corporation (AIC)
- At unlisted companies:
  BOD Member – Armephaco Military Medical Joint Stock Company Equipment



Mr. LUU DANH DUC

BOD Member (non-independent and non-executive member of the BOD)
Appointment: 04/27/2022.
Date of Birth: 07/26/1973.
Education: Master of Information Technology – International Francophone Institute – IFI (Institut de la Francophonie pour l'Informatique); Bachelor of Engineering in Information Technology, major in Business Law – Hanoi University of Science and Technology
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Senior expert, many years of experience in large domestic and foreign corporations in the field of Information Technology for Banking, Finance, Investment and Asset Management
Current positions:
- At listed companies:
  BOD Member – Saigon - Hanoi Securities Joint Stock Company (SHS)
  Deputy CEO of Saigon - Hanoi Commercial Joint Stock Bank (SHB)
  BOD Member – Saigon - Hanoi Insurance Corporation (BHI)
- At unlisted companies:
  Head of Information Technology Department – T&T Group

CHANGES OF BOARD OF DIRECTORS IN 2023: None
INFORMATION ABOUT BOARD OF DIRECTORS
- The Board of Directors has 05 members, including the Chairman, 03 non-executive members, and 01 executive member cum CEO. The number of members remained unchanged.
- Chairman of the BOD (Non-executive): Mr. Do Quang Vinh.
- Independent member of the BOD (Non-executive): Mrs. Nguyen Dieu Trinh.
- Executive member of the BOD: Mr. Vu Duc Tien.

KEY PERSONNEL

SUPERVISORY BOARD



Mrs. PHAM THI BICH HONG

Head of the Supervisory Board (in charge member of the SB)
Appointment: 01/15/2008, 04/06/2012; 04/26/2017 and 04/27/2022
Date of Birth: 02/08/1968.
Education: Bachelor of Finance and Accounting – Thuong Mai University; Securities Brokerage Practice Certificate – SSC
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Finance, Accounting, Auditing, Banking and Securities
Current positions:
- At listed companies:
  Head of Supervisory Board – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies: None.



Mr. VU DUC TRUNG

SB Member (non-in charge member of the SB)
Appointment: 01/15/2008, 04/06/2012; 04/26/2017 and 04/27/2022
Date of Birth: 12/25/1980.
Education: MBA – Edith Cowan University - Australiap; Bachelor of Auditing – National Economics University; Certificate of Auditor – Vietnam Association of Certified Public Accountants; Certificate of Fund Management - SSC
Ownership: 2,664,100 shares with voting rights (0.33%)
Working experiences: Many years of experience in the fields of Auditing, Commerce, Manufacturing and Securities
Current positions:
- At listed companies:
  Member of Supervisory Board – Saigon - Hanoi Securities Joint Stock Company (SHS)
  BOD Member – Thang Long Joint Stock Corporation (TLG)
  BOD Member, Deputy CEO – Saigon - Hanoi Insurance Corporation (BHI)
- At unlisted companies:
  BOD Member - BVIM Fund Management Joint Stock Company (BVIM)
  BOD Member – Vietnam National Vegetable, Fruit And Agricultural Product Corporation Joint Stock Company (Vegetexco)
  BOD Member – International Investment and Financial Advisory Joint Stock Company



Mrs. LUONG THI LUU

SB Member (non-in charge member of the SB)
Appointment: 04/27/2015; 04/26/2017 and 04/27/2022
Date of Birth: 11/09/1983.
Education: Master in Finance & Banking – National Economics University; Bachelor of General Accounting and Insurance Economics – National Economics University
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Commerce, Manufacturing, Securities, Finance and Accounting
Current positions:
- At listed companies:
  Member of Supervisory Board – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies:
  Member of Supervisory Board – Tan Mai Service and Trade Production Joint Stock Company
  Member of Supervisory Board – Tam Son Construction and Investment Joint Stock Company
  Chief Accountant – T&T Land Hai Duong Limited Company

CHANGES OF SUPERVISORY BOARD IN 2023
- Appointment: None.
- Dismissal: None.

BOARD OF MANAGEMENT



Mr. VU DUC TIEN

BOD Member – CEO
Appointment, reappointment:
09/15/2014; 04/26/2017 and 04/27/2022 for the position of member of the BOD 11/01/2014; 11/01/2017 and 11/01/2020 for the position of CEO
Resigned from the position of CEO on 03/25/2024
Other information:
(please see the BOD section)



Mr. NGUYEN CHI THANH

Deputy CEO
Head of Hai Phong Representative Office
Appointment, reappointment:
Appointed as CEO on 03/25/2024
05/05/2014; 05/05/2017; 05/05/2020 and 05/05/2023 for the position of Deputy CEO
09/18/2020 for the position of Head of Hai Phong Representative Office
Date of Birth: 11/13/1980.
Education: MBA – Boston University (USA); Bachelor of International Economics – Foreign Trade University; Certificate of Fund Management - SSC
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Project management, Securities, Finance, Investment and Asset management
Current positions:
- At listed companies:
  Deputy CEO – Saigon - Hanoi Securities Joint Stock Company (SHS)
  Head of Hai Phong Representative Office – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies: None.



Mrs. TRAN THI THU THANH

Deputy CEO
Appointment, reappointment: 08/01/2018 and 08/01/2021
Date of Birth: 04/08/1975.
Education: Bachelor of Finance & Banking – Banking Academy; Bachelor of English – University of Foreign Language Education; Certificate of Fund Management - SSC
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Banking and Securities
Current positions:
- At listed companies:
  Deputy CEO – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies: None.

KEY PERSONNEL

BOARD OF MANAGEMENT



Mr. TRAN SY TIEN

Deputy CEO – Chief Accountant
Appointment, reappointment:
04/16/2014; 04/16/2017; 04/16/2020 and 04/16/2023 for the position of Deputy CEO
09/20/2011 for the position of Chief Accountant
Date of Birth: 05/06/1973.
Education: Bachelor of Finance & Banking – National Economics University
Bachelor of Credit – Banking Academy; Certificate of Financial Analysis – SSC
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Banking, Securities, Finance & Accounting, Investment, Asset Management and Treasury
Current positions:
- At listed companies:
  Deputy CEO – Chief Accountant – Saigon - Hanoi Securities Joint Stock Company (SHS)
  BOD Member – Vietnam National Aviation Insurance Corporation (AIC)
- At unlisted companies: None



Mrs. TRAN PHUOC HA NHI

Director of Da Nang Branch
Appointment, reappointment: 08/09/2011.
Date of Birth: 03/29/1982.
Education: MBA – Columbia Southern University; Bachelor of Accounting – Da Nang University of Economics; Securities Brokerage Practice Certificate – SSC
Ownership: 49 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Securities, Finance, Investment and Management
Current positions:
- At listed companies:
  Director of Da Nang Branch – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies: None.



Mrs. LE NGOC QUANG THANH

Director of Ho Chi Minh City Branch
Appointment: 09/06/2022.
Date of Birth: 07/24/1982.
Education: Bachelor of Accounting - University of Economics Ho Chi Minh City; Certificate of Financial Analysis – SSC
Ownership: 0 shares with voting rights (0.00%)
Working experiences: Many years of experience in the fields of Securities, Finance, Investment and Management
Current positions:
- At listed companies:
  Director of Ho Chi Minh City Branch – Saigon - Hanoi Securities Joint Stock Company (SHS)
- At unlisted companies: None.

CHANGES OF BOARD OF MANAGEMENT IN 2023
- Reappointed Mr. Tran Sy Tien as Deputy CEO from 04/16/2023; Reappointed Mr. Nguyen Chi Thanh as Deputy CEO from 05/05/2023.
- Dismissal: None.

BOARD OF DIRECTORS

MEMBERS OF THE BOARD OF DIRECTORS

No.	Full name	Position	Role	Term	Start date
1	Mr. Do Quang Vinh	Chairman of the BOD	Non-independent Non-executive	2022-2027	04/27/2022
2	Mr. Le Dang Khoa	Member of the BOD	Non-independent Non-executive	2022-2027	03/22/2013
3	Mr. Vu Duc Tien	Member of the BOD & CEO	Non-independent Executive	2022-2027	09/10/2014
4	Mrs. Nguyen Dieu Trinh	Member of the BOD	Independent Non-executive	2022-2027	01/03/2020
5	Mr. Luu Danh Duc	Member of the BOD	Non-independent Non-executive	2022-2027	04/27/2022

(Please refer to the Key personnel section for information of members of the Board of Directors)

SUB-COMMITTEES OF THE BOARD OF DIRECTORS

The Sub-committees of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company operate according to specific assigned tasks outlined in the decision of the Board of Directors on 04/27/2022 as follows:

No.	Sub-committee	Person in charge	Head of sub-committee	Responsibilities
1.	General Governance	1. Mr. Do Quang Vinh – Chairman of the BOD 2. Mr. Vu Duc Tien – Member of the BOD and CEO	Mr. Do Quang Vinh – Chairman of the BOD	Governing and supervising management activities; seeking and introducing resources to support business activities of the Company and the Board of Management's operations; ensuring compliance with legal regulations and governance practices.
2.	Development Policy	1. Mr. Do Quang Vinh – Chairman of the BOD 2. Mr. Vu Duc Tien – Member of the BOD and CEO 3. Mrs. Nguyen Dieu Trinh – Independent member of the BOD	Mr. Vu Duc Tien – Member of the BOD and CEO	Developing and planning long-term and short-term strategies; making reports and proposing solutions to the Board of Directors and the CEO to handle if necessary. Indentifying, evaluating and verifying the current status of the Company and enterprises that SHS invests and cooperates with. Determining SHS' key activities and evaluating short-term and long-term performance of SHS' activities. Developing and proposing management and operational directions for the management level of the Company.

No.	Sub-committee	Person in charge	Head of sub-committee	Responsibilities
3.	HR, Remuneration and System Administration	1. Mr. Vu Duc Tien – Member of the BOD and CEO 2. Mrs. Nguyen Dieu Trinh – Independent member of the BOD 3. Mr. Le Dang Khoa – Member of the BOD	Mr. Le Dang Khoa – Member of the BOD	Developing the mechanism of salaries, bonuses and remuneration according to standards and actual business activities; monitoring the Board of Management on implementing and measuring the efficiency; making reports and proposing solutions to the Board of Directors and the CEO to handle if necessary.
4.	Accounting and Finance, Risk Management and Internal Audit	1. Mrs. Nguyen Dieu Trinh – Independent member of the BOD 2. Mr. Le Dang Khoa – Member of the BOD	Mrs. Nguyen Dieu Trinh – Independent member of the BOD	Examining the risk management system and the internal auditing process; conducting internal inspections of the Company's activities on a regular and irregular basis without disrupting the operations; making reports and proposing solutions for the Board of Directors and to CEO to handle if necessary. Examining the Company's activities related to financial management; budgeting; financial risk; investment project appraisal; trading stocks, bonds, other types of assets; consulting services; underwriting and offering. Examining financial plans, business plans and reports related to the financial position of the Company. Examining financial resources at the Company's divisions. Examining and supporting the Accounting Division in the management of cash flows, capital sources and capital mobilization. Managing the Internal Audit Department under the Board of Directors.
5.	Technology, Services, Products, Communi-cations and Branding	1. Mr. Do Quang Vinh – Chairman of the BOD 2. Mr. Luu Danh Duc – Member of the BOD	Mr. Luu Danh Duc – Member of the BOD	Supervising, consulting, researching and proposing to build, exploit and develop the information technology system, digital technology and transaction applications; developing services, products, communication activities and branding of SHS; making reports and proposing solutions for the Board of Directors and CEO to handle if necessary. Determining IT strategy and "digital transformation" plan for the Company; working with divisions to implement the plan; building a management system based on business management software.

- The sub-committee's activities are based on the responsibility, integrity, self-discipline and must comply with the provisions of the Board of Directors, legal regulations and the Company's Charter. Resolutions of the subcommittee will only take effect when a majority of members attend and vote for approval at the meeting of the subcommittee.
- Implementing decisions of the Board of Directors or of the sub-committees of the Board of Directors must be in accordance with current legal regulations, the Company's Charter and internal corporate governance regulations.
- The members in charge of the assigned sub-committees must update the Company's operations on the basis of document, data and reports from the Supervisory Board, the Board of Management and the Internal Audit Department, then report to all members of the Board of Directors to jointly take measures to handle, orient and support the Board of Management to find appropriate solutions, especially in times of greatly volatile market and when the economy is affected by many policies.

MEETINGS OF SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

No.	Sub-committee	Number of meetings	Meeting content	Meeting result
1.	General Governance	04	Building a strategic direction for the Company's development to submit to the General Meeting of Shareholders for approval and implement in accordance with the resolution of the General Meeting of Shareholders. Building and deploying activities of the Board of Directors, assigning tasks and overseeing activities of the Board of Directors' members and the sub-committees under the Board of Directors. Building and deploying activities under the direction and supervision of the Board of Directors for the Board of Management; determining the role and limits of authority of the Board of Directors to the Company's business activities and to the Board of Management.	Building and implementing specific and detailed strategies for business activities; actively exploiting opportunities; promoting the Company's advantages to gain a high position in the market, achieve business efficiency and achieve and exceed the set business plan. Controlling, guiding and supporting the Board of Management in the governance and managegent of SHS' activities.
2.	Development Policy	04	Building and implementing policies to develop the Company's business activities, focusing on brokerage, treasury, investment, financial advisory and underwriting by exploiting the Company's strengths and taking advantages of macroeconomic policies and the uptrend of the market.	
3.	HR, Remuneration and System Administration	04	Reviewing and improving the Company's salary, bonus, welfare and training policies in order to maximize human resources. Considering the scale adjustment of recruitment and training for certain positions to ensure smooth and efficient operation of the system.	Ensuring that the personnel is competent, experienced and aligned with SHS' development philosophy; utilizing human advantages, ensuring that income and profit created by a single SHS' officer are higher or at least equivalent to those in the top securities companies.
4.	Accounting and Finance, Risk Management and Internal Audit	04	Developing, adjusting and implementing the risk management plan and internal audit on the regular and irregular basis; setting up and operating the risk management system in accordance with SHS' business operation conditions; examining suitability and compliance with policies as well as risk appetite and risk limits.	Regularly and irregularly inspecting, monitoring and handling 6 types of significant risks according to the regulations of the State Securities Commission; ensuring that the entire system's operation is in compliance with legal regulations, financial safety and sustainable efficiency.
			Examining the compliance and suitability of the financial accounting system and the financial statements prepared by the Board of Management and the auditor. Examining the internal control system as well as the system of internal regulations, procedures and policies to ensure that the system is in compliance with legal regulations and operates in a synchronized and consistent manner.	Ensuring that the financial statements are prepared in accordance with legal regulations and disclosed in a full, timely, transparent and compliant manner. Ensuring that the Company's business activities have complete, detailed, clear and feasible guidelines.

No.	Sub-committee	Number of meetings	Meeting content	Meeting result
5.	Technology, Services, Products, Communications and Branding	04	Consulting and supporting to find service providers and senior personnel; coordinating with the Board of Management in building and implementing strategies and action plans to develop activities of technology, services, products, communications and branding; tracking and managing assets; promoting communication for new products and services. In 2023, special attention was given to investing in the digital technology: investing in and deploying a derivative securities trading system; upgrading the software system of the stock and bond trading and custody, finance and accounting, transaction management of insiders and related parties.	Building and implementing specific and detailed strategies for technology, communication, services and products activities; actively exploiting opportunities, promoting the Company's advantages to gain a competitive position in the market, achieve business efficiency and achieve and exceed the set business plan. Controlling, guiding and supporting the Board of Management in the governance and management of SHS' activities mentioned above.

ASSESSING ACTIVITIES OF SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

In 2023, due to SHS' development scale, the sub-committees and their members further strengthened their activities at SHS, as assigned tasks to enhance the effectiveness of governance and oversight by the Board of Directors. The sub-committees continued to fulfill their tasks and responsibilities well; provide good guidance, direction and advice to the Board of Management, but without deep involvement in the Company's business operations or the divisions' activities. The Board of Management proactively leveraged its role as the management body and took responsibility for the Company's activities in accordance with legal regulations.

Through the activities of the sub-committees of the Board of Directors, critical issues arising within each area of the Company are discussed and exchanged; and consensus is reached on the direction of resolution. The sub-committees under the Board of Directors also play a crucial role in advising the Board of Directors on issuing important decisions that impact the overall operations of the Company.

The business activities that the Board of Directors paid special attentions to are: stock investment, capital mobilization, treasury, financial advisory, margin lending and bond trading activities. With these activities, the throughout tasks of the sub-committees in 2023 and the following years are to strengthen its meetings, discussion, examination; review the financial situation, operation, operation management; and regularly update any changes, reporting to the Board of Directors to have appropriate handling plans and solutions, mitigating the risks while ensuring the operation is proactive and flexible under the control of the Board of Management within its permitted framework.

The Board of Directors prioritizes investment in Digital Technology: investmenting in and deploying a derivative securities trading system; upgrading the trading and depository software systems for stock and bond, financial accounting, internal transaction management software and related parties.

The Board of Directors focuses on developing and implementing specific and detailed strategies for technology, communication, services and products in each phase; actively leverages SHS' advantages in capital and partner networks to seize opportunities, gain a competitive position in the market, achieve business efficiency and surpass set targets.

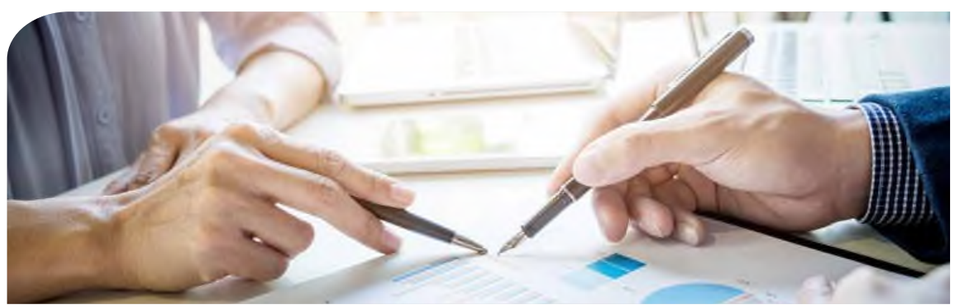
DEPARTMENTS AND INDIVIDUALS SUPPORTING THE BOARD OF DIRECTORS

The Board of Directors' Office

The Board of Directors' Office plays the role of the Secretariat, advisor to the Board of Directors and manages shareholder records, carrying out tasks as directed by the Board of Directors and the Chairman of the Board of Directors.

In 2023, the tasks of the Board of Directors' Office focused on the following activities:

- Organizing the General Meeting of Shareholders, meetings and business trips of the Board of Directors and the Supervisory Board;
- Acting as the focal point for reviewing and drafting documents related to the General Meeting of Shareholders, documents, regulations, procedures, reports, etc., under the authority of the General Meeting of Shareholders and the Board of Directors for issuance;
- Establishing a storage system and managing records, documents under the authority of the General Meeting of Shareholders, the Board of Directors, the Supervisory Board, the CEO and the Board of Directors' Office; providing information for departments and units to access and implement;
- Acting as the focal point for listing and depositing shares;
- Monitoring the Company's shareholder records, dividend payments, share ownership certificates for unregistered shareholders; supporting shareholders in legal procedures related to transferring, gifting and inheriting SHS shares;
- Drafting reports such as shareholder structure report, periodic governance report, remuneration report, activity reports of the Board of Directors and the Board of Directors' Office, reports under the authority of the General Meeting of Shareholders, the Board of Directors and the Board of Directors' Office for issuance, including financial reports, annual report, and sustainable development reports, etc.;
- Managing information and data of partners, customers, etc. under the authority of the General Meeting of Shareholders and the Board of Directors; managing the shareholder list and shareholder data;
- Acting as the focal point to compile information about major shareholders, internal and related parties, company governance information and providing information for divisions and units, for compliance and reporting to State Management Agencies as required;
- Legal compliance: reviewing, ensuring compliance with standards, laws and the Company's Charter of documents before and after submission to the General Meeting of Shareholders and the Board of Directors for signature and issuance; proposing amendments, additions, adjustments and issuance;
- Ensuring physical infrastructure, working conditions for the Board of Directors, the Supervisory Board and staff of the Board of Directors' office.



Internal Audit Department

- Performing internal audits of the Company's management and business activities.
- Requesting and making proposals towards thoroughly resolving the Company's shortcomings and risks, contributing to the improvement of the Company's business operation quality.
- Sending reports on internal audit activities at the request of the Board of Directors and State Management Agencies.

Person in charge of Corporate Governance

In 2023, the Person in charge of Corporate Governance of the Company implemented tasks in accordance with legal regulations, the Company's Charter and assignments from the Board of Directors, including:

- Advising the Board of Directors in organizing the 2023 General Meeting of Shareholders in accordance with regulations and related works between the Company and shareholders.
- Preparing meetings of the Board of Directors, Supervisory Board and General Meeting of Shareholders at the request of the Board of Directors and Supervisory Board.
- Advising on procedures of meetings.
- Attending meetings.
- Advising on procedures for making resolutions or decisions of the Board of Directors in accordance with legal regulations.
- Providing financial information, copies of meeting minutes and other information to members of the Board of Directors and the Supervisory Board.
- Monitoring and reporting to the Board of Directors on the Company's information disclosure activities, major shareholders, insiders and related parties of the entities.
- Drafting and reviewing the appropriateness, accuracy of information and format of documents under the authority of the General Meeting of Shareholders, the Board of Directors and the Board of Directors' Office, including: Charter; regulations; procedures; reports on shareholders, shares, stocks; periodic management reports; content related to General Meeting of Shareholders; insiders in financial reports, annual reports and sustainable development reports, etc.
- Ensuring information security in accordance with legal regulations and the Company's Charter.

Company Secretary Person in charge of Investor Relations and Corporate Governance

Mrs. Doan Thi Nhu Quynh - Deputy Chief of the Board of Directors' Office

- Education: Bachelor of Diplomatic Academy of Vietnam
- Working experiences: 14 years of experience in finance, banking, securities.
- Tel: 024.38.181.888 (312)
- Email: quynh.dtn@shs.com.vn

ACTIVITIES OF THE BOARD OF DIRECTORS IN 2023

In 2023, the Company's operations responded positively to the recovery and active growth of the macroeconomic environment. The Board of Directors recognized numerous opportunities and favorable changes for the Company's business activities within the context of macroeconomic brightness such as: a decrease in inflation; recovery and development across various sectors including services, manufacturing, agriculture, industry, exports, public investment, finance and banking; the stable macroeconomic conditions; reduced deposit interest rates, made the stock market more attractive; policies supporting economic recovery and development have gradually shifted the market's risk-opportunity balance towards the positive side.

The Board of Directors continued to focus on monitoring and directing the comprehensive development of SHS' business activities to enhance risk management; identifying and realizing new investment opportunities and enhancing the Company's competitive capacity based on existing internal strengths.

- The Board of Directors assigned members with expertise in economics, finance and investment to participate in the Investment Council and closely monitor the Company's proprietary trading activities to provide appropriate evaluations of major investments, mitigate risks and seize opportunities.
- The Board of Directors directed and monitored the Board of Management to implement the resolutions of the Board of Directors and the General Meeting of Shareholders.
- The Board of Directors provided guidance and oversight to the Board of Management in implementing and regularly reporting on the core business activities, including: financial advisory and underwriting; equity advisory for corporate privatization, capital reduction, stock offerings, listing; brokerage activities and proprietary trading activities. Ensuring business activities comply with legal regulations, improving efficiency while strengthening risk management and financial safety.
- The Board of Directors strengthened oversight of financial advisory activities, financial services, cost controls, risk management, inventory structure and non-performing loans. Members of the Board of Directors responsible for risk and financial management met monthly or quarterly with the CEO and Head of the Supervisory Board to discuss issues and propose solutions.
- The Board of Directors supervised the timely completion, submission and publication of critical reports, including: activity reports, prudential ratio statement, financial statements, annual reports, shareholder structure reports and other documents on information disclosure within its jurisdiction.
- The Board of Directors monitored compliance with anti-money laundering regulations, restricted lending to and borrowing from major shareholders, internal parties and related parties.
- The Board of Directors oriented and supervised the Board of Management in implementing business activities with the objective of sustainable development with five criteria: stable growth, sustainable corporate culture, corporate governance, environmental protection and social responsibility.
- The Board of Directors deployed market development, marketing and technology solutions through the Technology, Service, Products, Communications and Brand Subcommittee, in coordination with the Board of Management and relevant divisions.
- The Board of Directors reviewed and approved high-level management personnel structure issues, salary and personnel structure matters within its jurisdiction.
- The Board of Directors directed the Board of Management, the Board of Directors' Office and relevant divisions to review and propose adjustments, supplements to the Company's organizational structure (based on reference to modern and efficient organizational models); internal management regulations, statutes and documents under the jurisdiction of the General Meeting of Shareholders, the Board of Directors and the Supervisory for approval and publication, ensuring compliance with legal changes and operational realities at SHS.
- The Board of Directors directed and monitored the organization of the Annual General Meeting of Shareholders held on 04/28/2023, through a hybrid online and physical format at 1 Nguyen Tri Phuong, Ba Dinh, Hanoi and via the online streaming channel http://dhcd.shs.com.vn, in compliance with current legal regulations and ensuring safety and suitability for the Company's business and governance activities.
- The Board of Directors conducted thorough assessments and decisions on issues related to bond and equity investment activities.
- The Board of Directors issued 01 resolution and approved numerous documents, including: charter, statutes, regulations, minutes, instructions, reports, decisions and proposals on various critical issues of the Company, serving as a basis and direction for the Board of Management and SHS' divisions to carry out their tasks.
- The Board of Directors conducted 18 formal, quarterly and irregular meetings. Additionally, there were numerous meetings between the Chairman of the Board of Directors and members of the Board of Management, the Board of Supervisory and the Internal Audit Department to discuss and approve strategic direction issues of the Company and decisions within the Board of Directors' jurisdiction, such as: assessing and approving loan proposals; determining credit limits for individuals and credit institutions; formulating content for the Annual General Meeting of Shareholders and subsequent implementation plans; diversifying products and services: implementing derivatives trading activities; considering and approving the Company's strategic investment items.
- The Board of Directors focused on expanding and increasing market share of brokerage activities while ensuring capital safety of investors and the Company; prioritized the effectiveness and quality of brokerage activities; researched and developed multiple brokerage products to meet investors' needs; ensured legal compliance and emphasized investment in infrastructure and information technology platforms to support account management, brokerage, securities trading and depository services.

MEETINGS OF THE BOARD OF DIRECTORS

In 2023, the Board of Directors organized 18 formal meetings, including regular quarterly meetings and special/ad hoc meetings to discuss and approve matters within its authority; convened and participated in the 2023 Annual General Meeting of Shareholders with the role of presiding over the meeting:

No.	Member	Number of meetings	Attendance rate
1	Mr. Do Quang Vinh	18	100%
2	Mr. Le Dang Khoa	18	100%
3	Mr. Vu Duc Tien	18	100%
4	Mrs. Nguyen Dieu Trinh	18	100%
5	Mr. Luu Danh Duc	18	100%

DOCUMENTS APPROVED BY THE BOARD OF DIRECTORS

In 2023, the Board of Directors approved 1 resolution and 28 decisions as follows:

No.	Number	Date	Details
I	**Resolution**		
1	01-2023/NQ-HĐQT	03/02/2023	Creating a list of shareholders and organizing the 2023 Annual General Meeting of Shareholders
II	**Decision**		
1	01-2023/QĐ-HĐQT	01/03/2023	Issuing regulations on risk management system
2	02-2023/QĐ-HĐQT	01/16/2023	Borrowing funds within the credit limit from Saigon - Hanoi Commercial Joint Stock Bank (SHB) - Hang Trong Branch
3	03-2023/QĐ-HĐQT	02/27/2023	Issuing SHS' regulations on information disclosure
4	04-2023/QĐ-HĐQT	03/02/2023	Establishing the organizing board for the 2023 Annual General Meeting of Shareholders
5	05-2023/QĐ-HĐQT	03/02/2023	Granting decision-making authority in accordance with the duties of the CEO
6	06-2023/QĐ-HĐQT	03/02/2023	Amending the organizational structure of the Investment Council
7	07-2023/QĐ-HĐQT	03/21/2023	SHS provided divestment advisory services to PetroVietnam Machinery - Technology Joint Stock Company (PVM)
8	08-2023/QĐ-HĐQT	03/22/2023	Remuneration for the Board of Directors and the Supervisory Board in 2023
9	09-2023/QĐ-HĐQT	04/05/2023	Establishing the shareholder qualification verification committee for the 2023 Annual General Meeting of Shareholders
10	10-2023/QĐ-HĐQT	04/05/2023	Approving projected personnel and documentation for the 2023 Annual General Meeting of Shareholders
11	11-2023/QĐ-HĐQT	04/05/2023	Approving the contents submitted to the General Meeting of Shareholders for approval
12	12-2023/QĐ-HĐQT	05/05/2023	Continuously appointing Mr. Tran Sy Tien as Deputy CEO of SHS
13	13-2023/QĐ-HĐQT	05/05/2023	Continuously appointing Mr. Nguyen Chi Thanh as Deputy CEO of SHS
14	14-2023/QĐ-HĐQT	05/15/2023	Providing advisory services to Saigon - Hanoi Insurance Corporation (BSH)
15	15-2023/QĐ-HĐQT	06/09/2023	Divesting from enterprises
16	16-2023/QĐ-HĐQT	06/01/2023	Appointing personnel
17	17-2023/QĐ-HĐQT	06/14/2023	Borrowing funds within the credit limit from Ocean Commercial One Member Limited Liability Bank (OceanBank) - Hanoi Branch
18	18-2023/QĐ-HĐQT	08/14/2023	Borrowing funds within the credit limit from Vietnam Prosperity Joint Stock Commercial Bank (VPBank)
19	19-2023/QĐ-HĐQT	08/23/2023	Signing advisory contract with Saigon - Hanoi Insurance Corporation (BSH)
20	20-2023/QĐ-HĐQT	07/17/2023	Borrowing funds from Indovina Limited Liability Bank (IVB)
21	21-2023/QĐ-HĐQT	09/20/2023	Borrowing funds from Vietnam Prosperity Joint Stock Commercial Bank (VPBank)
22	22-2023/QĐ-HĐQT	09/28/2023	Borrowing funds within the credit limit from Tien Phong Commercial Joint Stock Bank (TPBank)
23	23-2023/QĐ-HĐQT	10/04/2023	Agreement with Saigon - Hanoi Commercial Joint Stock Bank (SHB) on data provision
24	24-2023/QĐ-HĐQT	10/23/2023	Borrowing funds within the credit limit from Saigon - Hanoi Commercial Joint Stock Bank (SHB) - Dong Do Branch
25	25-2023/QĐ-HĐQT	10/23/2023	Borrowing funds within the credit limit from Bac A Commercial Joint Stock Bank
26	26-2023/QĐ-HĐQT	11/02/2023	Borrowing funds within the credit limit from Saigon - Hanoi Commercial Joint Stock Bank (SHB) - Dong Do Branch
27	27-2023/QĐ-HĐQT	11/30/2023	Borrowing funds within the credit limit from National Citizen Commercial Joint Stock Bank (NCB)
28	28-2023/QĐ-HĐQT	12/25/2023	Providing bond advisory services to Saigon - Hanoi Commercial Joint Stock Bank (SHB)

Activities of the independent members of the Board of Directors

In the Board of Directors structure, 1/5 of the members are independent (Mrs. Nguyen Dieu Trinh). Mrs. Nguyen Dieu Trinh has many years of experience in finance, accounting, investment, securities, asset management and deep knowledge of SHS and its core business activities, organizational structure and company governance.

In 2023, the independent member of the Board of Directors of SHS actively participated, collaborated and took a proactive role in the governance, supervision and direction of the Company's business activities; utilized her extensive professional knowledge, expertise and years of experience in their field to advise, recommend and propose to the Board of Directors and the Board of Management to implement the Company's activities.

The independent member of the Board of Directors performed their duties as assigned duties of the General Meeting of Shareholders and the Board of Directors and their responsibilities to the Company; complying with the current Law on Securities, Law on Enterprises and guiding documents; complying with the provisions of the Charter, internal governance regulations of the Company and other internal regulations.

The independent member of the Board of Directors fully attended the General Meeting of Shareholders and the Board of Directors' meetings and regularly met directly with the Chairman of the Board of Directors and members of the Supervisory Board and the Board of Management. Therefore, the directions of the Board of Directors always ensure objectivity and timeliness in the day-to-day business activities of the Company, ensuring the common interests of shareholders and the Company.

To perform their governance and supervision duties, the independent member of the Board of Directors coordinated with the Supervisory Board and the Internal Audit Department under the Board of Directors to inspect and verify the reasonableness, compliance, risk management, sustainable and safe development of the Company's business activities, based on the documents and data provided by the Supervisory Board and the Board of Management, conducting periodic and extraordinary internal inspection on specific matters. At many important moments, the independent members of the Board of Directors had made recommendations to the Board of Directors and the Board of Management to adjust several activities of the Company accordingly.

The Company does not make any distinction between independent members of the Board of Directors and other members of the Board of Directors. All members of the Board of Directors are proactive and enthusiastic in fulfilling their responsibilities, actively contributing to the overall decision-making of the Board of Directors.

TRAINING ON CORPORATE GOVERNANCE

In 2023, the Company's staff participated in various seminars and conferences on bond business, securities depository, information management of insider and related parties; training sessions on corporate governance and preparing of financial statements, annual reports and sustainable development reports organized by the Ministry of Finance, the State Securities Commission (SSC), Stock Exchanges, the Vietnam Securities Depository and Clearing Corporation (VSDC) and the Vietnam Institute of Directors (VIOD); training programs on corporate governance in 2023 at the SSC, organized and certified by the Securities Research and Training Center (SRTC).

The training courses on corporate governance that members of the Board of Directors, members of the Supervisory Board, the CEO, other management staff and Company Secretary participated in:

No.	Participants	Programs
1.	Manager of the Board of Directors' Office	• Workshop on sustainable development report and annual report organized by the State Securities Commission and the International Finance Corporation (IFC). • Workshop on Corporate Governance organized by the Hanoi Stock Exchange (HNX) and several member securities companies. • Workshop on Company Secretary and Corporate Governance.
2	Board of Management	• Workshops and guidance sessions organized by the State Securities Commission, Stock Exchanges and VSDC on new legal regulations related to information disclosure, corporate governance and securities company operations, etc. • SHS attended the 4th National Congress of the Vietnam Association of Small and Medium Enterprises (VINASME) for the term 2023-2028 on 03/23/2023. • SHS participated in the 6th Congress of the Hanoi Association of Small and Medium Enterprises (HanoiSME) on 05/14/2023. • SHS joined the 2023 Bond Market Operations Conference organized by the Hanoi Stock Exchange (HNX) on 04/26/2023. • Conference on disseminating the guideline and regulation on registration, depository, trading and settlement for privately-placed corporate bonds organized by VSDC and Hanoi Stock Exchange on 04/18/2023. • SHS participated in the 2023 Member Conference organized by the Vietnam Stock Exchange on 04/24/2023. • SHS attended the inauguration and operation launch ceremony of the privately-placed corporate bond trading system at the Hanoi Stock Exchange on 07/19/2023. • On 08/08/2023, in Hanoi, SHS participated in the launch event of the Handbook on Greenhouse Gas Emissions Reporting. The goal of this event was to support regulatory agencies, investors, businesses and stakeholders in Vietnam by promoting the adoption of standards and practices related to Environment, Social and Governance (ESG) principles. This program was organized by the State Securities Commission (SSC) in collaboration with the International Finance Corporation (IFC). The program was part of the Memorandum of Understanding (MoU) between SSC and IFC, focusing on activities aimed at enhancing awareness and implementation of sustainable development standards. The initiative contributes to promoting green finance for a low-carbon economy in Vietnam. • SHS joined the trade promotion conference organized by HanoiSME on 08/24/2023, aimed at networking with businesses and exploring development cooperation opportunities. • SHS attended the Executive Committee meeting of the trade, investment, service and manufacturing connection conference in September 2023, organized by HanoiSME.
2.	Board of Management	• On 09/18/2023, SHS attended the 2nd consultation workshop on the action plan for green growth of the securities market until 2030 and enhancing investment capabilities with responsibility. This workshop was organized by the State Securities Commission in collaboration with the German Development Cooperation Agency (GIZ), with the participation of the Ministry of Finance, SSC, Stock Exchanges, VSDC and other market members. • SHS attended the depository members conference - received the outstanding member certificate for securities depository activities in 2023. • On 11/30/2023, SHS participated in the workshop on improving the efficiency of financial information disclosure for public companies. • On 11/10/2023, SHS attended the 2023 annual enterprise conference. SHS was honored as one of the top 10 listed companies and the only securities company awarded for best corporate governance implementation for the period of 2022-2023. • SHS joined the 2023 listed enterprises conference. SHS was recognized as one of the top 10 listed non-financial sector companies and the only securities company awarded for best annual reporting in 2022. • SHS participated in the 2023 Thang Long business and entrepreneur conference organized by the Hanoi Association of Small and Medium Enterprises on 12/17/2023.
3.	Person in charge of Corporate Governance	• The corporate governance training program was organized and certified by the Securities Research and Training Center (SRTC). • Training certificates in securities, securities market, analysis, investment and law organized and certified by the Securities Research and Training Center (SRTC). • Annual forum on corporate governance promoting corporate governance in the new normal, organized by the Vietnam Board of Directors (VIOD) in collaboration with the State Securities Commission. • HNX member conference forum on corporate governance organized by Hanoi Stock Exchange (HNX) in collaboration with the State Securities Commission, the Vietnam Securities Depository and Clearing Corporation (VSDC), the Ho Chi Minh City Stock Exchange, Vietnam Securities Business Association and Vietnam institutes of Directors (VIOD). • The 2020 Audit Committee Training Program is organized and certified by the Institute Member of the Vietnam Board of Directors (VIOD) in collaboration with the SSC. • Webinar "Legal regulations on corporate governance applicable to public companies" organized by the State Securities Commission (Science Research and Training Center – SRTC).
4.	Head of the Supervisory Board	• 7th high-level governance training and director certification program – DCP7.



OPERATIONAL PLAN AND ORIENTATION OF THE BOARD OF DIRECTORS IN 2024

The Board of Directors of Saigon-Hanoi Securities Joint Stock Company (SHS) assesses that:

SHS continued to progress through the year 2023 with positive changes resulting from the recovery of macro economy and stock market, as the world reopens post-Covid-19 pandemic; legal policies have been adjusted and improved, creating conditions for business restructuring and development. The Company's operational, managerial and business activities have exploited many opportunities in the market in general and benefited from the stable organizational structure of the Company. Although SHS achieved profitability, it did not meet its business plan targets. The Board of Directors and the Board of Management evaluated and devised strategies to address the significant market fluctuations in the past year. Based on positive changes, although slow but steady, in the latter months of 2023, the Board of Directors forecasted and evaluated as follows:

"Vietnam's economy will continue to develop due to flexible policies of the Government and the market has positively 'transformed', bringing new opportunities with lower risks and increased profits for both the Company and investors. GDP growth in 2024 is forecasted to be between 5.5% - 6.0%. In 2024, Vietnam's economy will continue to face many challenges with inflation risks persisting. However, interest rates in many countries are expected to decrease gradually in the second half of the year, leading to a return of foreign capital flows to emerging and frontier markets, including Vietnam, supporting the development of the Vietnamese stock market. Continuing to promote fiscal policies, resolving difficulties in the real estate market, bond market and maintaining low-interest rates to support business recovery will be key to driving growth.

The stock market in 2024 is predicted to consolidate at higher levels, continuing its accumulation trend before returning to a growth trajectory as macroeconomic conditions and cash flows become more positive. The bottom of the VN-Index in 2024 is expected to be around 1,100 points, and the peak of the index in a positive scenario could reach 1,350 - 1,400 points. The VN-Index may end the year around 1,250 - 1,300 points, corresponding to a growth rate of 10.6% - 15.5% compared to 2023, with market liquidity forecasted to increase by 20%. Stock prices will see significant differentiation and large-cap stocks are expected to perform positively in 2024.

Securities industry remains a primary capital mobilization channel for the economy in the long term and SHS continues to be a confident, dynamic, impressive and quality entity as a member securities company and a listed enterprise."

SHS remains committed to sustainable development with the goal of ***"All for the net asset value growth of clients and becoming a reputable partner for the Government and Investors in the process of upgrading the stock market".*** Leveraging strengths and advantages from 15 years of building and developing, in 2024, SHS will implement solutions to enhance internal capabilities, increase competitiveness and affirm its position. The Company's operating principle is customer-centric, dynamic and innovative, aiming to enhance product and service quality, serving customers excellently, and meeting all customer needs, with customer satisfaction and benefits serving as the driving force for all activities of the Company. The Company continues its sustainable, safe and efficient development with strong financial capacity and providing diverse and unique products and services.

SHS will focus on certain sectors such as technology, seaports, logistics, industrial real estate, oil and gas, public investment, banking and finance to provide financial and investment services.

The profit growth target for SHS in 2024 is expected to be at least 20% higher than the actual results in 2023 and potentially higher depending on market conditions. The Board of Directors will submit detailed plans to the General Meeting of Shareholders for approval.

In 2024, SHS will prioritize enhancing brokerage-related services, increasing the number of new accounts and clients' net asset value. The company launched the new SHTrading trading software and continues to upgrade software; was licensed to implement cash advance, collection and margin lending services, etc.

Business activities in derivatives securities products were launched in 2023. The online trading and asset management software with modern and flexible features has been well-received and highly rated by investors. On 03/01/2023, the company received a certificate of eligibility to derivatives securities business issued by the State Securities Commission and began implementing derivatives business activities under the license with numerous incentives.

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Continuing to promote fiscal policies, addressing difficulties in the real estate and bond markets, and maintaining low interest rates to support business recovery will be key focal points to drive growth.

Operational orientations of the Board of Directors and the Company in 2024 as follows:

The Company will continue to affirm its capabilities, vision and sustainable momentum, steadfastly pursuing the goal of maintaining its position as a leading securities company in Vietnam. The Company focuses on providing diverse services, consulting solutions, comprehensively managing and developing assets for clients. Additionally, the Company will closely follow its digital transformation plan, applying modern technology systems to all operations; innovate and seize new growth opportunities and increase surplus value for investors, shareholders and customers.

SHS will strengthen investment activities and issuance of Green Bonds, Social Bonds and Sustainable Bonds. SHS commits to supporting enterprises in capital mobilization for projects that positively impact the environment and society; employing innovative finance to support sustainable development goals and create added value for shareholders and the investment community.

In addition to complying with all domestic legal regulations, SHS will enhance cooperation with international financial organizations, adhering to the best standards, regulations and enforcement measures of international securities markets, ensuring high transparency. SHS will leverage opportunities for cooperation, transactions and attracting FDI capital, boosting demand and facilitating indirect investment capital into the domestic securities market.

For the retail brokerage segment, beyond the existing products serving customers well and highly rated by clients, SHS will introduce a system of products for high-end customer segments, accompanied by value-added services, in addition to the main concern of optimizing financial investment efficiency.

Specifically including:

- The Board of Directors for the term 2022-2027 will continue the process of innovation in thinking, organizational methods and governance practices to keep pace with positive changes from the legal framework, micro and macroeconomic developments, and the stock market.
- The Board of Directors will leverage new opportunities arising from the Government's support policies and economic development.
- The Board of Directors strongly prioritizes financial investment activities into businesses with stable, long-term growth, healthy financial conditions and transparency; aims to seek opportunities and enhance investment activities by issuing Green Bonds, Social Bonds and Sustainable Bonds, etc.
- The Board of Directors prioritizes collaborating with the Board of Management to streamline and renew the management workforce, focusing on quality, suitability, enthusiasm, high professionalism, ethical standards, and advanced management and professional skills to drive motivation and build a sustainable development of the Company with financial security, legal compliance and bringing surplus value for shareholders, employees and the community.
- Structuring and diversifying products and services to meet all customer needs at competitive costs. Ensuring that SHS is always innovative, leading in developing financial and securities products and services.
- Regarding the Investment Banking activity, SHS will prioritize collaboration to enhance capital arranging capabilities for large organizations and enterprises in key sectors of the economy. This includes not only providing investment banking services such as underwriting, advising on IPOs, divestments, equity offerings, stock listings, etc. but also committing to financial advisory, investment advisory and effective capital mobilization strategy consulting for clients. SHS is dedicated to advising and partnering with clients throughout the various stages of business development.
- Leveraging its strengths in diverse ecosystems, credibility and relationships, SHS aims to become a trusted partner of large organizations and enterprises, accompanying customers through the process of business development and expansion. SHS provides comprehensive financial solutions tailored to the specific needs and conditions of each customer, ensuring transparency, safety and high efficiency.
- Completing a new brand identity and relocating to a new office with modern facilities aims to enhance the quality of the working environment, creating a new energy flow for the Company to drive innovation and development.

- Improving process systems, products and information technology to enhance the quality of customer service.
- The Company's core business activities, including: Investment, Treasury, Brokerage and Financial Advisory, are focused on consolidating and developing with a specific growth strategy synchronized with the overall plan, enhancing risk management, monitoring legal compliance and financial safety.
- The area of business that needs further development in 2024 is Brokerage Services. By launching derivative securities trading into the system, upgrading stock and bond trading software and implementing modern asset management tools, SHS aims to be among the leading securities brokerage firms on both the HOSE and HNX exchanges. A specialized team focusing on strategic research and development plans for restructuring SHS is divided into multiple stages with the primary objectives of Business Development in Stage 1 and Technological Development in Stage 2.
- Implementing and refining a group of solutions to maintain and increase market share in brokerage services is crucial, especially given the recent strong inflow of foreign investor funds (particularly institutional foreign clients) into the Vietnamese market.
- The Board of Directors prioritizes simultaneously developing and implementing a long-term, effective and sustainable development strategy while controlling risks, maintaining achievements and safeguarding the interests of investors and shareholders.
- The Board of Directors continues to play a leading role in directing the entire business operations strategy of the Company.
- The Board of Directors maintains regular meetings and discussions on issues within its authority and strategic matters related to the Company's development.
- All members of the Board of Directors are required to actively participate in the activities of the Board of Directors and subcommittees under the Board of Directors to promptly grasp market fluctuations and the Company's operations.
- The sub-committees of the Board of Directors proactively enhance activities related to updates, advisory functions and reporting to the Board of Directors on the current status of the Company's operations in order to propose timely solutions and directions for handling issues.
- The Board of Directors oversees and promotes the process of IT innovation, implements new salary mechanisms and closely monitors risks.
- The Board of Directors supports, advises and provides recommendations to the Board of Management in seeking, accessing and leveraging external resources (from partners, customers, businesses, etc.) to increase capital scale, expand business operations, grow customer base and develop products.
- The Board of Directors has continued to support and advise the Board of Management, the Board of Directors' Office and relevant divisions in amending, supplementing and completing the Company's Charter, internal governance regulations, organization and operation regulations of the Board of Directors and the Supervisory Board, and related documents/regulations used as legal frameworks for SHS' business activities to ensure compliance with legal requirements during implementation.
- Being in agreement with the Board of Management to explore and implement innovative solutions and breakthroughs in business activities, breaking away from traditional business operations, markets, products, customers, etc.
- Continuously applying measures to enhance management and operational capacity according to international and Vietnamese standards; strengthening internal inspection, internal control, risk management and ensuring financial safety ratios.
- Completing the implementation of solutions related to controlling operating costs and financial safety indicators of SHS amidst the restructuring of the securities industry alongside numerous effective new legal regulations. This is anticipated to impact the operating costs and financial safety indicators of SHS and affect the flexibility in SHS' management and governance tasks.
- Completing the implementation of solutions to cope with potential challenges, ensuring SHS' operations are flexible, responsive and adept at capturing opportunities.
- Completing the implementation of solutions to enhance SHS' competitive advantage through innovating and developing service quality, continuing investment in personnel and technology, maintaining and improving the Company's market share and image; investing in researching and applying AI technology to the Company's business activities and management in the near future.
- Continuing to promote investment in technology infrastructure and online services to optimize trading experiences for customers. Focusing on promptly and swiftly improving the information technology system according to the direction of State management agencies in upgrading and meeting transactional capabilities, offsetting settlement, lending, etc. of FTSE Russell and MSCI.

The Board of Directors directs the Board of Management to continue carrying out the following tasks:

- Successfully implementing the strategic objectives assigned by the General Meeting of Shareholders, ensuring strict compliance with legal regulations, the Company's Charter and the directives of the State management agencies.
- Continuing to apply measures to enhance the capacity of corporate governance according to international standards in company governance, risk management and financial safety; ensuring that the Company operates transparently, safely, efficiently and complies with legal regulations.
- Continuing to refine the system of regulations and business procedures, creating a legal framework for the Company's business activities based on compliance with legal regulations and improvement of professionalism.
- Continuing to diversify products and services.
- Continuing to seek opportunities to generate high-profit value from investments in listed stocks, realizing investments that are not yet listed, restructuring investment portfolios through participation in auctions of equitization and IPOs of state-owned enterprises, divestments from conglomerates and debt restructuring activities of banks.
- Continuing to exploit and develop business advantages with industry groups and enterprises within the ecosystem (major shareholders, strategic shareholders and strategic customers) in the short and long term to achieve maximum efficiency for all parties involved.
- Implementing the effective use of new charter capital sources with reasonable conditions and timelines to enhance SHS' competitive advantage amid intense competition from other securities companies with more abundant capital and charter capital; simultaneously, to meet new requirements for business capital and provide new products and services.
- Implementing plans for derivative securities business, investment activities, advisory services, and brokerage in exploiting and developing bond products.
- Upholding the spirit of Integrity - Unity - Responsibility - Discipline among every staff within the Company to build and maintain collective strength.
- Developing SHS sustainably; emphasizing community work, environmental protection and social welfare; demonstrating high social and community responsibility.



SUPERVISORY BOARD

MEMBERS OF THE SUPERVISORY BOARD

No.	Full name	Title	Role	Term	Start date
1.	Mrs. Pham Thi Bich Hong	Head of the Supervisory Board	In charge	2022-2027	04/27/2022
2.	Mr. Vu Duc Trung	Member of the Supervisory Board	Non-in charge	2022-2027	04/27/2022
3.	Mrs. Luong Thi Luu	Member of the Supervisory Board	Non-in charge	2022-2027	04/27/2022

(Please refer to the Key personnel section for information of members of the Supervisory Board)

MEETINGS OF THE SUPERVISORY BOARD IN 2023

No.	Meeting	Content	Number of members attending	Attendance rate
1	Meeting 01-2023/ BBH-BKS on 02/01/2023	Summary meeting of the Supervisory Board's activities in 2022, plans for 1Q/2023 and the entire year 2023. Plan to inspect the anti-money laundering activities of SHS in 2022.	3/3	100%
2	Meeting 02-2023/ BBH-BKS on 02/16/2023	Appraising 2022 financial statements to submit to 2023 Annual General Meeting of Shareholders. Preparing the Supervisory Board's report and other documents to submit to 2023 Annual General Meeting of Shareholders.	3/3	100%
3	Meeting 03-2023/ BBH-BKS on 04/20/2023	Evaluating the Supervisory Board's activities in 1Q/2023 and implementing the operational plan for 2Q/2023. Operational inspection plan of the Securities Brokerage Center in the first four months of 2023.	3/3	100%
4	Meeting 04-2023/ BBH-BKS on 07/13/2023	Evaluating the Supervisory Board's activities in 1H/2023 and implementing the operational plan for 2H/2023. Operational inspection plan of the Research Division in the first six months of 2023.	3/3	100%
5	Meeting 05-2023/ BBH-BKS on 12/12/2023	Evaluating the Supervisory Board's activities in 1H/2023 and implementing the operational plan for 2H/2023. Operational inspection plan of the Research Division in the first six months of 2023.	3/3	100%

THE SUPERVISORY BOARD'S OPERATIONS IN 2023

The Supervisory Board's Operations

Based on the responsibilities and rights of the Supervisory Board stipulated by the Company's Charter, operational regulations of the Supervisory Board and its operational plans in 2023, the Supervisory Board implemented the following activities:

No.	Activity	Content
1.	Supervising compliance with legal regulations, the Company's Charter and implementing the Resolution of the Annual General Meeting of Shareholders	In 2023, the Supervisory Board monitored the compliance with legal regulations and the Company's Charter of the members of the Board of Directors, the Board of Management and the Chief Accountant to ensure that the Company strictly complied with law regulations and the Company's Charter during its operations. The Supervisory Board closely monitored the implementation of Resolution No. 01-2023/NQ-ĐHĐCĐ on 04/28/2023 approved by the Annual General Meeting of Shareholders. The issues mentioned in the resolution have been fully and seriously implemented by the Board of Directors and the Board of Management. The Supervisory Board participated in counting votes at 2023 Annual General Meeting of Shareholders on 04/28/2023 and provided comments on the scope of its responsibilities and rights. The Supervisory Board closely monitored the implementation of information disclosure obligations for listed companies, securities companies, major shareholders, internal shareholders and related parties. In 2023, there were no serious violations related to the obligation of information disclosure.
2.	Supervising the Board of Directors' the activities	The Supervisory Board participated in a number of regular meetings of the Board of Directors, checked the results of the consultation sessions with the Board of Directors' members on the important issues of the Company as well as the meeting minutes, resolutions and decisions issued by the Board of Directors. In 2023, the Board of Directors held 18 meetings, the Board of Directors issued 01 Resolutions and 28 decisions related to the Company's key issues such as: risk management system regulations; information disclosure regulations; decision-making authority regulations of CEO for business activities; deciding to amend the investment council's organizational structure; approving loan plans with banks like SHB, VPBank, TPBank, etc.; signing consulting contracts with Saigon-Hanoi Insurance Corporation (BHI); divesting from enterprises; implementing business plans, organizing Annual General Meeting of Shareholders, amending the Company's Charter and approving the remuneration of the Board of Directors and the Supervisory Board; reappointing officers to the position of Deputy CEO.
3.	Supervising the Company's activities	The Supervisory Board supervised the Company's activities through periodic inspections, directly at the headquarters and branches or indirectly through reports of the Board of Management, Internal Control Department and Internal Audit Department. Inspecting and supervising activities focus on the following key areas: • Inspecting and supervising the compliance with legal regulations, the resolution of 2023 Annual General Meeting of Shareholders, the implementation of the business plan, the Company's financial situation, the Company's governance and management. • Inspecting and evaluating risk management in business activities. • Checking the compliance with processes and regulations of the Company's divisions as well as the effectiveness of their operations. • Checking and evaluating the effectiveness of SHS' business activities. In 2023, the Supervisory Board issued 01 decision amending the operation regulations of the Supervisory, which was approved by the General Meeting of Shareholders on 04/28/2023. Additionally, the Supervisory Board issued 04 operational inspection reports: inspecting the Financial Advisory & Underwriting Division's activities in 2022, inspecting anti-money laundering activities in 2022, inspecting the Securities Brokerage Center's activities for the first 4 months of 2023, inspecting the Research Division's activities in the first 6 months of 2023 and was completing the inspection report of Treasury Division's activities in 2023.

No.	Activity	Content
4.	Proposing the selection of an independent auditor and appraising the audited financial statements	The Supervisory Board appraised and confirmed the correctness of the figures of the 2022 financial statements and reviewed the Company's financial statements audited by AASC Auditing Firm Co., Ltd. The Supervisory Board agreed with AASC's figures and confirmed that the financial statements presented a true and fair view in all material respects of the Company's financial position as of 12/31/2022; the business results, cash flow statement and changes in equity for the financial year ended 12/31/2022; and the financial prudential ratio statement as of 12/31/2022 was consistent with current Vietnamese accounting standards and regulations and relevant legal regulations. The Supervisory Board discussed with a number of independent auditors to select and propose to the Board of Directors to issue a decision to approve an independent auditor to audit the financial statements in 2023.
5.	Resolving shareholders' inquiries to the Company	In 2023, the Supervisory Board did not receive any requests from shareholders or groups of shareholders holding 5% or more of voting shares to review the Company's operations, the management of the Board of Directors or the Board of Management.
6	Establishing and completing the Company's regulations and procedures and other tasks of the Supervisory Board	The Supervisory Board finalized the revision of its operating regulations, which were approved by the General Meeting of Shareholders on 04/28/2023. The Supervisory Board commented on the amendment of regulations, rules, and the Company's Charter. The Supervisory Board reviewed data on compliance with monthly and quarterly investment limits for the Board of Directors' Office to report to the Board of Directors.



The Supervisory Board's Evaluation

Based on the operational results of the Supervisory Board in 2023, the Supervisory Board evaluates the activities of the Company and the Supervisory Board as follows:

No.	Evaluation content	Evaluation result
1	Compliance with legal regulations and accounting standards	The Company strictly implemented current legal regulations in the business activities and complied with the current accounting standards in the preparation of financial statements and prudential ratio statement.
2	Management of the Board of Directors, Board of Management and other managers	The Board of Directors strictly complied with legal regulations, the Company's Charter and corporate governance regulations in directing and supervising the activities of the Board of Management. The Board of Directors conducted meetings and issued appropriate and timely resolutions and decisions, positively affecting the Company's business activities. In the unfavorable market conditions, characterized by mostly sideways movement in the first 5 months of 2023, followed by a brief uptrend in the third quarter of 2023, then a sharp decline in the final 2 months of 2023, the Board of Management demonstrated unity, proactivity, innovation, decisiveness, and flexibility in their operational efforts to execute the business plan approved by 2023 Annual General Meeting of Shareholders. Although the year 2023 plan was not fully completed, the Company's managers demonstrated considerable effort throughout the year. Managers were dedicated, professional, made great efforts in their management duties as well as successfully completed the assigned tasks. The Supervisory Board did not notice any abnormal signs, non-compliance with legal regulations and the Company's policies in the direction, governance and management of the Board of Directors, the Board of Management and other managers.
3	The Company's performance	In 2023, due to unfavorable stock market conditions, the completion rate of the business plan approved by 2023 Annual General Meeting of Shareholders was still low. However, the Board of Directors, the Board of Management and all staffs of the Company made great efforts in preserving capital and responding well to fluctuations in the market. The company well managed risks, did not generate any more bad debts, complied with legal regulations in the business activities, financial accounting and information disclosure.
4	Evaluation on the coordination between the Supervisory Board and the Board of Directors, the Board of Management and Shareholders	The Supervisory Board maintained a good relationship with the Board of Directors and the Board of Management based on the principle of maximizing shareholders' interests and complying with legal regulations and the Company's policies. In 2023, the Supervisory Board maintained a good relationship with shareholders and did not receive any complaints from the shareholders regarding the direction, governance and management activities of the Board of Directors, the Board of Management and managers of the Company as well as business activities of the Company.
5	Evaluation on the Supervisory Board's activities	Within its authority, the Supervisory Board fully performed its responsibilities in accordance with legal regulations and the Company's Charter.

OPERATION PLAN FOR 2024

To comply with the supervisory responsibilities stipulated by the Enterprises Law and the Company's Charter, the Supervisory Board set forth the operation plan for 2024 as follows:

Overall Responsibilities

- Continuing to inspect and supervise the governance and management activities of the Board of Directors and the Board of Management; Checking the rationality, legality, compliance, honesty and prudence in the governance and management of business activities as well as the management of capital, supplies and assets of the Company.
- Reviewing the plans and reports of the Company on its financial situation; business situation; development plans, management of organization, human resources, salaries, bonuses and other policies related to the Company and its staffs.
- Reviewing the inspection and control results of the Internal Control Department, Internal Audit Department and feedback of the Board of Directors and the CEO of the Company:
  - Coordinating with the Company to understand difficulties and problems in different areas of business activities to approach and resolve these issues.
  - Maintaining smooth coordination in operation among the Board of Directors, the Board of Management and divisions in the Company.
  - Participating in training classes to improve professional qualifications and attending specialized conferences and seminars related to supervisory matters.
  - Maintaining regular meetings of the Supervisory Board to summarize the work of the past quarter and set the direction of activities in the next quarter.

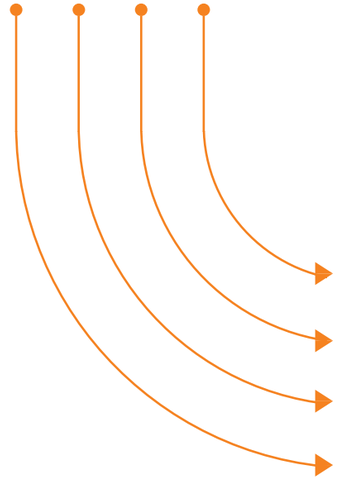
Human resources plan

No.	Full name	Title	Expected Task Assignments
1	Mrs. Pham Thi Bich Hong	Head of the Supervisory Board	Overall management. In charge of inspection and control of the Investment Division, Treasury Division, Accounting Division, Internal Auditing Department, Legal and Risk Management Division, Brokerage Center and Financial Services Division.
2	Mr. Vu Duc Trung	Member of the Supervisory Board	In charge of inspection and control of the Financial Advisory & Underwriting Division and IT Division.
3	Mrs. Luong Thi Luu	Member of the Supervisory Board	In charge of inspection and control of the Planning and Market Development Division and Administrative and HR Division.

Detailed tasks in 2024

- Collaborating with the Board of Directors' Office, the Legal Department to review the entire internal regulations system of the Company to ensure compliance with newly issued regulations such as financial regulations and salary regulations. At the same time, reviewing and proposing revisions to inappropriate and outdated processes; supplementing and building new processes as needed to ensure the Company's safe and efficient operations and minimize risks.
- Strengthening the company control by developing a robust internal audit system.
- Inspecting all divisions at the headquarters, branches and representative offices according to the quarter, semi-annual, and annual plan.

INTERNAL CONTROL, RISK MANAGEMENT AND INTERNAL AUDIT



INTERNAL CONTROL

Internal Control System

The SHS' Internal Control System includes the organizational structure, personnel, internal processes and regulations applicable to all positions, units, divisions and activities of the Company. Main targets of the internal control system are:

1. The Company's operations comply with the provisions of law, while being safety and efficiency.
2. Ensuring the rights of clients.
3. Safe and effective protection, management and use of the Company's assets and resources.
4. Financial information system and management information are adequate, timely, honest and reasonable in preparing the financial reports of the Company.

Internal Control Department

The Internal Control Department of SHS is independent, specialized in the Legal & Risk Management Division and under the Board of Management of the Company. The Internal Control Department is responsible for reporting directly to the CEO. Operational responsibilities of the Internal Control Department are:

- Checking and supervising the compliance with legal regulations and the Company's policies for the functional divisions and securities practitioners in the Company.
- Supervising the internal conflicts of interests; supervising the implementation of duties of the Company's staffs; and supervising the implementation of duties of its partners on the authorized works.
- Checking the content and monitoring the implementation of the code of professional ethics.
- Supervising the calculation and compliance with financial security regulations.
- Preserving, keeping and segregating the client's assets.
- Controlling the compliance with the law on money laundering prevention.
- Other contents according to the tasks assigned by the CEO.

Internal Control Activities in 2023

Regarding the Internal Control System

In 2023, the Company focused on reviewing the entire organizational structure, system processes, and regulations to enhance the quality of internal control systems, contributing to improving the Company's business efficiency. Controlling activities are established to exist in all business divisions, at all levels and in all activities throughout the Company. Depending on objectives, processes and characteristics, each division have its own control operations, compliance control, preventive control or detection.

Regarding the Internal Control Department

The Internal Control Department operates on the basis of the Annual Control Plan approved by the CEO including the regular control plans and periodic control plans.

In 2023, Internal Control focused on checking regularly (daily, monthly) to deal with high-risk activities. Focused control activities were: (i) Compliance with the current regulations and compliance with the internal processes and regulations of the Company by staffs; (ii) Monitoring the activities with potential conflicts of interest, mainly in activities such as brokerage, investment and margin lending; (iii) The enforcement of responsibilities of staffs such as brokerage, settlement, margin lending, debt collection, installation of systems and authorization; (iv) The compliance with the rules of professional ethics of staffs; (v) The compliance with limits of capital mobilization, lending, investment and underwriting; (vi) The signing of contracts such as opening and closing accounts, financial services products, etc.; (vii) The completion of documents such as contracts and orders; (viii) The preparation and presentation of external reports, etc.

For regular monitoring and control activities, the Internal Control Department focused on checking the deficiencies in the system of internal procedures and regulations; operation and performance of divisions and branches; the preparation and presentation of the financial statements and the financial safety ratio report of the Company.

Through regular and periodic control activities, the Internal Control Department has reported promptly to the Board of Management on the limitations and shortcomings of the internal processes, regulations, financial and operational issues of the Company. Simultaneously, coordinating with the relevant divisions and branches to timely complete and amend the weaknesses of the internal control system. In addition, the Internal Control Department has coordinated with the Legal Department and functional divisions to assess the effects of the new policies and regulations of State Management Agencies to help the Company proactively comply with and apply these new changes.

Internal Control Plan for 2024

Regarding the Internal Control System: Focusing on improving the system to ensure compliance with the new provisions of the Law on Enterprises, the Law on Securities and its amendments, supplements and guidelines. Reviewing and evaluating the entire system of regulations and procedures of the functional divisions; increasing the amendment, supplement and completion of the procedures to suit the development of the personnel size, as well as business activities of the Company.

Regarding the Internal Control Department: Implementing the annual inspection and control plan approved by the CEO, focusing on well assessing and controlling the Company's risks, contributing to the prevention and timely detection of errors and fraud. Closely coordinating with the Information Technology Innovation Project Department and functional divisions in the completion of the software upgrade and the inclusion of new features. Closely coordinating with the Product Development Project Department and functional divisions in the establishment of the risk control procedures of the new products.

RISK MANAGEMENT

Risk Management Model: SHS organizes risk management in three lines, including:

01 LINE

(Functional Division): responsible for performing the risk management function, directly performing functional activities according to their functions and tasks; responsible for managing and controlling the risks arising during operational process.

02 LINE

(Risk Management Department under the Legal and Risk Management Division): performing the functions of monitoring risks of the whole Company; monitorring the implementation of risk management of the first line; developing procedures and guidelines for material risks; establishing and developing risk measurement methods.

03 LINE

(Internal Audit Department under the Board of Directors): performing the function of independent assessment of the effectiveness and efficiency of the risk management system of SHS.

To accomplish this, the risk management model at SHS is designed in three tiers to fully execute the duties of strategy formulation, strategy implementation and monitoring the implementation of the risk management strategy.

Role	To be in charge of
Developing and promulgating strategies, policies, regulations and risk limits.	Board of Directors Risk Management Subcommittee
Directly implementing risk management by using tools, processes, and risk limits.	Board of Management Divisions, branches, transaction offices, representative offices
Monitoring to ensure that risk management activities are consistent with strategy and policies. Independently monitoring and evaluating the effectiveness of risk management.	Legal and Risk Management Division Internal Audit Department Supervisory Board

Risk Management Process

The risk management process of SHS was established with reference from international standards under the 5 steps to identify, measure, monitor, report and effectively handle various risks.



Risk identification

Indentifying the risks, causes of the risks and impacts of the risks.

Risk evaluation and measurement

Risk classification based on the nature of the type of risk, the degree of risk.
Mornitoring the impact, acceptable capital loss level (risk limit) for each type of risk.

Risk monitoring

Establishing control points to minimize the impact or likelihood of different types of risks.
Tools used to mitigate the remaining risks.
Monitoring risks and the effectiveness of control measures.

Risk reporting

Ensuring that the risk status of SHS is fully and timely communicated to stakeholders and management.

Risk handling

When the risk is unacceptable, identifying and evaluating handling plans, then selecting a course of action.

Identification of the Main Risks of the Company

SHS focuses on identifying and handling 6 types of material risks including: **legal risk, operational risk, market risk, credit risk, liquidity risk and brand risk.**

Legal risk

Identification: Legal risk is the risk that arise due to the Company's non-compliance, inadequate compliance, inconsistency with the current legal provisions in the process of operation; the Company operates and provides products and services without the provisions of law; the Company signs illegal contracts, exceeding the authority, omission of important terms; disputes and lawsuits related to economic contracts that the Company has signed with customers, partners, employees, etc.

Identification methods: Legal risk is identified during the process of the Legal Department coordinating with the relevant divisions to review applications of current and newly issued legal regulations to the actual practices in the Company.

Risk detection and mitigation measures: The Company has established a Legal Department to provide legal advice to the Board of Management, divisions and branches in the Company; participate in the construction of products and services of the Company; draft and review the majority of agreements, contracts, documents and papers of the Company; update and disseminate legal documents, schemes and policies for the whole Company, etc. Legal officers are regularly requested to participate in legal seminars and provide full comments on draft legal documents when required. In addition, the Company also focuses on improving legal knowledge and experience for the Board of Management and division managers on the basis of strengthening the exchange, training, sharing legal knowledge and experience with the Legal Department and State Management Agencies related to legal activities.

Operational risk

Identification: Operational risk is the risk that occur due to technical errors, system errors of information technology systems; inadequate business processes and procedures; human error, improper or deliberate misconduct; financial control and late and erroneous reporting; lack of business capital and other external objective reasons.

Identification methods: Operational risk is identified during the process of the Legal Department, Internal Control Department and Risk Management Department coordinating with relevant divisions to review the internal processes, regulations and actual operations of the Company; during the process of the Internal Audit Department and the Supervisory Board independently evaluate the internal control system of the Company.

Risk detection and mitigation measures: The Company has developed an internal control system and established an Internal Control Department. Additionally, to mitigate this risk, the Company also took several measures such as: issuing the professional codes of conduct and supervising the compliance of this code; frequently reviewing, amending, supplementing, and updating internal processes, regulations and procedures; enhancing automation in the provision of products and services, minimizing manual operations; upgrading security software, coordinating closely, regularly and continuously with the software providers to ensure the stability and security of the trading system; establishing approval limits; assigning clear responsibilities; strengthening mechanisms for cross-examination, mutual supervision between divisions and individuals; strengthening inspection activities, controlling compliance with internal regulations, processes and regulations; building backup mechanisms to deal with the arising risks.

RISK ANALYSIS



Market risk

Identification: Market risk is the risk arising in the Company's investment activities, deposits, margin lending, etc. which is caused by the decrease in the value of the Company's investments, decrease in deposit interest rates and decrease in the value of the client's collateral for loans, thereby causing adverse effects for the Company.

Identification methods: Market risk is identified by regular monitoring and analysis on the basis of close coordination between the Risk Management Department and the relevant functional divisions such as Investment, Financial Services and Treasury.

Risk detection and mitigation measures: The Company takes various measures to prevent and detect the market risk such as:

- Regarding investment in listed and unlisted stocks and fund certificates, the Investment Division is required to thoroughly analyze, forecast, closely monitor market developments and securities prices; apply risk assessment tools to perform timely enter and exit transactions.
- Regarding investment in government bonds, corporate bonds and other financial instruments, the Treasury Division is responsible for closely monitoring the fluctuation of interest rates in the market for quick and timely trading decision.
- Regarding deposit activities at banks, the Treasury Division is responsible for updating deposit interest rates at banks on a daily basis, balancing the Company's capital in a reasonable manner, diversifying banks and deposit maturities to ensure maximum benefits of SHS.
- Regarding margin lending activities, the Research Division and the Financial Services Division are responsible for updating loan interest rates of securities companies; analyzing, forecasting, closely monitoring market developments and securities prices as collateral for loans of customers; building and complying with regulations on selling pledged securities.

Credit risk

Identification: Credit risk is the risk arising when the clients, banks or partners fail to pay, not fully and timely pay to SHS for margin loans, deposits and investments in debt securities such as bonds, etc.

Identification methods: Credit risk is determined by each client, partner and debt in the process of functional divisions such as Financial Services, Treasury, etc. coordinating with the Risk Management Department, Internal Control Department and Legal Department to monitor, manage and evaluate the clients, partners and debts.

Risk detection and mitigation measures: The Company takes various measures to prevent and detect the credit risk such as:

- Regarding margin lending activities, the Company classifies clients, establishes credit limits, applies credit policies in accordance with the creditworthiness, solvency and collateral of clients; develops a list of securities for margin lending activities and lending ratios, maintenance ratios and force sell ratios in accordance with legal regulations and the Company's policies; force-selling, requiring additional collateral and timely recovering loans.
- Regarding bond investment activities including government bonds and corporate bonds, the Company shall comply with investment limits as prescribed by law, the Company's Charter and the report approved by the Board of Directors; carefully evaluate the credibility, solvency and collateral of the issuer; develop specific policies to deal with collateral of the issuer in case of facing insolvency risk.
- Regarding deposit activities at banks, the Company complies with the annual deposit limit set forth by the Board of Directors; selects the highly credit rating financial situations to deposit cash; diversifies deposit maturities and banks.

Liquidity risk

Identification: Liquidity risk is the risk that the Company is unable to pay its due financial obligations or is unable to timely convert assets into cash at fair value in the short term. This risk arises when the Company does not balance the capital inflows and outflows of the Company.

Identification methods: Liquidity risk is determined by regular monitoring and analyzing on the basis of close coordination between the Risk Management Department and related operational divisions such as Treasury and Accounting.

Risk detection and mitigation measures: The Company expands the form and size of mobilized capital such as merger, capital increase, issuance of corporate bonds; expands the number of credit institutions lending to the Company; enhances cooperation with credit institutions to lend money to customers to invest in securities in order to reduce the pressure on the use of equity capital for loans; rationally balance the term of borrowings and lendings; rationally allocates funds for activities; utilizes idle deposits to maximize the efficiency of using resources as well as contribute to liquidity stability.

Brand risk

Identification: Branding risk is the loss, damage to the image and brand of the Company due to the change in the opinion of clients and partners about the Company, which can greatly affect the demand for the Company's products and services as well as affect the entire operation of the Company.

Identification methods: Branding risk often follows other risks such as legal risk or operational risk. The Company identifies these risks by analyzing effects and impacts of these risks related (if any) to the image and brand of the Company.

Risk detection and mitigation measures: The Company constantly improves the quality of products and services; optimizes organizational structure and operational machinery; constantly builds good relationships with shareholders, clients and partners; internal and external communication effectively through diversifying information channels, maintaining proactive and consistent communication, ensuring regular presence across media platforms; promotes regular official information in English to enhance information for international investors and partners; appoints specialized officers in charge of communication, reporting and publishing comprehensive, timely and transparent information; proactively makes contingency plans for branding risk management.

Other risks

In addition to 6 material risks mentioned above, some other risks are also considered and evaluated by the Company during operations such as business environment risk, strategic risk, competitive risk, etc. Specifically:

- **Regarding business environment risk:** SHS operates in the financial industry, so business environment factors such as politics, economy, culture, etc. significantly affect SHS' business activities. Therefore, the Company regularly updates changes of the business environment and assesses its impacts on all aspects of the Company's operations whenever elements of the business environment change.
- **Regarding strategic risk:** SHS assesses the absence of an appropriate and effective business strategy or the improper implementation of the proposed business strategy as a strategic risk of the Company. Accordingly, annually and periodically, the Company concentrates resources to develop appropriate and effective strategies; regularly review and evaluate the implementation of the outlined strategy.
- **Regarding competitive risk:** SHS operates in the financial sector with a constantly changing business environment, so it is often exposed to competitive risk. It is the risk of not maintaining the market position and market share, etc. In order to effectively control this risk, SHS focuses resources on gathering information, assessing the political, economic, stock market and competitive situation affecting the Company's operations; establishes a viable and effective annual business strategy; persists in implementing the outlined strategy; flexibly respond to market developments and competitors, etc.

Enhancing risk management capabilities by recruiting additional high-quality personnel in the fields of securities and risk management.

Risk Management Activities in 2023

In 2023, the Company promoted its risk management practice to improve the Company's business performance, ensuring the Company's safe and effective development. The Risk Management Department coordinated with the functional divisions to identify and detect potential risks, then evaluate and develop appropriate solutions for each type of risk. The Company also actively applied information technology in measuring, monitoring, evaluating and reporting risks.

Risk Management Plan for 2024

- Continuing to identify risks, proposing risk management measures according to the identified list. Organizing risk management implementation according to the approved plan. The Risk Management Department enhances risk management oversight to fulfill its risk management responsibilities effectively.
- Continuing to collaborate with the Information Technology Innovation Project Department and related divisions within the Company to complete software upgrade and add new features to the system; building automated risk management tools on the system; building risk management processes as well as coordinating with divisions to build comprehensive, timely and effective business procedures.
- Enhancing risk management capabilities by recruiting additional qualified personnel in the securities and risk management fields.



INTERNAL AUDIT

Internal Audit Model

The Internal Audit Department is under the Board of Directors and is responsible for reporting directly to the Board of Directors. This is the third line of defense of the Company with the following goals:

- Independently assessing of the appropriateness and compliance of legal policies, the Company's Charter, decisions of the General Meeting of Shareholders and the Board of Directors.
- Assessing business compliance with internal policies and procedures.
- Advising on the establishment of internal policies and procedures.
- Checking, reviewing and evaluating the adequacy, effectiveness and efficiency of the internal control system under the Board of Management.
- Evaluating the process of identifying, assessing and managing business risks.
- Evaluating the effectiveness of activities.
- Investigating violations within the Company.
- Implementing internal audit topics of the Company as directed by the Board of Directors.
- Proposing corrective measures, remedies, and actions to address errors and violations.

Internal Audit Process

The internal audit process at SHS includes the following steps:

1. **Assessing risks**

2. **Developing an audit plan**

3. **Approving the audit plan**

4. **Announcing the audit plan**

5. **Conducting audit topics/audits**

6. **Audit report**

7. **Monitoring post-audit corrective actions**





Internal Audit Activities in 2023

In 2023, the Internal Audit Department implemented the internal audit plan on the basis of the report approved by the Board of Directors, including:

- Strengthening human resources, regulations and procedures.
- Evaluating the effectiveness of accounting and financial activities, human resource management and the ability of the information technology system to deploy new products and meet customer needs.
- Checking for and identifying significant risks.
- Developing solutions to improve and enhance operational capabilities, competitive advantages of the Company towards safe and sustainable development, especially in financial activities, human resource management, and information technology platforms.

On that basis, the Internal Audit Department made suggestions and recommendations for the Board of Management and related divisions to make adjustments and improvements according to the opinions of the Internal Audit Department.

Internal Audit Plan for 2024

In addition to complying with the internal audit plan approved by the Board of Directors, the Internal Audit Department has detailed the audit plan for 2024 as follows:

- Internal audit of anti-money laundering activities.
- Audit of information technology operations.
- Continuing to closely monitor the progress of functional divisions in implementing recommendations from the Internal Audit Department's reports.
- Coordinating with the Supervisory Board and regularly discussing with the Board of Management to oversee the Company's activities and the implementation of the 2024 business plan approved by the General Meeting of Shareholders.
- Conducting ad-hoc audit tasks and advisory activities as requested by the Board of Directors, Audit Subcommittee or CEO.
- Reporting periodic internal audit results to relevant regulatory agencies as required.

Additionally, in 2024, the Internal Audit Department will recruit and supplement high-quality staffs with experience and expertise in securities products and operations.

SALARIES, BONUSES, RENUMERATION AND BENEFITS

SALARIES, BONUSES AND REMUNERATION

Payment Principles

For members of the Board of Directors and Supervisory Board

Principles for payment of remuneration to members of the Board of Directors and Supervisory Board of the Company are as follows:

- The Company's Charter and internal documents specify the principles for deducting and establishing the budget fund, remuneration, bonuses and allowances of the Board of Directors and the Supervisory Board, as well as the method of payment to members of the Board of Directors and the Supervisory Board.
- Resolution of the Company's 2023 Annual General Meeting of Shareholders approving the report and recommendations of the Board of Directors in the Report No. 04-2023/TTr-ĐHĐCD for the budget, remuneration, bonuses, allowances and other benefits of the Board of Directors and Supervisory Board for the fiscal year 2023.
- Ensuring competitiveness, retention, and attraction of talent compared to other securities companies; ensuring the harmonization of the interests and responsibilities of the employees; ensuring fairness, transparency, compliance with laws and regulations of SHS.

Accordingly, the budget, remuneration, bonuses, allowances and other benefits for members of the Board of Directors and Supervisory Board in 2023 is 1.5% of 2023 profit after tax but not exceeding VND 4.57 billion. The detailed allocation for each member of the Board of Directors and Supervisory Board will be decided by the Chairman of the Board of Directors in accordance with the business results in 2023 of the Company.

For Members of the Board of Management

The payment of salaries to members of the Board of Management complies with the Company's Charter, salary regulation and employment contracts. In addition, the Board of Directors will decide on bonuses and other allowances for members of the Board of Management based on criteria such as: positions in charge, concurrent responsibilities, individual capabilities, actual contribution, business results and operational efficiency of the Company.

For managers of the Company

The managers appointed by the Board of Directors are paid according to the salary regulations of the Company and employment contracts. In addition, the Board of Management will decide on bonuses for managers based on various criteria, similar to those for the Board of Management.

Salaries, Bonuses and Remuneration Implemented in 2023

Receipts and expenditures of the Remuneration Fund for the Board of Directors and Supervisory Board

No.	Content	Amount spent on the Board of Directors (VND)	Amount spent on the Supervisory Board (VND)	Total (VND)
1.	The fund's balance as of 01/01/2023	0	0	0
2.	Setting up funds in according to the Resolution of the 2023 Annual General Meeting of Shareholders	3,300,000,001	1,252,013,321	4,552,013,322
3.	The fund's expenditures in 2023 (*)	3,300,000,001	1,252,013,321	4,552,013,322
4.	The fund's balance as of 12/31/2023	0	0	0

Details of payments are as follows:

No.	Full name	Title	Remuneration	Bonuses
I.	**MEMBERS OF THE BOARD OF DIRECTORS**			
1.	Mr. Do Quang Vinh	Chairman of the BOD	v	v
2.	Mr. Le Dang Khoa	Member of the BOD	v	v
3.	Mr. Vu Duc Tien	Member of the BOD	v	v
4.	Mrs. Nguyen Dieu Trinh	Member of the BOD	v	v
5.	Mr. Luu Danh Duc	Member of the BOD	v	v
II.	**MEMBERS OF THE SUPERVISORY BOARD**			
1.	Mrs. Pham Thi Bich Hong	Head of the SB	v	v
2.	Mr. Vu Duc Trung	Member of the SB	v	v
3.	Mrs. Luong Thi Luu	Member of the SB	v	v

Salaries and bonuses of the Board of Management

Total payments:

VND **21,166,995,849**

Salaries:

VND **12,168,384,471**

Bonuses on business results:

VND **8,998,611,378**

Details of payments are as follows:

No.	Full name	Title	Salaries	Bonuses
1.	Mr. Vu Duc Tien	CEO	v	v
2.	Mr. Tran Sy Tien	Deputy CEO cum Chief Accountant	v	v
3.	Mrs. Tran Thi Thu Thanh	Deputy CEO	v	v
4.	Mr. Nguyen Chi Thanh	Deputy CEO Head of Hai Phong Representative Office	v	v



Salaries and bonuses of Managers

Total payments:

VND **35,101,901,689**

Salaries:	Bonuses on business results:
VND **22,587,822,981**	VND **12,514,078,708**

OTHER BENEFITS

In addition to remuneration, salaries and bonuses, members of the Board of Directors, the Board of Management, the Supervisory Board and the Company's managers were also entitled to other benefits in 2023 as follows:

- Meal allowance benefits
- Annual leave benefits
- Compulsory insurance benefits (social insurance, health insurance and unemployment insurance)
- Voluntary insurance benefits (life insurance and annual health insurance)
- Periodic health check-up benefits
- Petrol, telephone and business travel expenses benefits

IMPLEMENTING CORPORATE GOVERNANCE REGULATIONS

LEGAL FRAMEWORK FOR CORPORATE GOVERNANCE

Regulations

- Enterprise Law 2020
- Securities Law 2019
- Decree 155/2022/NĐ-CP guiding the securities law
- Circular 121/2020/TT-BTC regulating the operation of securities companies
- Circular 116/2020/TT-BTC guiding the corporate governance applicable to public companies

Internal Documents of SHS

- The amended Charter effective from 04/28/2023
- The Internal Governance Regulations effective from 04/28/2023
- Other internal regulations, procedures and policies

IMPLEMENTING CORPORATE GOVERNANCE REGULATIONS IN 2023

The Company particularly emphasized governance, management, risk management, information disclosure, internal control and audit to comply with current legal regulations and the Company's Charter, especially regulations regarding establishment and organization of operations, governance and management of the Company for the benefit of shareholders and the sustainable development of the Company.

Maintaining and promoting a complete and well-founded organizational structure, following international practices, including: General Meeting of Shareholders, Board of Directors, Supervisory Board, Internal Audit Department, Board of Management, relevant divisions and branches. The system of divisions is divided into direct and operational divisions at the headquarters, all branches and representative offices.

The Company's governance and management activities have complied with provisions of the Enterprise Law, the Securities Law, the Civil Law, and the Social Insurance Law, etc., including supporting documents and implementation guidelines. The Company has continuously updated and published the application and implementation of amended and supplemented regulations. The company also sent employees to participate in training courses and workshops to update their knowledge of management and securities practices, applying this knowledge to practical operations within the Company.

The Company has selectively complied with the best international corporate governance practices, financial reporting standards, annual reports, and sustainability reports under the guidance of the international organizations and the State Securities Commission. This has been built on a foundation that aligns with the Company's operating conditions, gradually adapting to become a strong, reputable and professional financial institution, serving as a partner for both domestic and foreign customers and investors.

The Company approved amendments and issued revised documents in accordance with the current Securities Law and the Enterprises Law at the Annual General Meeting of Shareholders in 2023, including:

- Internal Regulations on Corporate Governance
- Regulations on organization and operation of the Board of Directors
- Regulations on organization of the online General Meetings of Shareholders and online voting, remote voting

In 2023, the Company amended its Charter once and amendments complied with the Enterprise Law, Securities Law and related documents guiding the implementation of the laws. Specifically, on 04/28/2023, the Annual General Meeting of Shareholders approved the amendment of the Charter and the amended Charter took effect from 04/28/2023.

Other aspects of corporate governance that have been implemented and complied with:

- State Shareholder's ownership rate: 0%.
- Company model: Company model with a Supervisory Board according to Point a, Clause 1, Article 134 of the Enterprises Law.
- Number of legal representatives of the Company: 01 person (CEO).
- Holding the Annual General Meeting of Shareholders: 04/28/2023
- Posting documents of the Annual General Meeting of Shareholders in the reporting period: 04/06/2023.
- Publication of Resolution and Minutes of the 2023 Annual General Meeting of Shareholders: 04/28/2023.
- The Company successfully held the Annual General Meeting of Shareholders for the first time.
- The Company was not sued for the organization of the General Meeting of Shareholders, Minutes and Resolutions of the General Meeting of Shareholders.
- The Company did not receive any warnings or reminders from the State Securities Commission or the Stock Exchange regarding the organization and information disclosure related to the General Meeting of Shareholders and transactions with related parties.
- The company established sub-committees with independent members of the Board of Directors in charge of issues of salaries, bonuses and human resources.
- The head of the Supervisory Board works full-time at the Company.
- All Supervisory Board members are accountants or auditors, not holding managerial positions or employee at the Company.
- All members of the Supervisory Board are not related persons of the members of the Board of Directors, the CEO and other managers.

Activities of the Person in charge of Corporate Governance

The Person in charge of Corporate Governance carries out their duties in accordance with Decree No. 155/2020/NĐ-CP, Circular No. 16/2020/TT-BTC and other relevant legal documents and internal policies of the Company. Insiders and related parties regularly receive updates and access to changes in the securities and corporate legal framework. They participated in training courses organized by the Vietnam Institute of Directors (VIOD), the State Securities Commission (SSC), Stock Exchanges, and the Vietnam Securities Depository and Clearing Corporation (VSDC) to enhance their professional competence and strengthen monitoring to ensure reporting responsibilities regarding the interests of insiders and related parties. They are responsible for reporting and disclosing information about the Company's transactions with related parties as well as approving transactions that require approval by the General Meeting of Shareholders or the Board of Directors as required by current laws and regulations.

- Advising the Board of Directors in organizing the 2023 General Meeting of Shareholders in accordance with regulations and related works between the Company and shareholders.
- Preparing meetings of the Board of Directors, Supervisory Board and General Meeting of Shareholders at the request of the Board of Directors and Supervisory Board.
- Advising on procedures of meetings.
- Attending meetings.
- Advising on procedures for making resolutions or decisions of the Board of Directors in accordance with legal regulations.
- Providing financial information, copies of meeting minutes and other information to members of the Board of Directors and the Supervisory Board.
- Monitoring and reporting to the Board of Directors on the Company's information disclosure activities, major shareholders, insiders and related parties of the entities.
- Drafting and reviewing the appropriateness, accuracy of information and format of documents under the authority of the General Meeting of Shareholders, the Board of Directors and the Board of Directors' Office, including: Charter; regulations; procedures; reports on shareholders, shares, stocks; periodic management reports; content related to General Meeting of Shareholders; insiders in financial reports, annual reports and sustainable development reports, etc.
- Ensuring information security in accordance with legal regulations and the Company's Charter.

Implementation Plan for Corporate Governance Regulations in 2024

- Complying with legal regulations, principles of corporate governance and disclosure of information as a large-scale publicly listed securities company on the Stock Exchange.
- Proposing to the General Meeting of Shareholders to approve the completion, amendment, supplementation and issuance of the Company's Charter, internal regulations on corporate governance, regulations on the organization and operation of the Board of Directors and the Supervisory Board in accordance with the provisions of the Enterprise Law, Securities Law and related legal documents.
- Ensuring the rights and obligations of shareholders under the Securities Law, the Enterprise Law, the Company's Charter and related laws by establishing and improving the corporate governance system, physical infrastructure and facilities to serve shareholder management activities, stocks, professional organization of General Meetings of Shareholders in compliance with legal regulations and convenient for shareholders.
- Implementing and executing contents approved by the General Meeting of Shareholders according to the provisions of the Enterprise Law. Developing, summarizing, preparing documents and submitting to the latest General Meeting of Shareholders for approval and based on that, the Company has a basis to implement activities throughout the year.
- For the contents that were approved in the previous General Meeting of Shareholders but have not been implemented, the Board of Directors must summarize and report to the most recent General Meeting of Shareholders. In case there is a change in content falling under the decision-making authority of the General Meeting of Shareholders, the Board of Directors must summarize, prepare documents and submit to the General Meeting of Shareholders for approval before implementing.
- Implementing the General Meeting of Shareholders in full compliance with the order and procedures for convening the General Meeting of Shareholders in accordance with regulations of the Enterprise Law, the Company's Charter and internal regulations on corporate governance, information disclosure; ensuring that shareholders are allowed to attend the meeting or authorize a representative to participate in the meeting as in accordance with legal regulations.
- If the Board of Directors, the Supervisory Board, or another convenor of the General Meeting of Shareholders requests that the General Meeting of Shareholders need to be convened, they will be assisted in coordinating the preparation of an agenda, a reasonable place and time for shareholders to attend, discuss and vote on each issue at the General Meeting of Shareholders in accordance with legal regulations.
- Continuing to improve the quality and effectiveness of the Online General Meeting of Shareholders by applying modern technology so that shareholders can attend and express their opinions at the General Meeting of Shareholders through online meetings, electronic voting, and other electronic form in accordance with legal regulations.
- Informing, guiding, supporting and supervising the compliance with regulations on governance of the members of the Board of Directors and the Supervisory Board; ensuring that all appointed members have qualifications required for the Board of Directors and the Supervisory Board according to legal regulations and the Company's Charter.
- Ensuring that the Company's Board of Directors structure has independent members and at least one third (1/3) of the total number of Board of Directors are non-executive members.
- Ensuring that the Company's Supervisory Board structure has the Head of the Supervisory Board working full-time at the Company, the number of members meeting the required qualifications and criteria according to legal regulations and the Company's Charter.
- Ensuring that the members of the Board of Directors and the Supervisory Board are facilitated and supported to fully exercise their rights and obligations in accordance with legal regulations and the Company's Charter, including the right to be provided with information and documents on the financial situation and business activities of the Company and other the Company's units; performing their duties of monitoring and reporting to the General Meeting of Shareholders and the obligation to disclose information to the State Management Agencies; receiving training and workshops on corporate governance and necessary skills for corporate management.
- Ensuring that the members of the Board of Directors and the Board of Directors' subcommittees are able to exercise their powers and duties in accordance with legal documents and the Company's Charter, regulations on organization and operation of the Board of Directors and internal regulations of the Company.
- Informing, guiding, supporting and supervising the compliance with legal regulations on the responsibility of honesty and preventing conflicts of interest of the members of the Board of Directors, the Supervisory Board, the Board of Management and other managers in the Company.
- Ensuring legal rights of Company's related parties; carrying out responsibilities to the community in accordance with current laws and the Company's Charter; complying with legal regulations on labor, environment and society.
- Informing, guiding, supporting and supervising the reporting and disclosure of information on the Company's organizational and management model, corporate governance, and income of members of the Board of Directors, the Supervisory Board, the Board Management and transactions between the Company and major shareholders, insiders mentioned in regulations on the information disclosure; implementing regulations on information disclosure of the Company in accordance with legal regulations.

INFORMATION FOR SHAREHOLDERS

The Information of SHS Shares

Ticker:

SHS

Exchange listed:

HNX

The information in 2023

Lowest price:

VND **8,000** /share

Highest price:

VND **20,500** /share

Total trading volume in 2023:

5,659,322,789 (shares)

Total transaction value in 2023:

VND **80,376** billion

EPS:

688 (VND/share)

P/B:

1.5 (times)

P/E:

27.5 (times)

The information of SHS shares as of 12/31/2023:

Number of shares issued:

813,156,748 (shares)

Number of common shares:

813,156,748 (shares)

Number of transferable shares:

813,156,748 (shares)

Number of outstanding shares:

813,156,748 (shares)

Number of treasury shares:

0 (shares)

Number of listed shares:

813,156,748 (shares)

Change of charter capital in 2023:

None

Treasury stock transactions:

None

Market price:

VND **18,900** /share

Market capitalization:

VND **15,369** billion

Book Value per share:

VND **12,622** /share

Other Information:

Organization of the 2023 Annual General Meeting of Shareholders:

- Last registration date to make a list of shareholders attending the 2023 Annual General Meeting of Shareholders: 03/28/2023
- Organization date: 04/28/2023

CHANGE OF SHS SHARES IN 2023

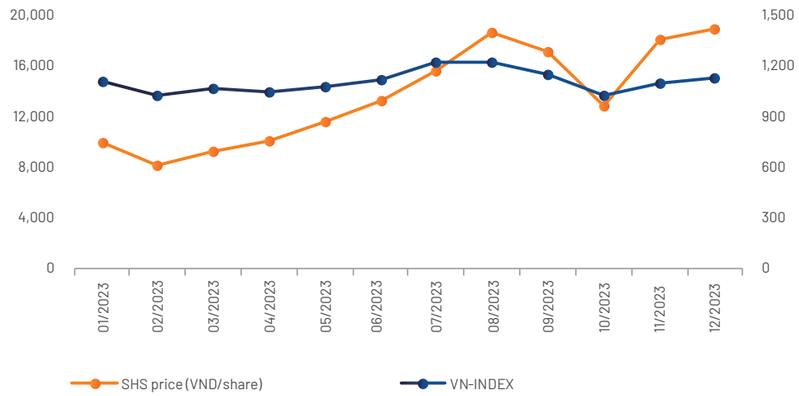
	VN-Index	HNX-Index	SHS (/share)
Index/Price at the beginning of the year	1,044	213	8,200
Index/Price at the ending of the year	1,130	231	18,900
Lowest index/price	1,021	202	8,000
Highest index/price	1,246	256	20,500
The fluctuation between the index/price at the ending of the year and that of at the beginning of the year	8.24%	8.45%	130.49%
The fluctuation between the lowest index/price and the highest one	-18.06%	-21.09%	-60.98%

	VN-Index	HNX-Index	SHS
Trading volume at beginning of the year (share/session)	528,550,698	69,528,644	23,729,640
Trading volume at ending of the year (share/session)	664,108,526	71,691,678	14,182,609
Lowest trading volume (share/session)	356,666,529	37,917,472	3,768,956
Highest trading volume (share/session)	1,640,426,052	238,430,792	69,945,219
The fluctuation between the trading volume at the ending of the year and that of at the beginning of the year	25.65%	3.11%	-40.23%
The fluctuation between the lowest trading volume and the highest one	-78.26%	-84.10%	-94.61%

In 2023, SHS shares experienced higher fluctuation between the year-end price and beginning of the year price as well as higher fluctuation between the lowest price and the highest price than these fluctuations of VN-Index and HNX-Index.

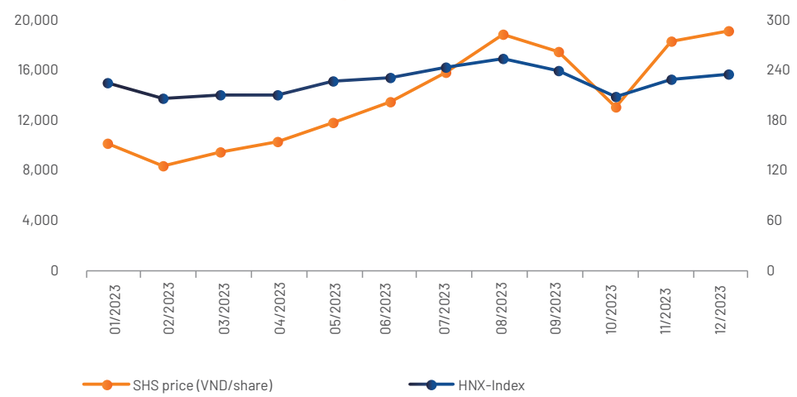


Closing price fluctuations of SHS shares compared to the VN-Index from January 2023 to December 2023



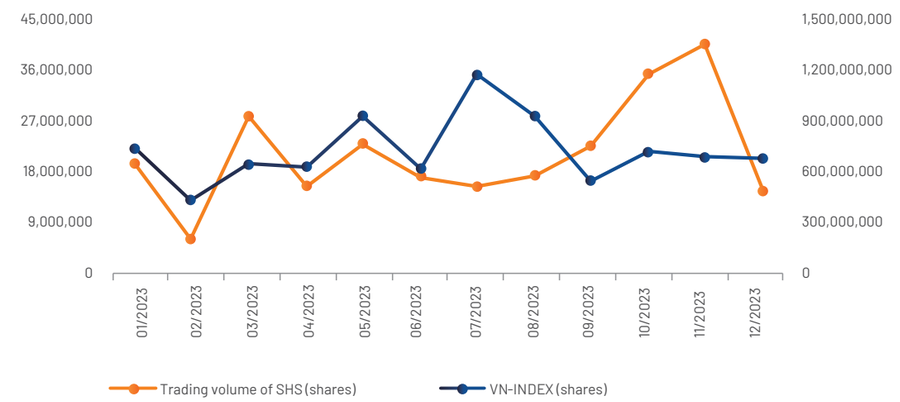
(Source: SHS Research)

Closing price fluctuations of SHS shares compared to the HNX-Index from January 2023 to December 2023



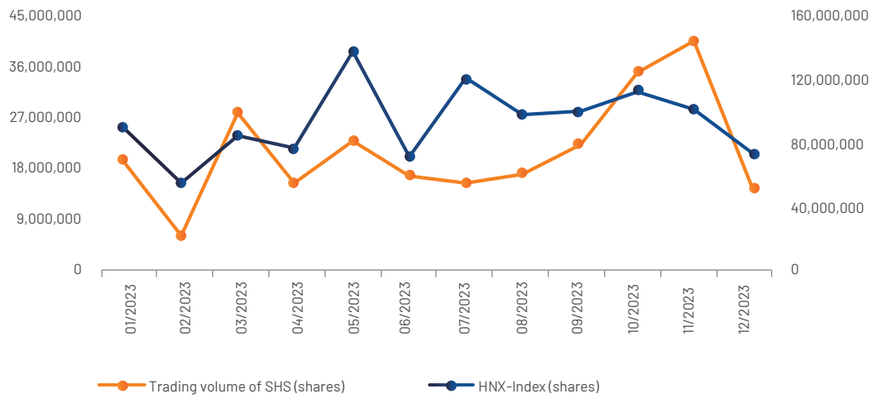
(Source: SHS Research)

Fluctuations in trading volume of SHS shares compared to the trading volume on the HSX exchange from January 2023 to December 2023



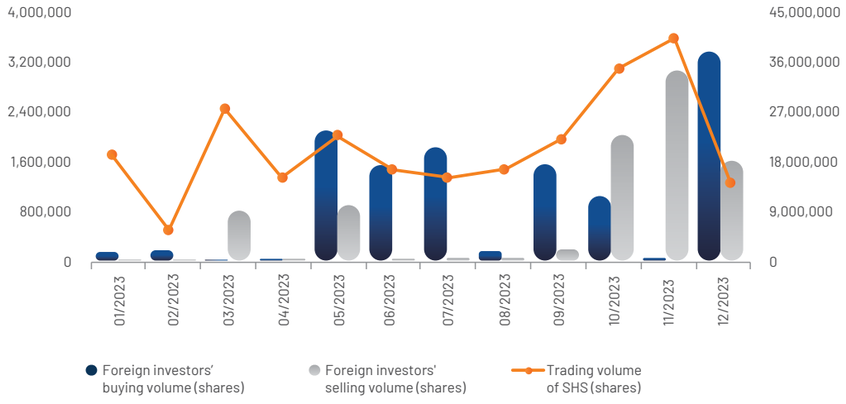
(Source: SHS Research)

Fluctuations in trading volume of SHS shares compared to the trading volume on the HNX exchange from January 2023 to December 2023



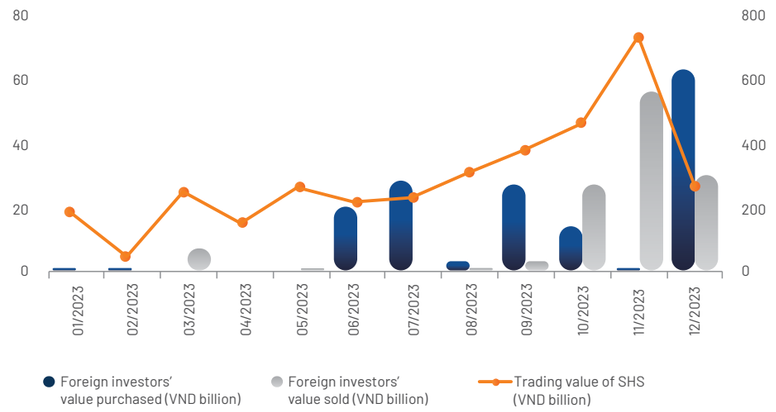
(Source: SHS Research)

Fluctuations in trading volume of SHS shares and trading volume of foreign investors in SHS shares from January 2023 to December 2023



(Source: SHS Research)

Fluctuations in trading value of SHS shares and trading value of foreign investors in SHS shares from January 2023 to December 2023



(Source: SHS Research)

SHAREHOLDER STRUCTURE

No.	Category	Shareholder structure as of 12/31/2023		
		Number of shares (shares)	Value (VND)	Ownership Ratio (%)
Total		**813,156,748**	**8,131,567,480,000**	**100.00**
I	Domestic shareholders	708,419,555	7,084,195,550,000	87.12
II	Foreign shareholders	104,737,193	1,047,371,930,000	12.88
IIII	Major shareholders, shareholders owning above and below 5% of the voting shares			
1	Shareholders owning above 5% of the voting shares	45,505,734	455,057,340,000	5.59
2	Shareholders owning below 5% of the voting shares	767,651,014	7,676,510,140,000	94.41
IV	Treasury shares	0	0	0.00

TRANSACTIONS OF MAJOR SHAREHOLDERS

List of major shareholders of SHS as of 12/31/2023:

No.	Name of organization/ individual (Representative)	Classification of shareholders	ID card number/ Citizen ID card number/ Business registration certificate number	Date of issue	Number of shares owned (shares)	Ownership Ratio (%)
1	T&T Group Joint Stock Company	Major shareholder	0100233223	13/07/2021	45,505,734	5.59

Transactions of SHS shares of major shareholders in 2023:

- On 12/01/2023, Pyn Elite Fund increased its ownership of SHS shares to 42,842,900 shares, equivalent to a 5.27% stake, and became a major shareholder of SHS.
- On 12/04/2023, Pyn Elite Fund reduced its ownership of SHS shares to 39,842,900 shares, equivalent to a 4.90% stake, and was no longer a major shareholder of SHS.

CONTRACTS, TRANSACTIONS WITH MAJOR SHAREHOLDERS

In 2023, SHS did not sign contracts or execute transactions with major shareholders (Please refer to the 2023 Audited Financial Statements).

TRANSACTIONS OF SHS SHARES OF INTERNAL SHAREHOLDERS AND RELATED ORGANIZATIONS/INDIVIDUALS

No.	Individuals executing transactions	Position at SHS	Number of shares owned at the beginning of the period		Number of shares owned at the beginning of the period		Reasons for increase, decrease (buying, selling, conversion, bonus...)	Note			
			Shares	Ownership Ratio (%)	Shares	Ownership Ratio (%)		Information disclosure date of registration for sale	Trading date	Transaction execution date	Transaction reporting date
1	Nguyen Thuy Hanh Mai	Authorized Person in charge of information disclosure - SHS insider	178,614	0.022	0	0	Selling shares	06/16/2023	06/26/2023 - 07/20/2023	07/04/2023 - 07/05/2023	07/05/2023
2	Nguyen Chi Thanh	Deputy CEO - Head of Hai Phong representative office - SHS insider	1,112,500	0.14	0	0	Selling shares	07/24/2023	07/27/2023 - 08/27/2023	08/07/2023 - 08/24/2023	08/25/2023
3	Vu Duc Trung	Member of the Supervisory Board - SHS insider	2,743,750	0.34	2,664,100	0.33	On 08/08/2023, selling 79,650 shares	08/02/2023	08/08/2023 - 09/08/2023	08/08/2023	08/11/2023
4	Luu Danh Duc	Member of the Board of Directors - SHS insider	375,000	0.05	0	0	Selling shares	09/08/2023	09/13/2023 -10/13/2023	09/15/2023 - 09/20/2023	09/21/2023
5	Doan Thi Nhu Quynh	Person in charge of Corporate Governance - SHS insider	58,750	0.007	0	0	Selling shares	08/28/2023	09/07/2023 -10/07/2023	10/04/2023	10/05/2023
6	Pham Thi Bich Hong	Head of the Supervisory Board - SHS insider	355,299	0.04	0	0	Selling shares	08/29/2023	09/07/2023 -10/07/2023	09/11/2023 - 10/16/2023	10/09/2023
7	Tran Sy Tien	Deputy CEO - Chief Accountant - SHS insider	1,112,500	0.14	0	0	Selling shares	11/07/2023	11/10/2023 -12/08/2023	11/10/2023	11/13/2023
8	Luong Thi Luu	Member of the Supervisory Board - SHS insider	62,578	0.008	0	0	Selling shares	11/14/2023	11/17/2023 -12/17/2023	11/30/2023	12/04/2023

CONTRACTS, TRANSACTION WITH INTERNAL SHAREHOLDERS AND RELATED ORGANIZATIONS/INDIVIDUALS

Transactions between the Company and related persons of the Company; or between the Company and major shareholders, insiders, related organizations/individuals of insiders:

No.	Trading name	Document	Related person at SHS	Note
1	SHS provides advisory services for divestment plans to PetroVietnam Machinery – Technology Joint Stock Company (PVM)	Decision No. 07-2023/QĐ-HĐQT dated 03/21/2023 of the Board of Directors of SHS	PVM is a related organization of SHS' member of the Board of Directors - CEO – Mr. Vu Duc Tien	Mr. Vu Duc Tien is the chairman of the Board of Directors of PVM
2	SHS provides advisory services to Saigon - Hanoi Insurance Corporation (BSH)	Decision No. 14-2023/QĐ-HĐQT dated 05/15/2023 of the Board of Directors of SHS	BSH is a related organization of SHS' chairman of the Board of Directors – Mr. Do Quang Vinh; member of the Board of Directors and CEO – Mr. Vu Duc Tien; members of the Board of Directors – Mr. Le Dang Khoa and Mr. Luu Danh Duc; and member of the Supervisory Board – Mr. Vu Duc Trung	Mr. Do Quang Vinh is the chairman of the Board of Directors of BSH; Mr. Vu Duc Tien, Mr. Le Dang Khoa, Mr. Luu Danh Duc and Mr. Vu Duc Trung are members of the Board of Directors of BSH
3	The Board of Directors of SHS approved a plan to provide advisory services to Saigon - Hanoi Insurance Corporation (BSH)	Decision No. 19-2023/QĐ-HĐQT dated 08/23/2023 of the Board of Directors of SHS		
4	The Board of Directors of SHS approved a plan for SHS to borrow funds within the credit limit from Saigon - Hanoi Commercial Joint Stock Bank - Dong Do Branch (SHB Dong Do)	Decision No. 24-2023/QĐ-HĐQT dated 10/23/2023 of the Board of Directors of SHS	SHB is a related organization of SHS' chairman of the Board of Directors – Do Quang Vinh; members of the Board of Directors – Mr. Le Dang Khoa and Mr. Luu Danh Duc	Mr. Do Quang Vinh is the vice chairman of the Board of Directors and Deputy CEO of SHB; Mr. Le Dang Khoa and Mr. Luu Danh Duc are Deputy CEO of SHB
5	The Board of Directors of SHS approved a plan for SHS to borrow funds under the overdraft limit from Saigon - Hanoi Commercial Joint Stock Bank - Dong Do Branch (SHB Dong Do)	Decision No. 26-2023/QĐ-HĐQT dated 11/02/2023 of the Board of Directors of SHS		
6	The Board of Directors of SHS approved a plan to sign a cooperation agreement between Saigon - Hanoi Securities Corporation (SHS) and Saigon - Hanoi Commercial Joint Stock Bank (SHB) regarding the provision of data to SHB	Decision No. 23-2023/QĐ-HĐQT dated 10/04/2023 of the Board of Directors of SHS		
7	The Board of Directors of SHS approved a plan to provide services including advisory for bond issuance documents; bond issuance agent; bondholders' representative; and bond registration, deposit and trading registration agent for Saigon - Hanoi Commercial Joint Stock Bank (SHB)	Decision No. 28-2023/QĐ-HĐQT dated 12/25/2023 of the Board of Directors of SHS		

Transactions between the Company's insiders, related persons of the insiders with subsidiaries, companies controlled by the Company: None

Transactions between the Company and other entities:

- Transactions between the Company and the company in which members of the Board of Directors, members of the Supervisory Board, the General Director (CEO) and other managers have been founding members or members of the Board of Directors, the General Director (CEO) for the past three (03) years (determined at the time of reporting): According to the table "Transactions between the Company and related persons of the Company; or between the Company and major shareholders, insiders, related organizations/individuals of insiders" above.
- Transactions between the Company and the company in which the related person of members of the Board of Directors, members of the Supervisory Board, the General Director (CEO) and other managers are members of the Board of Directors, the General Director (CEO): None
- Other transactions of the Company (if any) that may bring material or immaterial benefits to members of the Board of Directors, members of the Supervisory Board, the General Director (CEO) and other managers: None.

INVESTOR RELATION

INVESTOR RELATION DEPARTMENT

The investor relation department is under the Board of Directors.



The person in charge of Investor Relation

- Mrs. Doan Thi Nhu Quynh
- Education: Bachelor of Diplomatic Academy of Vietnam.
- Working experience: 14 years of experience in finance, banking and securities
- Position at SHS: Deputy Chief of the Board of Directors' Office/Secretary of the Company/Person in charge of Investor Relation/Person in charge of Corporate Governance
- Phone contact: 024.38.181.888 (Ext: 312)
- Email: quynh.dtn@shs.com.vn

INVESTOR RELATION ACTIVITIES IN 2023

Since the very first days of operation (December 2007), the Company has established the Board of Directors' Office, which is a specialized function of managing shareholder data, performing tasks of investor relations, selecting and assigning the tasks to staff. The Board of Directors' Office has the role of a secretariat, an advisor to the Board of Directors and managing shareholder records, performing tasks under the direction of the Board of Directors and the Chairman of the Board of Directors.

- Acting as the focal point for organizing the 2023 Annual General Meeting of Shareholders; over 18 formal meetings (regular quarterly and extraordinary) and numerous sessions, working meetings between the Chairman of the Board of Directors with members of the Board of Directors and the Board of Management; meetings of the Supervisory Board and Internal Audit Department; business trips of the Board of Directors and the Supervisory Board.
- Acting as the focal point for reviewing and drafting documents related to the General Meeting of Shareholders, documents, regulations, procedures, reports, etc., under the authority of the General Meeting of Shareholders and the Board of Directors for issuance.
- Establishing a storage system and managing records, documents under the authority of the General Meeting of Shareholders, the Board of Directors, the Supervisory Board, the CEO and the Board of Directors' Office.
- Monitoring the Company's shareholder records, dividend payments, share ownership certificates for unregistered shareholders; supporting shareholders in legal procedures related to transferring, gifting and inheriting SHS shares.
- Acting as the focal point for drafting reports such as shareholder structure report, charter capital increase report, dividend payment report, periodic governance report, remuneration report, activity reports of the Board of Directors and the Board of Directors' Office, reports under the authority of the

General Meeting of Shareholders, the Board of Directors and the Board of Directors' Office for issuance, including financial statements, annual report, prospectus and sustainable development report, etc.

- Managing records of the General Meetings of Shareholders and the Board of Directors, providing information for divisions and units to access and implement.
- Managing information and data of partners, customers, etc. under the authority of the General Meeting of Shareholders and the Board of Directors; managing the shareholder list and shareholder data;
- Acting as the focal point for compiling information about major shareholders, insiders and related parties, company governance information and providing information for divisions and units for compliance and reporting to State Management Agencies as required.
- Legal compliance: reviewing, ensuring compliance with standards, laws and the Company's Charter of documents before and after submission to the General Meeting of Shareholders and the Board of Directors for signature and issuance; proposing amendments, additions, adjustments and issuance.
- Participating in the drafting and issuance team of the Company's annual report; responsible for content related to the General Meetings of Shareholders, the Board of Directors, the Supervisory Board, internal governance, organizational structure and investor relation.
- Participating in the new website project of SHS, developing content and features related to the Board of Directors, investor relation and information disclosure.
- Prioritizing creating conditions for stakeholders in the Enterprise Value Chain (at SHS including headquarters, branches, representative offices, shareholders, customers, employees and collaborators, suppliers, credit institutions, State management agencies...) to participate in the implementation of the 3 international ESG (Environmental, Social and Governance) criteria, especially in identifying critical ESG themes.
- Establishing interactive channels including: website, social media platforms, email, hotline, contact information of communication, management, information disclosure and investor relation departments to regularly receive and respond to stakeholders' concerns regarding ESG, demonstrating proactive engagement and substantive connection between stakeholders and SHS on ESG matters.
- Leading the drafting of monthly and quarterly Investor Newsletters with diverse and in-depth information on macroeconomic conditions, stock market updates, stock information and SHS' business activities.

INVESTOR RELATION PLAN FOR 2024

With a structure of up to nearly 50,000 shareholders, diverse compositions, nationalities and organizational forms, the Company identifies shareholders and investor relations as a strategic management activity, requiring a close combination of finance, communication, marketing and compliance with securities laws to promote two-way interactions between businesses and the financial community, ensuring that the stock price reflects the true value of the enterprise. The stock price of an enterprise is determined by investors through their collected information. Therefore, this activity is increasingly prioritized to ensure transparency, efficiency and ensure the interests of shareholders and investors because the Company's strategy and activities are communicated fully, timely and consistently.

- Establishing and optimizing the Investor Relation Department, appropriately staffing personnel with professional competence and ethical standards suitable for supporting and serving shareholders and investors in exercising their rights and obligations in accordance with laws and the Company's Charter.
- Directing, managing and supervising the staff of the Board of Directors' Office in carrying out specific tasks according to regulations on organization and operations of the Board of Directors' Office and the actual operations of the Company.
- Directing, managing and supervising the construction and updating of content on the investor relation website and the online General Meeting of Shareholders with basic features:
  - Regularly providing updates on the Company's activities, financial status and developmental history across different periods.
  - Information on the website must demonstrate equality in providing information to foreign investors and individual investors, ensuring equal access to information as domestic and institutional investors.
  - Publicizing information and reporting promptly according to legal regulations with transparent, detailed and complete content and format..

- Developing plans for organizing regular or extraordinary investor receptions; directing, managing and supervising the staff of the Board of Directors' Office in hosting investors, shareholders and interested partners related to the Company's activities.
- Focusing on enhancing the quality of staff responsible for shareholder management and investor relation by providing legal and industry-specific training; disseminating information on the Company's financial situation and governance, ensuring that staff have a solid understanding and accurately and comprehensively convey this information, and ensuring compliance with legal regulations and internal company policies.
  - The staff in the Board of Directors' Office must have a deep understanding of business operations and the Company's financial situation to be ready to fully answer investors' questions;
  - The Investor Relation Department must maintain close relationships with the Company's business divisions and the Accounting Division to stay informed and address investor inquiries effectively.
  - Be prepared to respond promptly and appropriately to investor inquiries or requests via mail or email.
- Developing plans and directing, managing and supervising units responsible for organizing the General Meeting of Shareholders to ensure compliance with legal regulations, cost efficiency and preparation of comprehensive, detailed documents to submit to the General Meeting of Shareholders for approving matters within their jurisdiction.
- Developing plans and directing, managing and supervising units responsible for implementing dividend payments, stock issuances, profit distributions and fund reserves in accordance with legal regulations and the Company's Charter.
- Taking responsibility, directing and managing authorized personnel in addressing issues or concerns raised by external shareholders, ensuring the rights and obligations of shareholders.
- Searching for and implementing new methods to facilitate stakeholders within the Enterprise Value Chain (including the headquarters, branches, representative offices, shareholders, customers, employees and collaborators, suppliers, credit institutions, State management agencies...) in practicing the 3 international ESG (Environmental, Social and Governance) criteria and Vietnam's Corporate Sustainability Index (CSI), especially in identifying critical ESG topics.
- Maintaining and regularly upgrading interactive channels including the website, social media platforms, hotline email, contact information of communication, management, information disclosure and investor relation departments to consistently receive and respond to ESG-related concerns from stakeholders. This demonstrates proactive engagement and initiates substantial connections between stakeholders and SHS regarding ESG matters.
- Developing content and format for Investor Newsletters and methods of exchanging information with customers and investors interested in the SHS share and the Company's activities, as well as the stock market.

INFORMATION DISCLOSURE

Reporting and Information Disclosure Officers

The Reporting and Information Disclosure Department is under the Legal and Risk Management Division.



The person in charge of Reporting and Disclosing Information

- Mrs. Nguyen Thuy Hanh Mai
- Working experience: 21 years of experience in auditing and securities
- Position at SHS: Head of Legal & Risk Management Divisions/Authorized person in charge of information disclosure
- Phone contact: 024.38.181.888 (318)
- Email: mai.nth@shs.com.vn

INFORMATION DISCLOSURE IN 2023

All periodic and extraordinary information disclosures of the Company in 2023 were posted on the Company's website under "SHS News" and "Investor relation" as well as through the information disclosure system of the State Securities Commission, Hanoi Stock Exchange and Ho Chi Minh Stock Exchange.

The disclosure obligations that SHS fulfilled in 2023 include those applicable to public companies, listed companies, securities companies, private placement issuers, major shareholders and related organizations.

1/2023

Periodic

List of securities for margin trading in December 2022 (01/03/2023)

List of securities for margin trading in the first quarter of 2023 (01/10/2023)

Financial statements for the fourth quarter of 2022 (01/27/2023)

Report on the governance of listed company in 2022 (01/27/2023)

Extraordinary

None

2/2023

Periodic

List of securities for margin trading in January 2023 (02/01/2023)

Extraordinary

None

3/2023

Periodic

List of securities for margin trading in February 2023 (03/01/2023)

2022 audited financial statements (03/27/2023)

2022 audited prudential ratio statement (03/27/2023)

Extraordinary

Certificate of eligibility for derivative securities business issued by the State Securities Commission (03/02/2023)

Resolution of the Board of Directors regarding the final registration date for the shareholder list and the organization of the 2023 Annual General Meeting of Shareholders (03/03/2023)

Audited report on the utilization of capital raised from the issuance of additional shares increasing charter capital from VND 3,252,650,270,000 to VND 6,505,300,540,000 VND (03/16/2023)

SHS provides advisory services on divestment plans for Petroleum Equipment - Technology Joint Stock Company (PVM) (03/22/2023)

4/2023

Periodic

List of securities for margin trading in March 2023 (04/03/2023)

List of securities for margin trading in the second quarter of 2023 (04/07/2023)

Financial statements for the first quarter of 2023 (04/19/2023)

2022 annual report (04/14/2023)

Resolutions, meeting minutes and accompanying documents of the 2023 Annual General Meeting of Shareholders (04/28/2023)

Resolution of the 2023 Annual General Meeting of Shareholders approving the business plan for the year 2023 (04/28/2023)

Resolution of the 2023 Annual General Meeting of Shareholders approving amendments, modifications, supplements and application of the Charter (04/28/2023)

Extraordinary

Information disclosure regarding the 2023 Annual General Meeting of Shareholders and the link to all meeting documents (04/06/2023)

Decision of the State Securities Commission regarding the amendment of the approval decision for establishing a securities company branch (04/11/2023)

Opening of a new office for the branch in Ho Chi Minh City (04/17/2023)

Registration certificate of branch operations (04/20/2023)

5/2023

Periodic

List of securities for margin trading in April 2023 (05/04/2023)

Extraordinary

Continued appointment of Mr. Tran Sy Tien as Deputy CEO (05/05/2023)

Continued appointment of Mr. Nguyen Chi Thanh as Deputy CEO (05/05/2023)

Correction to the 2022 annual report (05/11/2023)

Providing advisory services to Saigon-Hanoi Insurance Corporation (BSH) (05/16/2023)

6/2023

Periodic

List of securities for margin trading in May 2023 (06/01/2023)

2022 annual report in English (06/02/2023)

Extraordinary

Certificate of eligibility to provide clearing and settlement services for derivative securities transactions issued by the State Securities Commission (06/06/2023)

SHS adjusts the securities type to free transfer for SHS shareholders (06/08/2023)

Hon Ngoc A Chau Joint Stock Company is no longer an related organization of the Chairman of Board of Directors of SHS since 06/28/2023 (06/28/2023)

7/2023

Periodic

List of securities for margin trading in July 2023 (08/01/2023)

Reviewed 2023 mid-year financial statements (08/14/2023)

Reviewed 2023 mid-year prudential ratio statement (08/14/2023)

Extraordinary

Approving the plan to provide advisory services to Saigon-Hanoi Insurance Corporation (BSH) (08/24/2023)

8/2023

Periodic

List of securities for margin trading in June 2023 (07/03/2023)

List of securities for margin trading in the third quarter of 2023 (07/07/2023)

Company governance report for the first 6 months of 2023 (07/27/2023)

Financial statements for the second quarter of 2023 (07/20/2023)

Extraordinary

Report on becoming a major shareholder of My Chau Printing And Packaging Corporation (MCP) (07/05/2023)

VNX and VSDC approve members to trade privately issued bonds (07/19/2023)

SHS signs a contract for auditing and reviewing the financial statements and the prudential ratio statement for the year 2023 (07/21/2023)

9/2023

Periodic

List of securities for margin trading in August 2023 (09/05/2023)

Extraordinary

Decision of the State Securities Commission regarding the withdrawal of the approval decision for establishing a representative office of a securities company (09/28/2023)

10/2023

Periodic

List of securities for margin trading in September 2023 (10/02/2023)

List of securities for margin trading in the fourth quarter of 2023 (10/10/2023)

Financial statements for the third quarter of 2023 (10/19/2023)

Extraordinary

Approving the plan to sign a cooperation agreement between Saigon - Hanoi Securities Corporation (SHS) and Saigon - Hanoi Commercial Joint Stock Bank (SHB) on providing data to SHB (10/05/2023)

VNX approves members to trade derivative securities (10/12/2023)

HNX approves the connection for trading derivative securities (10/18/2023)

Approving the plan for SHS to borrow funds within the credit limit at Saigon - Hanoi Commercial Joint Stock Bank - Dong Do Branch (SHB Dong Do) (10/24/2023)

Certificate of membership for derivative securities clearing issued by VSDC (10/27/2023)

11/2023

Periodic

None

Extraordinary

List of securities for margin trading in October 2023 (11/01/2023)

Approving the plan for SHS to borrow funds within the overdraft limit at Saigon - Hanoi Commercial Joint Stock Bank - Dong Do Branch (SHB Dong Do) (11/02/2023)

12/2023

Periodic

List of securities for margin trading in November 2023 (12/01/2023)

Extraordinary

Approved the plan to provide advisory services for offering documents; issuing agent; bondholders' representative; bond registration, depository and trading registration agent for Saigon - Hanoi Commercial Joint Stock Bank (SHB). (12/26/2023)

INFORMATION DISCLOSURE PLAN IN 2024

Updating new regulations on the information disclosure.

Complying with current legal regulations on the information disclosure.

Implementing the disclosure of all information in English, aligning with the Government's market upgrading direction and the strategy to develop institutional customers, especially foreign investors of SHS.

03

2023 BUSINESS REPORT

- OVERVIEW OF VIETNAM 'S ECONOMY AND STOCK MARKET IN 2023
- REPORTS OF THE BOARD OF DIRECTORS
- REPORTS OF THE BOARD OF MANAGEMENT

OVERVIEW OF VIETNAM'S ECONOMY AND STOCK MARKET IN 2023

VIETNAM'S ECONOMY IN 2023

Vietnam's economy in 2023 was impacted by challenging economic situations around the world. For the first six-month period of the year, drivers of the economy did not perform effectively. However, there were positive shifts in the economy during the latter months. Some highlights of the Vietnamese economy in 2023 are as follows:

- ***GDP in 2023 grew by 5.05% compared to the same period in 2022, marking the third-lowest growth rate in the period from 2011 to 2023,*** only higher than the years 2020-2021 when affected by the Covid-19 pandemic. The industry and construction sectors reflected difficulties of the economy in 2023, with a full-year growth rate of 3.74%, the lowest in the period from 2011 to 2023. Export-import activities and industrial production faced lots of obstacles, especially a decrease in global demand while inventory remained high. However, the recovery of the service sector and the growth of the agriculture, forestry, and fisheries sectors were bright spots in the economy.
- ***The total import-export turnover in 2023 reached $683 billion, a decrease of 6.6% compared to 2022.*** Specifically, exports reached $355.5 billion, a decrease of 4.4%, while imports decreased more sharply by 8.9% compared to exports. Vietnam's trade surplus in 2023, therefore reached a new record of USD 28 billion, 2.3 times higher than in 2022. Export activities improved in the second half of 2023 for most key export products such as electronics, computers, phones, and machinery. Imports of corresponding key products did not increase significantly, indicating a relatively slow recovery trend in export activities and continuous challenges.
- ***Foreign Direct Investment (FDI) reached its highest growth rate in the past 5 years.*** In 2023, registered FDI amount reached USD 36.6 billion, an increase of 32.1% compared to 2022. Actual FDI amount placed a new high of USD 23.1 billion, up 3.5% compared to 2022. FDI inflows into Vietnam mainly focused on the manufacturing industry, electricity production and distribution. Vietnam attracted many projects in high-tech manufacturing applications such as the Jinko Solar Hai Ha Optical Technology Complex (USD 1.5 billion), LG Innotek Hai Phong Factory (USD 1 billion), etc. Vietnam is one of the most attractive destinations in the global trend of shifting the value chain of the electronics manufacturing industry.
- ***Disbursement of public investment in 2023 is estimated to reach VND 625.3 trillion, an increase of 21.2% compared to the previous year.*** Although the percentage of completion is almost similar to 2022 (85%), the increase in actual amount of disbursement in 2023 signifies efforts of the Government, ministries, industries, and localities in promoting public investment. In the context of difficulties in export and consumption drivers, public investment is considered an important driver to stimulate economic growth. Accelerating the disbursement of public investment continues to be a key task of the entire political system in 2024 and the following years.
- ***Inflation was controlled,*** with the average CPI in 2023 increasing by 3.25%, achieving the target set by the National Assembly. Inflation pressures in 2023 mainly came from: (i) adjustments in public service prices according to the Government's roadmap (tuition fees, healthcare service prices, electricity prices), (ii) domestic food prices increased due to the rising trend of rice export prices, and (iii) housing rents and construction material prices such as sand, cement increased. However, domestic fuel prices in 2023 decreased by 11.02% compared to 2022, and transportation prices decreased by 2.5%, which helped control inflation targets throughout the year.
- ***Loose monetary policy was implemented successfully.*** Vietnam was the first country reducing the operating interest rate from March 2023, contrary to the global trend of rising interest rates, amidst a sharp decline in import-export activities due to difficulties from major trading partners. In 2023, the State Bank of Vietnam implemented 04 adjustments to reduce the operating interest rate, helping to reduce deposit and lending interest rates across the financial market. Particularly, deposit interest rates have now decreased below the bottom level of the 2021-2022 period (Covid-19). Credit growth of the entire banking system in 2023 reached 13.71%, approaching the target of the year.

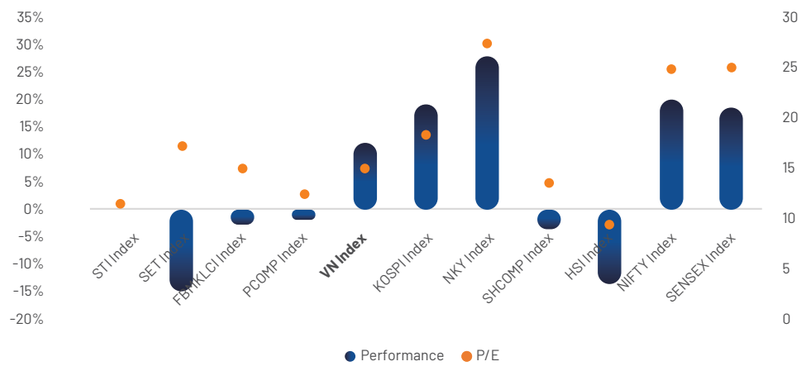
Several macroeconomic indicators in 2023

Indicator	2019	2020	2021	2022	2023
GDP growth rate (%)	7.02	2.91	2.58	8.02	5.05
The average increase in CPI (%)	2.80	3.22	1.83	3.15	3.25
Credit growth (%)	13.6	12.1	13.5	14.5	13.7
Central Exchange Rate (USD/VND)	23,155	23,131	23,145	23,612	23,866
Foreign exchange reserves (billion USD)	80	92	105	84	100
Budget deficit/surplus relative to GDP (%)	2.6	-2.0	-3.8	2.3	-4.42

(Source: GSO, WB, SBV, SHS Research)

SECURITIES MARKET

In 2023, VNIndex observed a recovery trend, gaining points with relatively low liquidity compared to the previous year. In the last trading session of 2023, VNIndex reached 1,129.93 points, an increase of 12.2% compared to the beginning of the year. Market liquidity in the second half of the year saw a significant increase, although the average transaction value throughout the year only reached VND 17,520 billion per session, a decrease of 13% compared to 2022. Some main obstacles that Vietnam stock market faced in the past year included: (i) strong net selling by foreign investors, (ii) policies supporting credit growth and the corporate bond market with low absorption rates, and (iii) declining profits of many industries. However, compared to other stock indices in Southeast Asia such as Singapore (-0.34%), Thailand (-15.15%), Malaysia (-2.73%), Philippines (-1.77%), VNIndex showed quite positive developments.

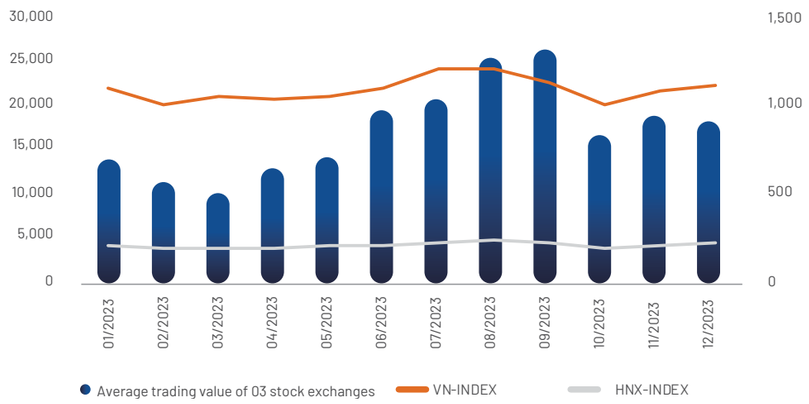


(Source: SHS Research)

- ***VNIndex experienced fluctuations throughout 2023.*** It started the year 2023 at 1,011.39 points, going ups and downs through the first five months within a narrow range and low liquidity. Subsequently, the index began to rise from June 2023, reaching two short-term peaks in the range of 1,245 - 1,255 points in August-September 2023. However, VNIndex sharply reversed its direction, dropping significantly before recovering and closing at 1,129.93 points in the last trading session of 2023. VNIndex maintained its long-term growth trend since 2000.
- ***Market liquidity decreased compared to 2022.*** After the first five months of 2023, the stock market accumulated with sluggish trading, and liquidity recovered from the middle of Quarter 2 in 2023 after the State Bank loosened monetary policy. However, throughout 2023, the average trading value of the stock market decreased by 13.0% compared to 2022 to VND 17,520 billion per session. Nevertheless, the average trading value in 2023 still reached 182% of the 10-year average and higher than VND 15,323.67 billion per session (the average trading value of the market in the past 5 years - from 2019 to 2023).

- ***Cumulatively, the total revenue and net profit in 2023 of listed companies on three exchanges decreased by 1.6% and 5.6% respectively compared to 2022. The financial services sector saw impressive profit growth in 2023 with a 79% increase, followed by the pharmaceutical sector (up 17%), beverages (up 14%), and metals (up 8%). Conversely, sectors negatively affecting the overall profit picture of the market include mining (-108%), retail (-63%), tourism and aviation (-60%).***

Vietnam's stock market variation in 2023



(Source: SSC, SHS Research)

- ***Domestic cash flow was the main driver of the stock market in 2023.*** Domestic individual investors' cash flow returned strongly with net purchases in 9 out of 12 months, totaling VND 26,247 billion, thanks to the State Bank's loosen monetary policy and sharply reduced deposit interest rates. Conversely, foreign institutional investors consecutively sold net for 9 months in the latter half of 2023, with a total value of VND 22,818 billion, due to unattractive profit growth prospects and exchange rate risks as the widening interest rate differential between USD and VND. This also indicates the recovery of domestic investors' confidence after witnessing sharp market downturns in 2022.
- ***Corporate bond issuance activities rebounded, and negotiations for bond maturity extension became actively after the issuance of Decree 08/2023/NĐ-CP.*** Specifically, in 2023, the total value of bonds issued reached approximately VND 324,234 billion, an increase of 20% compared to last year. The volume of privately placed corporate bonds issued reached about VND 287,164 billion, up 15.4% from 2022. Corporate bonds offering to the public amounted to around VND 37,070 billion. Credit institutions led in terms of issuance value, accounting for 58% of the total issuance value. The real estate group continued to place the second position with a proportion of 22.7%. The issuance maturity mainly ranged from 2-5 years, accounting for 67% of the total issuance value. Additionally, Decree 08/2023/NĐ-CP allowed issuers to extend the maturity of bonds for up to 2 years, temporarily suspended stricter requirements for professional investors, and halted credit rating for enterprises... As a result, nearly 70 issuers reached agreements to extend the bond maturity with bondholders and officially reported to HNX, with the total value of extended bonds exceeding VND 116,000 billion..



- ***Listing and registration of trading activities on the three stock exchanges were sluggish, divestment of state capital and equitization activities showed no significant changes.*** In 2023, Vietnam only had 3 successful IPOs, raising approximately USD 7 million. The low number of successful IPOs was mainly due to tightened approval processes for listing and IPO applications, and the reduced net withdrawal of large foreign capital flows. These unfavorable conditions, along with the sharp decline of the VN-Index since the first half of 2022, led many enterprises to postpone IPO plans and wait for more suitable timing. Divestment of state capital and equitization activities showed no significant changes during the year due to lingering legal issues.
- ***In terms of policies, several new legal documents were issued across various sectors of the economy:*** Decree 08/2023/NĐ-CP amending, supplementing, and invalidating some provisions of Decree 65/2022/NĐ-CP regarding the private placement and trading of individual corporate bonds; Decree 44/2023/NĐ-CP reducing value-added tax to 8% from July 1, 2023; Resolution 33/NQ-CP of the Government on some solutions to remove obstacles and promote the safe, healthy, and sustainable development of the real estate market; Decision 500/QĐ-TTg approving the National Power Development Plan for the period 2021 - 2030, with a vision to 2050; Circular 2308/NHNN-TD guiding the implementation of programs for social housing loans, workers' housing, renovation, and reconstruction of old apartment buildings amounting to approximately VND 120,000 trillion according to Resolution 33/NQ-CP; Circular 02/2023/TT-NHNN allowing commercial banks to lend customers money to repay loans ahead of schedule at other credit institutions; Circular 06/2023/TT-NHNN on restructuring loan repayment terms while maintaining debt groups.

Statistics of Vietnam Stock Market in 2023

Indicator	2020	2021	2022	2023	+/- 2023 compared to 2022 (%)
VN-Index	1,103.9	1,498.28	1,007.09	1,129.93	12.20%
HNX-Index	203.1	473.99	205.31	231.04	12.53%
Upcom-Index	74.5	112.63	71.65	87.04	21.48%
Market capitalization (trillion VND)	5,294	7,729	5,261	5,863	11.44%
Capitalization /GDP	84.2%	112.8%	61%	56.4%	-4.6%
Number of accounts (million accounts)	2.8	4.3	6.8	7.3	7.35%
Total number of shares and listed fund certificates	755	760	757	739	-2.38%

(Source: SHS Research)

ACTIVITIES OF SECURITIES COMPANIES

- According to the list of companies licensed by the SSC for stock brokerage and investment advisory, there will be 81 operating securities companies by the end of 2023. The majority of securities companies recorded revenue and profit growth compared to last year. Among them, 65 securities companies reported profitable business results with a total revenue of over VND 67,678.71 billion and total after-tax profit reaching VND 18,495.79 billion.
- Regarding brokerage, financial services and investment activities, most companies reported significant revenue and profit growth compared to 2022. Some key reasons include: (i) VN-Index showed growth both in points and liquidity in the second half of 2023; (ii) in the context of low interest rates, securities trading activities yielded positive results, while investor leverage demand also increased. However, there was notable differentiation in business results among securities companies. While some traditional securities companies such as Mirae Asset, VPS, HSC, VCI... reported profit declines, some newer faces including VPBS, VIX... reported strong profit growth.
- Financial advisory and underwriting activities faced many difficulties due to: (i) limitations in issuance conditions, trading corporate bonds, and offering securities to the public; (ii) obstacles in the equitization and state divestment process. However, the corporate bond market witnessed significant changes. The total volume of corporate bonds issued in 2023 reached VND 324,234 billion, an increase of 20% compared to 2022. The total value of bonds with extended maturity exceeded VND 116,000 billion.

MODIFICATIONS IN THE LEGAL FRAMEWORK

Issuer	Document number	Date of issued document	Document content	Effective date	Alternative document
Law	**Issued in 2023**				
	None				
	Effective since 2023				
	14/2022/QH15	11/15/2022	Anti-money laundering law	03/01/2023	Law on Anti-Money Laundering No. 07/2012/QH13
Decree	**Issued in 2023**				
	08/2023/NĐ-CP	03/05/2023	Amendments to and suspension of some articles of decrees prescribing private placement and trading of privately placed corporate bonds in domestic market and offering of corporate bonds in international market	03/05/2023	None
	19/2023/NĐ-CP	04/28/2023	Elaborating on several articles of anti-money laundering law	04/28/2023	Decree No. 116/2013/ND-CP dated October 4, 2013, elaborating on the implementation of a number of Articles of the Law on Anti-Money Laundering Decree No. 87/2019/ND-CP dated November 14, 2019 on amendments and supplements to certain Articles of the Government's Decree No. 116/2013/ND-CP
	44/2023/NĐ-CP	06/30/2023	Prescribing value-added tax reduction under Resolution No.101/2023/QH15 dated June 24, 2023 of National Assembly of Vietnam	07/01/2023 – 12/31/2023	None
	Effective since 2023				
	None				
Circular	**Issued in 2023**				
	30/2023/TT-BTC	05/17/2023	Providing guidelines for registration, depositing, exercise of rights, transfer of ownership, settlement for transactions and organization of trading market for corporate bonds privately placed in domestic market	07/01/2023	None
	09/2023/TT-NHNN	07/28/2023	Guiding implementation of the Law on Anti-money laundering No. 14/2022/QH15	07/28/2023	None
	44/2023/TT-BTC	06/29/2023	Fees and charges to support the people and enterprises	07/01 – 12/31/2023	None
	69/2023/TT-BTC	11/15/2023	Introducing roadmap for reorganization of markets for shares, bonds, derivatives and other securities	12/30/2023	Circular No. 57/2021/TT-BTC
	Effective since 2023				
	None				
Decision					
Prime minister	**Issued in 2023**				
	1726/QĐ-TTg	12/29/2023	Approval of the stock market development strategy until 2030	12/29/2023	None
	Effective since 2023				
	None				
Ministry of Finance	**Issued in 2023**				
	None				
	Effective since 2023				
	None				

Issuer	Document number	Date of issued document	Document content	Effective date	Alternative document
State Securities Commission	**Issued in 2023**				
	None				
	Effective since 2023				
	None				
Vietnam Stock Exchange	**Issued in 2023**				
	55/QĐ-SGDVN	07/10/2023	Regulations on privately placed bond trading members	07/10/2023	None
	56/QĐ-SGDVN	07/10/2023	Regulations on trading of privately placed corporate bond	07/10/2023	None
	Effective since 2023				
	None				
Hanoi Stock Exchange	**Issued in 2023**				
	None				
	Effective since 2023				
	None				
HCMC Stock Exchange	**Issued in 2023**				
	None				
	Effective since 2023				
Vietnam Securities Depository and Clearing Corporation	**Issued in 2023**				
	76/QĐ-VSDC	08/11/2023	Decision on issuing guidelines on organizing transfer agency services for open-end funds at Vietnam Securities Depository and Clearing Corporation	08/11/2023	QĐ 10/QĐ-VSD dated 12/01/2022
	74/QĐ-VSDC	08/11/2023	Decision on issuing regulations on participating in connecting the online communication gateway of Vietnam Securities Depository and Clearing Corporation for Derivative Securities trading, clearance and settlement activities	08/11/2023	QĐ 127/QĐ-VSD dated 05/10/2021
	73/QĐ-VSDC	08/11/2023	Decision on issuing guidelines on using the electronic voting system of Vietnam Securities Depository and Clearing Corporation	08/11/2023	QĐ 19/QĐ-VSD dated 28/01/2022
	72/QĐ-VSDC	08/11/2023	Decision on issuing guidelines on connecting to the electronic communication gateway of Vietnam Securities Depository and Clearing Corporation	08/11/2023	QĐ 51/QĐ-VSD dated 21/12/2009
	71/QĐ-VSDC	08/11/2023	Decision on issuing guidelines on processing transactions through the online communication gateway of Vietnam Securities Depository and Clearing Corporation	08/11/2023	QĐ 49/QĐ-VSD dated 06/7/2023
	69/QĐ-VSDC	08/10/2023	Decision on issuing guidelines on using the electronic communication gateway system between Vietnam Securities Depository and Clearing Corporation and Issuers	08/10/2023	QĐ 127/QĐ-VSD dated 05/10/2021
	27/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on registration, depository, and settlement of privately placed corporate bonds transactions at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 44/QĐ-VSD dated 03/7/2023
	23/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on registration, depository, clearing, settlement and execution of secured securities transactions at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 131/QĐ-VSD dated 21/7/2020
	22/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on organization of securities lending and borrowing activities at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 113/QĐ-VSD dated 23/8/2021

Issuer	Document number	Date of issued document	Document content	Effective date	Alternative document
Vietnam Securities Depository and Clearing Corporation	21/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on guiding registration of collateral securities for concentrated registered securities at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 160/QĐ-VSD dated 15/11/2022
	20/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on registration of securities transaction codes at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 111/QĐ-VSD dated 23/8/2021
	19/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on depository members at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 110/QĐ-VSD dated 19/8 2022
	18/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on securities depository activities at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 114/QĐ-VSD dated 23/8/2021
	17/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on management and utilization of payment support fund	08/10/2023	QĐ 105/QĐ-VSD dated 20/8/2021
	16/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on operation of government debt securities, bonds issued by policy banks and local government bonds clearance and settlement activities	08/10/2023	QĐ 06/QĐ-VSD dated 2/1/2020
	15/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on clearing and settlement of securities transactions at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 109/QĐ-VSD dated 19/8/2022
	14/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on management and use of clearing fund for derivatives market at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 115/QĐ-VSD dated 9/9/2022
	13/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on derivatives securities clearing members at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 84/QĐ-VSD dated 23/6/2022
	12/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on clearing and settlement of derivatives securities transactions at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 61/QĐ-VSD dated 16/5/2022
	11/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on domestic securities code assignment and international securities identification code at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 106/QĐ-VSD dated 20/8/2021
	10/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on issuance of securities codes, registration, depository, cancellation of registration for initial public offerings by auction/book-building method of equitized enterprises at Vietnam Securities Depository and Clearing Corporation	08/10/2023	QĐ 107/QĐ-VSD dated 20/8/2021
	09/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on exercising shareholders' rights at Vietnam Securities Depository and Clearing Corporation	08/10/2023	109/QĐ-VSD dated 20/8/2021
	08/QĐ-HĐTV	08/10/2023	Decision on issuing regulations on registration and transfer of ownership of securities at Vietnam Securities Depository and Clearing Corporation	08/10/2023	108/QĐ-VSD dated 20/8/2021
Effective since 2023					
None					

ASSESSMENT OF THE IMPACT OF THE ECONOMIC ENVIRONMENT, THE STOCK MARKET AND THE MODIFICATION OF REGULATORY FRAMEWORK ON SHS

Advantages

- In 2023, amidst global economic challenges including declining aggregate demand, high inflation, and tight monetary policies worldwide, Vietnam's economy continued to grow at a moderate pace. Many macroeconomic indicators (exchange rate, inflation) were stable and well-controlled, while loosened monetary policies along with disbursement of public investment capital, foreign direct investment (FDI), and record-high trade surplus provided strong support for the recovery and growth of the domestic stock market.
- The deposit interest rate landscape was adjusted to be low by the State Bank of Vietnam, accompanied by reduced lending rates, alleviating borrowing pressures on enterprises and creating numerous investment opportunities promising high returns in the medium and long term, attracting the attention of investors. Domestic capital flow became the main driving force of the Vietnamese stock market in 2023, demonstrating a significant recovery in domestic investor confidence compared to 2022.
- Current legal framework (Securities Law, Enterprise Law, decrees, circulars, guidelines, etc.) was timely issued, amended, and supplemented to align with the actual situation, supporting the economy, maintaining macroeconomic stability, and achieving the economic and social objectives set by the government. Furthermore, these legal documents also laid the legal foundation for improving the quality of goods in the Vietnamese stock market, creating opportunities for securities companies to diversify their methods and types of services provided; enhancing transparency, ensuring the market operates sustainably, safely, professionally, and modernly.

Disadvantages

- To control inflation, many countries and regions in the world, such as the US, UK, and Europe, have implemented tightening monetary policies. Consequently, interest rates have been adjusted upwards and maintained at high levels. As a result, foreign capital has continuously been withdrawn from the Vietnamese stock market during the period of 2022 - 2023. With a lack of demand, the market has experienced sharp declines in points, reduced liquidity, significantly impacting the business activities of securities companies.
- Despite impressive economic growth rates, the Vietnamese stock market still falls under the category of "frontier markets," a ranking equivalent to smaller economies than Vietnam. The delay in upgrading the stock market not only affects investor sentiment but also limits the potential for sustainable economic growth.
- The legal framework regulating the equitization and divestment of state capital activities is relatively complex, causing many difficulties and unresolved issues for both enterprises and advisory organizations.



POSITIONING SHS

Comparison of SHS to the market and industry competitors (2023)

In 2023, compared to the overall stock market and the securities sector in particular, SHS showed modest business results and EPS. However, with an attractive P/B valuation and owners' equity within the Top 5 securities companies, the company is expected to have considerable potential for development and breakthroughs in the future compared to other companies in the industry.

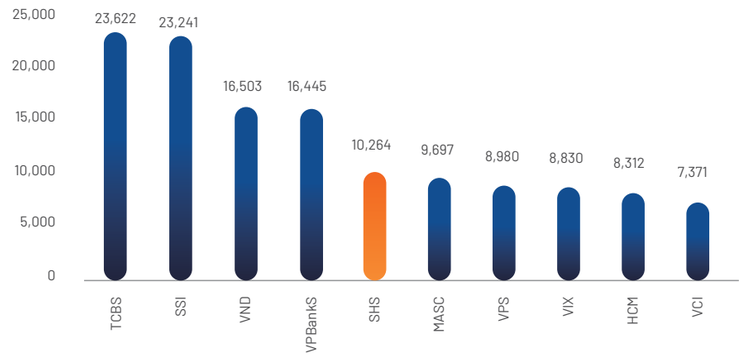
Criteria	EPS (VND/share)	P/E	P/B
SHS	688	27.5	1.5
VN-Index	2,285	14.5	1.8
HNX-Index	1,042	19.7	1.4
Upcom - Index	1,345	16.4	1.8
Securities sector	1,160	21.3	1.9

(Source: FiinPro, SHS Research)

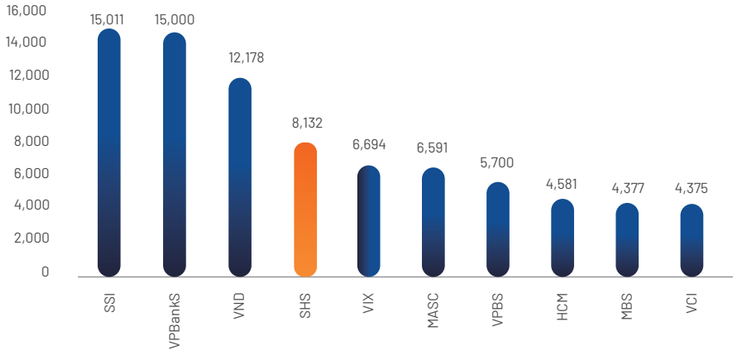
Comparison of SHS with other securities companies (2023)

Total assets (VND billion)

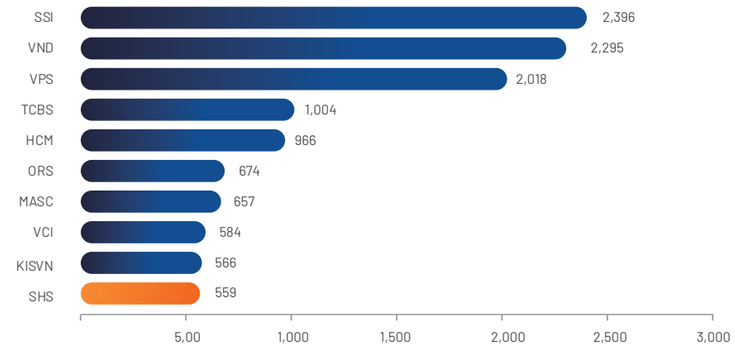
Owners' equity (VND billion)



Chartered capital (VND billion)



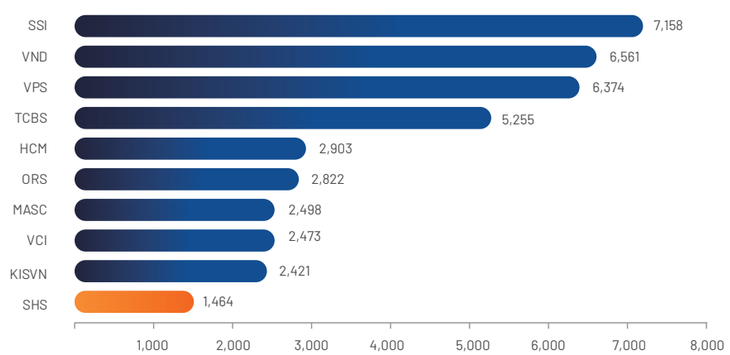
Profit after tax (VND billion)



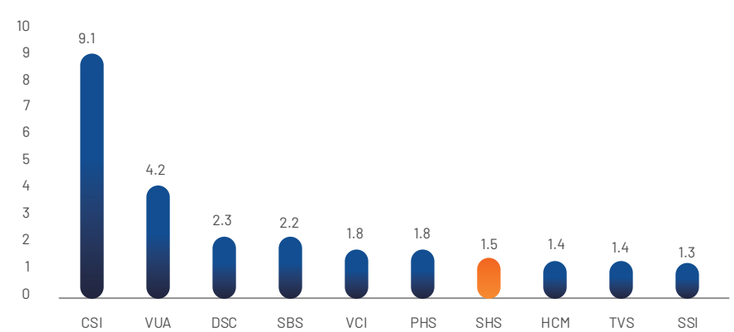
EPS (VND/share)

P/E (times) (as of 04/29/2024)

Revenues (VND billion)



P/B (times) (as of 04/29/2024)



(Source: FiinPro, SHS Research)

SHS ranks fourth among securities companies in terms of charter capital, fifth in terms of equity, tenth in terms of after-tax profit, and fourteenth in terms of total assets. However, SHS ranks nineteenth in terms of P/B ratio. This indicates that in 2023, the company maintained solid financial ability, low leverage ratios and borrowing pressures. Financial indicators were kept stable while the stock valuation remained attractive compared to other companies in the industry.

REPORT OF THE BOARD OF DIRECTORS

EVALUATION OF THE OPERATIONAL ASPECTS OF THE COMPANY

Overall assessment

In 2023, SHS continued to affirm its reputation and position in the securities market. Fixed-income product trading and financial services were bright spots for SHS in 2023, exceeding revenue and profit targets. The company achieved the Top 2 position as the largest broker of Government bond trading market share at the HNX exchange (with a market share of over 10%). SHS is still an outstanding member of Vietnam Stock Exchange, Hanoi Stock Exchange, Vietnam Securities Depository and Clearing Corporation, a trusted advisor to many banks and large enterprises in the market.

With the advantage of being the fourth-largest securities company in terms of charter capital, efficiently utilizing resources to increase benefits for shareholders as well as customers and partners was a top priority for the company. The company effectively utilized capital sources to supplement its core business activities such as investment, financial services, brokerage, according to the approved plans of the Annual General Meeting of Shareholders (AGM). Main IT projects were rapidly deployed and put into operation, including derivatives securities trading products, upgrading the SHTrading application with modern features and user-friendly interfaces, allowing investors to easily trade, monitor, and manage assets. Upon the launch of derivatives securities trading products, the company implemented various key incentive policies, such as reducing margin lending interest rates and transaction fees, enhancing service quality to meet customer and investor requirements, gradually regaining market share while ensuring operating efficiency.

The implementation of the approved 2023 business plan

The business plan for 2023 was approved at the AGM, which outlined the company's basic targets based on assumptions about the macroeconomic situation, Vietnam stock market, and SHS' assessment of policies, internal strength, brokerage market share that the company could achieve. The results of the company's business activities in 2023 were as follows:

	Plan	Actual results	Assessment
1. Total revenue and other income	VND 1,942.2 billion	VND 1,464,8 billion	Implementing 75%of the plan
2. Total expenses	VND 838.8 billion	VND 780.6 billion	Implementing 93% of the plan
3. Accounting profit before tax	VND 1,103.4 billion	VND 684,2 billion	Implementing 62% of the plan

In 2023, the stock market experienced significant unpredictability, impacting the business results of securities companies in general and SHS in particular. Throughout the year, SHS recorded total revenue and other income of VND 1,464.8 billion, achieving 75% of the annual plan. Accounting profit before tax reached VND 684.2 billion, fulfilling 62% of the plan, which was 3.5 times higher than in 2022. The Company implemented various measures to take advantage of market opportunities, increase revenue and profit, such as expanding margin lending, selectively investing in stocks, reducing borrowing and borrowing costs, etc. The results of some key business activities of the company are as follows:







- ***Securities brokerage activities:*** Total brokerage and securities depository revenue in 2023 were VND 237.9 billion, a decrease of 33.2% compared to last year and did not meet the business plan. Brokerage and securities depository activities contributed 16.3% to the company's total revenue and are being invested in to expand market share. Despite the continued competitive pricing trend, increasing commission rates for brokers and collaborators to attract personnel and increase market share, SHS still prioritizes maintaining profit margins to ensure business efficiency. Therefore, brokerage activities still face many constraints in attracting personnel and business development.
- ***Financial services:*** Recorded revenue of VND 549.9 billion, a decrease of 18% compared to 2022 but exceeded the annual plan by 49.8%. Financial services revenue accounted for 37.6% of total revenue, the second-largest revenue source of the company after investment activities. Interest rate policies were designed flexibly to suit the needs of each customer group. Control policies and debt recovery processes were structured appropriately to ensure capital safety and strict compliance with the company's risk management policies. The lending balance as of December 31, 2023 was VND 3,656 billion, an increase of 59.4% compared to 2022.
- ***Investment activities:*** Total revenue from investment activities in 2023 reached VND 618.3 billion, achieving 63.9% of the plan, an increase of 24.8% compared to the previous year. Seizing opportunities when the stock market experienced recovery periods during the year, the company focused on investment in fundamental stocks with potential growth and strong financial situations. At the end of 2023, the Company's investment portfolio was valued at VND 5,395.5 billion. SHS prioritized significant investment proportions in stocks from sectors benefiting from the domestic and global economic recovery such as retail-consumer, technology, securities, and construction materials.
- ***Financial advisory and underwriting, issuing agent activities:*** recorded revenue of VND 54 billion, a decrease of 51.1% compared to the previous year but achieving 126.5% of the annual plan. Although the corporate bond market in 2023 experienced a recovery compared to 2022, new offering and issuance activities were concentrated in some groups of real estate and credit institutions with large issuance volumes. IPO and new listings on Vietnam stock market were relatively quiet. Divestment and equitization in state-owned enterprise still faced many difficulties and unresolved obstacles. However, the company actively sought and implemented advisory services for IPOs, listings, registration for trading, and other corporate advisory services. Specifically, SHS successfully advised on 1 of the 3 IPO deals approved by the State Securities Commission in 2023 with a total mobilized capital value of VND 135 billion, successfully advised on the listing of 200 million shares of the Vietnam National Coal and Mineral Industries Corporation (Vinacomin) - Joint Stock Company, and advised on the trading registration of 100 million shares of Saigon - Hanoi Insurance Corporation. Many other advisory deals are still being implemented by the company, promising positive results in the future.

Improvement of the system and ensuring financial safety, risk management

In 2023, the Company has strictly complied with legal regulations and the Company's Charter. The Company's Charter and its system of internal procedures and regulations, was updated and adjusted to align with changes in laws and the Company's operational reality. Recruitment and training of personnel were conducted regularly to closely match job requirements.

The Company has also implemented synchronous solutions to enhance its financial capacity, such as restructuring asset portfolios, settling bonds before maturity, and improving business efficiency. The Company's financial safety ratio complied with current legal regulations. SHS did not utilize the VSDC's Payment Support Fund in 2023.

Risk management, internal control, and internal auditing continued to be emphasized. The Governance Division always ensured the highest level of transparency and compliance, as well as minimizing risks to the lowest possible level in the company's operations.

Enhancement of competitiveness and corporate reputation

In order to gradually increase SHS's competitiveness and successfully seize market possibilities to boost company performance, management and its collective of officers and employees consistently strive and implement cohesive solutions. Business processes are refined and standardized towards simplifying procedures, enhancing product quality, and providing more favorable conditions for customers. Although SHS's products and services may no longer hold pioneering positions or lead the market, they are still highly regarded for their quality, precision, flexibility, and ability to meet diverse investor needs.

The company has effectively utilized capital sources to supplement its core business activities such as investment, financial services, and brokerage, in line with the approved plans by the Annual General Meeting of Shareholders (AGM). Key information technology projects have been rapidly deployed and completed, including upgrading mobile trading software, web trading platforms, and derivatives trading systems, aiming to enhance convenience and risk prevention tools for clients.

In 2023, the company recruited additional personnel to meet job requirements, primarily focusing on brokerage staff at the Securities Brokerage Center and its branches. Moreover, training activities received emphasis through both internal training (to support the implementation of derivative securities trading) and external training (specialized securities profession training at the Securities Research and Training Center - SRTC). The Company also collaborates with recruiting personnel possessing qualifications, professional expertise, and experience to fill vacancies. SHS' objective is to enhance the quality of its existing workforce, fostering dedication, ethics, understanding of the company culture, and reducing costs associated with staff recruitment.

Derivative securities trading operations have been officially launched. Seamlessly integrated with the existing securities trading system across all platforms provided by the company, this product facilitates convenient transfer of financial resources between different asset classes, enabling clients to maximize opportunities and mitigate potential risks under unfavorable market conditions.

With the results achieved in business activities as well as in improving competitiveness, the Company has continued to affirm its brand and reputation with Customers, Partners and Regulatory Authorities, continues to be honored by agencies and organizations and awarded many noble titles (*Please refer to the Award Section – General Information of the Company*).

Implementation of responsibility for environmental and social issues

In 2023, alongside the efforts to implement the business plan entrusted by the General Meeting of Shareholders, the Company demonstrated its responsibility for social and environmental issues through practical actions.

Regarding the environment and energy conservation: all employees of the company practiced saving electricity, water, stationery, etc., during work, implemented reasonable reuse or scientific waste management, contributing to minimizing environmental harm. The Company also made significant contributions to the green capital market through core activities such as brokerage, analysis, investment, financial consulting, prioritizing green investment sectors, green stocks, government bonds, and corporate green bonds to support environmental protection and social welfare alongside the government and environmental protection enterprises.

Regarding social issues: The Company ensured stable employment with competitive incomes for all employees, avoiding the use of child labor or forced labor. Gender balance in employment as well as labor rights according to legal regulations were always ensured. The average monthly income of employees was about VND 28 million per person. Annually, the company purchased health insurance and conducted periodic health examination for all employees. The company also organized commendations for the children of employees who achieved academic excellence and gave gifts to them on occasions such as Children's Day and Mid-Autumn Festival. In November 2023, the company organized a 4-day visit to Taiwan for all employees to learn from their experiences.

SHS always considers participating in community activities, healthcare, and education as its duty and responsibility, especially as the company continues to grow stronger. In the past year, over VND 300 million in support funds were sent to communities and disadvantaged areas.

EVALUATION OF MANAGEMENT' ACTIVITIES

Although the performance results of 2023 did not meet the planned targets entrusted by the General Meeting of Shareholders, the Board of Directors recognized the efforts of management and all employees of the company in the context of unpredictable market fluctuations. Management continuously sought and developed customers, partners, arranged capital sources, diversified products, and structured investment portfolios to maintain financial performance for the company and shareholders. At the same time, the Company focused on stabilizing organization, performing good risk management in the context of fierce competition among securities companies with advantages in capital and technology.

Management effectively demonstrated its leadership role, inspiring the company's staff, continuously promoting creativity, action, and proactivity in work; constantly learning knowledge and accumulating experience as well as mobilizing various resources to access markets and customers; being cautious and strict in management, operation to ensure the company's machinery operates efficiently.

Management also accurately recognized the specific difficulties and challenges of the securities industry, seeking, exploiting, and maximizing profits from market growth opportunities. Management identified one of the key tasks as seizing the opportunity to leverage SHS's advantages to vigorously develop core business activities: investment, financial services, fixed income product trading, financial consulting and underwriting.

REPORT OF THE BOARD OF MANAGEMENT

PERFORMANCE REPORT

Comparison with the plan

Total revenue and other income in 2023 of SHS were VND 1.467,8 billion, reaching 75% of the annual plan. Total expenses of the Company in the year was VND 780.6 billion, equivalent to 93% of the plan. The Company's pre-tax accounting profit in 2023 was VND 684.2 billion, meeting 62% of the plan assigned by the Annual General Meeting of shareholders.

(Unit: VND billion)

No.	Indicator	2023 actual	2023 plan	Variance	
				Amount	%
1.	Total revenue and other income	1,464.8	1,942.2	(477.4)	75%
2.	Total expenses	780.6	838.8	(58.2)	93%
3.	Profit before tax	684.2	1,103.4	(419.2)	62%

Comparison with the previous year

(Unit: VND billion)

Item	2023 Actual	2022 Actual	Variance	
			Amount	%
I. TOTAL REVENUE, OTHER INCOME. In which:	**1,464.8**	**1,547.7**	**(82.8)**	**-5.36%**
1. Operating revenue	**1,460.0**	**1,542.5**	**(82.4)**	**-5.35%**
- Gain from financial assets at fair value through profit and loss (FVTPL)	580.9	464.4	116.5	25.09%
- Gain from held-to-maturity (HTM) investments	37.5	30.8	6.7	21.43%
- Gain from loans and receivables	547.1	567.9	(20.8)	-3.66%
- Revenue from brokerage activities	222.4	332.9	(110.5)	-33.18%
- Revenue from underwriting and issuance agent services	37.7	26.8	10.9	40.54%
- Revenue from securities investment advisory services	2.2	11.9	(9.7)	-81.48%
- Revenue from securities custodian services	15.5	23.5	(8.0)	-34.04%
- Revenue from financial advisory services	16.3	83.6	(67.3)	-80.51%
- Revenue from other activities	0.4	0.7	(0.3)	-38.84%
2. Financial income	**4.7**	**5.0**	**(0.3)**	**-5.53%**
3. Other income	**0.1**	**0.2**	**(0.1)**	**-53.05%**
II. TOTAL EXPENSE, in which:	**780.6**	**1,350.4**	**(569.8)**	**-42.19%**
1. Operating expense	**606.4**	**1,088.8**	**(482.4)**	**-44.31%**
2. General and Administrative expense	**115.5**	**98.2**	**17.3**	**17.57%**
3. Finance expense	**58.7**	**163.3**	**(104.6)**	**-64.05%**
4. Other expense	**-**	**-**	**-**	**-**
III. PROFIT BEFORE TAX	**684,2**	**197,3**	**486,9**	**246,88%**
IV. CORPORATE INCOME TAX (CIT) EXPENSE in which:	**124.9**	**35.1**	**89.8**	**255.84%**
1. Current CIT expenses	**150.5**	**86.8**	**63.7**	**73.39%**
2. Deferred CIT expenses	**(25.6)**	**(51.7)**	**26.1**	**-50.48%**
V. PROFIT AFTER TAX	**559.3**	**162.2**	**397.1**	**244.94%**

Revenue

SHS' total revenues and other income 2023 were VND 1.464,8 billion, slightly decreased by VND 83 billion (equivalent to 5.3%) compared to last year. All business activities of the Company experienced different fluctuations in revenue. Details are as follows:

- ***Revenue from investment in financial assets (FVTPL) and HTM investments were VND 618.3 billion, an increase of VND 123.1 billion (equivalent to 24.8%) compared to 2022.*** Despite the fluctuations in the stock market in 2023, the Company effectively captured trends in each phase of the market to make appropriate investment decisions. By the end of 2023, most of the Company's investment portfolio showed good profitability and continued growth.
- ***Interest from margin lending and receivables reached VND 547.1 billion, a decrease of 3.6% compared to the 2022.*** The lending scale as of December 31, 2023 was VND 3,655.9 billion, increasing 59.4% compared to the end of 2022 due to the growing demand for margin loans. Interest rate policies were flexibly adjusted to meet customer needs. Debt recovery policies and asset collateralization were also structured appropriately to ensure capital safety and strict compliance with the Company's risk management policies.
- ***Revenue from brokerage services decreased by VND 110.5 billion compared to the previous year, recording VND 222.4 billion.*** The stock market in 2023 experienced various unusual fluctuations. Although liquidity improved during the year, it was still 13.37% lower than in 2022. While the average trading volume of stocks on the entire market increased by 11.6%, the average trading value per session decreased by 28.7% compared to 2022. Meanwhile, competition among securities companies intensified, with many implementing strategies such as fee waivers, reduced transaction fees, lower margin interest rates, increased brokerage commissions, and partnerships to attract customers and brokers, leading to a decline in the Company's brokerage revenue.
- ***The remaining activities also recorded a decrease in revenue:*** revenue from financial advisory & issuing agent reached VND 54 billion (51% down), securities depository services reached VND 15,5 billion (34% down). Financial advisory and underwriting activities faced difficulties in 2023. The corporate bond market in 2023 showed positive changes but was concentrated in a few large issuance groups. IPO and new listings on the Vietnamese stock market were sluggish. Advisory work on divestment and state-owned enterprise equitization still faced many challenges and unresolved issues.

Expenses

Total expenses in 2023 of the Company were VND 780.6 billion, reaching 93% of the plan and decreasing by 42.2% compared to 2022. Specifically:

- ***Operating expenses were VND 606.4 billion, decreasing 44.3% compared to 2022.*** The Company's operating expenses include: losses on sale and revaluation of financial assets, provisions for financial assets, expenses for proprietary trading, brokerage, financial advisory and underwriting, securities investment advisory, securities custody, etc. Operating expenses in 2023 decreased significantly mainly due to reduced losses on the sale of financial assets and brokerage expenses.
- ***General and administration expenses reached VND 115.5 billion, an increase of 17.6%.*** Increasing salary and related expenses for employees were the main drivers of the increase in business management expenses in 2023.
- ***Finance expenses was VND 58.7 billion, a decrease of 64% compared to prior year.*** Finance expenses (mostly interest expenses) reduced significantly due to lower average loan balances and interest rates in 2023 compared to the same period last year. Abundant shareholder equity fundamentally met the investment needs, margin lending, and other business activities of the Company.

Accounting profit

For the whole year of 2023, SHS recorded accounting profit before tax of VND 684.2 billion, 3.5 times higher than in 2022, equivalent to 62% of the annual plan. After-tax profit of the Company was VND 559.3 billion.

STATEMENT OF FINANCIAL POSITION

Assets

(Unit: VND billion)

Item	12/31/2023		12/31/2022		Variance	
	Amount	Weighting	Amount	Weighting	Amount	%
CURRENT ASSETS	**11,385.4**	**99.4%**	**10,832.4**	**99.4%**	**553.0**	**5.1%**
Cash and cash equivalents	851.9	7.4%	1,039.7	9.5%	(187.8)	-18.1%
Short-term investments	5,692.7	49.7%	5,911.7	54.2%	(219.0)	-3.7%
Receivables	4,833.3	42.2%	3,860.3	35.4%	973.0	25.2%
Others short-term assets	7.5	0.1%	20.7	0.2%	(13.2)	-63.7%
NON-CURRENT ASSETS	**71.8**	**0.6%**	**67.3**	**0.6%**	**4.5**	**6.7%**
Fixed assets	10.0	0.1%	16.9	0.2%	(6.9)	-41.0%
Other long-term assets	61.8	0.5%	50.3	0.5%	11.5	22.8%
TOTAL ASSETS	**11,457.2**	**100.0%**	**10,899.6**	**100.0%**	**557.6**	**5.1%**

Assets' structure

The Company's total assets at the end of 2023 was VND 11,457.2 billion, increasing 5.1% compared to the beginning of the year. Current assets amounted to VND 11,385.4 billion, accounting for 99.4% of total assets. The Company's current assets mainly include:

- ***Short-term investments reached VND 5,692.7 billion, accounting for 49.7% of total assets.*** Short-term investments include: listed and unlisted securities such as stocks, government bonds, corporate bonds, etc. In addition to stock investments, the Company also chooses to invest in assets with stable and less risky returns such as bonds issued by credit institutions, large and reputable partners.
- ***Short-term receivables amounting to VND 4,833.3 billion, accounting for 42.2% of total assets.*** Short-term receivables include: receivables from lending financial services, prepayments to suppliers, receivables and accrued dividends, interest, and other receivables.
- ***Cash and cash equivalents accounted for 7.4% of total assets,*** including: cash in hand, bank deposits in the form of current accounts, deposits under 3 months, deposits for underwriting securities issuance, offsetting deposits, and securities transaction payments.

Assets' fluctuations

The total assets of the Company in 2023 showed growth compared to 2022. The fluctuations of each asset group are as follows:

- Current assets:
  - ***Short-term investment at the end of 2023 was VND 5,692.7 billion, slightly decrease of 3.7%.*** The Company's investment portfolio includes stocks (listed, Upcom, unlisted) accounting for 75.2% and bonds (listed, unlisted) accounting for 24.8%. The portfolio comprised fundamental stocks with potential growth, benefiting from economic restructuring, attracting capital inflows, transparent and well-managed.
  - ***Short-term investments increased 25,2%, reaching VND 4,833.3 billion at the end of 2023.*** The Company's receivables include receivables from margin lending activities, prepayments for securities sales, receivables from securities business partnerships, and receivables from other securities transactions. The margin lending balance of the Company as of 12/31/2023 reached VND 3,656 billion, a 59.4% increase compared to 2022 due to the stock market's recovery in liquidity and points at the end of the year. Overall, receivables from other activities are stable and well risk-managed.
- ***Non-current assets:*** The Company's non-current assets mainly consist of fixed assets, construction in progress costs and other long-term prepaid expenses. These items have a balance of VND 71.8 billion, maintaining a proportion of less than 1% of total assets.

Liabilities and Equity

(Unit: VND billion)

Item	12/31/2023		12/31/2022		Variance	
	Amount	Weighting	Amount	Weighting	Amount	%
LIABILITIES	**1,193.7**	**10.4%**	**1,463.8**	**13.4%**	**(270.1)**	**-18.5%**
Current liabilities	1,120.5	9.8%	1,364.9	12.5%	(244.4)	-17.9%
Non-current liabilities	73.2	0.6%	98.8	0.9%	(25.6)	-25.9%
OWNERS' EQUITY	**10,263.5**	**89.6%**	**9,435.9**	**86.6%**	**827.6**	**8.8%**
Investment capital of the owner	8,853.3	77.3%	8,853.3	81.2%	(0.0)	0.0%
Funds and undistributed profits	1,410.2	12.3%	582.5	5.3%	827.7	142.1%
TOTAL CAPITAL	**11,457.2**	**100.0%**	**10,899.6**	**100.0%**	**557.6**	**5.1%**

Resources' structure

The total resources of the Company at the end of 2023 was VND 11,457.2 billion. In particular, equity reached VND 10,263.5 billion, ranked 5th among securities companies in the market. Equity and liabilities account for 86.6% and 10.4% of total resources, respectively. As of 12/31/2023,

- Liabilities included:
  - Current liabilities: VND 1,120.5 billion, accounted for 9.8% total resources. Bank loans account for 80% of current liabilities. The remaining includes payables to suppliers, securities transaction payables, tax payables and statutory obligations, payables to employees, welfare and reward funds, other payables and obligations.
  - Non-current liabilities: amounting to VND 73.2 billion. Non-current liabilities comprised deferred tax liabilities.
- Owners' equity comprised:
  - Owners' contributed capital: VND 8,853.3 billion, accounting for 77.3% of total resources, including chartered capital and share premium.
  - Reserves and undistributed earnings: amounting to VND 1,410.2 billion, accounting for 12.3% of total resources, including additional capital reserves, financial and operational risk reserves, other reserves, and undistributed profits.

Changes in resources

Total resources' balance as of 12/31/2023 increased 5.1% compared to the end of 2022. In which liabilities and shareholders' equity fluctuated in opposite directions. Details are as follows:

- Liabilities decreased by VND 270.1 billion thanks to a reduction in balance of short-term bank borrowings. Short-term liabilities decreased by VND 244.4 billion due to the Company's repayment of old loans and reduced new borrowings.
- Owners' equity increased by VND 827.6 billion compared to prior year because of the growth in undistributed earnings during the year and reduced losses from the revaluation of available-for-sale financial assets.



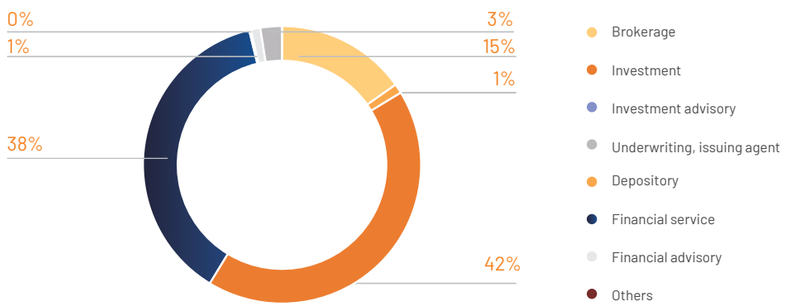
REPORT ON KEY FINANCIAL RATIOS

Item	2023	2022	Variance
LIQUIDITY			
Quick ratio	76.0%	76.2%	-0.1%
Current ratio	1,016.1%	793.6%	222.5%
LEVERAGE			
Debt/Total asset ratio	10.4%	13.4%	-3.0%
Debt/Equity Ratio	11.6%	15.5%	-3.9%
OPERATING RATIOS			
Receivables turnover	0.34	0.29	0.05
Working capital turnover	0.15	0.19	-0.04
Total assets turnover	0.13	0.14	0.01
PROFITABILITY			
Operating Profit/Revenue	58.5%	29.4%	29.1%
Profit Before Tax/Revenue	46.7%	12.7%	34.0%
Profit After Tax/Revenue	38.2%	10.5%	27.7%
Return on Equity (ROE)	5.7%	2.1%	3.6%
Return on Assets (ROA)	5.0%	1.5%	3.5%
Earnings per share (EPS) (VND/share)	688	238	450
CAPITAL ADEQUACY RATIO			
Financial safety ratio as of 31 December	491.96%	291.17%	200.79%

- SHS' liquidity ratios are all maintained and improved compared to 2022. Current ratio reached 10.1 times, a significant increase from 7.9 times last year. Quick ratio is at 0.76 times. These indices indicate the stable ability of SHS to repay short-term liabilities.
- Capital structure indicators such as Debt/Total assets ratio, Debt/Equity ratio in 2023 continue to decrease, showing the level of autonomy of the Company's equity compared to the previous year. In fact, SHS still operated profitably after a challenging year, reduced loans and borrowings balance, thereby enhancing the capital capacity of the Company.
- The Company's operating capacity indicators such as: receivables turnover, working capital turnover, total asset turnover in 2023 are basically stable compared to 2022.
- Capital adequacy ratio as of 12/31/2023 was 491.96%, an increase of 200.79% compared to the same period last year, ensuring safety in accordance with current legal regulations.

REPORT ON THE COMPANY'S OPERATING ACTIVITIES

2023 revenues' structure



Detailed information about the Company's activities is as follows:

Brokerage and Depository

Operating results in 2023:

(Unit: VND billion)

Revenue	2022	2023		Variance	
		Actual	Plan	% compared to 2022	% compared to the 2023 plan
Brokerage	332.9	222.4	289.5	-33.2%	76.8%
Depository	23.5	15.5	25.2	-34.0%	61.5%
TOTAL	**356.4**	**237.9**	**314.7**	**-33.2%**	**75.6%**

Revenue from brokerage and depository activities in 2023 was VND 237.9 billion, a decrease of 33.2% compared to last year (achieving 75.6% of the plan and accounting for 16.3% of SHS' total revenue). Vietnam stock market in 2023 experienced significant fluctuations, with the average trading value being VND 17,520 billion per session, a decrease of 13% compared to 2022. Foreign institutional investors were net sellers for the last 9 consecutive months, with the total value of VND 22,818 billion, given less attractive profit growth prospects and exchange rate risks as the widening interest rate differential between USD and VND. These unfavorable factors have significantly impacted the business activities of securities companies in 2023, including SHS.

The number of accounts under management slightly increased

The number of newly opened accounts in 2023 at SHS was 6,623. As of 12/31/2023, the total number of securities accounts opened at SHS reached approximately 70,668.

	2018	2019	2020	2021	2022	2023
Number of newly opened accounts	15,445	2,799	4,466	8,759	5,770	6,623
Number of accounts as of December 31	42,655	45,454	49,920	58,485	63,987	70,668

Introducing Derivatives trading service

In 2023, SHS organized a launch event for its Derivatives Trading Service, adding another component to its value chain for customers. Developed in collaboration with leading partners in the development of core software infrastructure in the financial and securities market, this product seamlessly integrates with existing securities trading system across all platforms provided by the company. It enables customers to easily transfer resources between different classes of financial assets, maximizing opportunities and mitigating potential risks in unfavorable market conditions.

Upgrading Online Trading Application

In line with the motto of "Customer-centric"", SHS has continuously developed new versions of its online securities trading application with modern features and superior utilities. After a period of parallel application, the new versions have been perfected and better meet the trading needs of customers. Therefore, starting from the end of November 2023, all trading activities of customers will be carried out entirely on the new versions of SHTrading, SHPro, and SHWeb to ensure the highest quality of service.

In 2023, the company also completed internal training courses on derivative trading for its staff and employees in brokerage departments and support team to enhance operational quality, investment advisory capacity, and meet the requirements of customers and investors.

Financial Services

Operating results in 2023

(Unit: VND billion)

Revenue	2022	2023		Variance	
		Actual	Plan	% compared to 2022	% compared to the 2023 plan
Lending	567.9	547.1	526.7	-17.6%	49.7%
Investment Advisory	11.9	2.2	2.5	-36.2%	60.3%
TOTAL	**579.8**	**549.9**	**529.2**	**-18%**	**49.8%**

Financial services are the Company's second large source of revenues in 2023, right after investment activity. Revenue from financial services recorded VND 549.9 billion, exceeding the annual plan by 49.8%. Due to unfavorable market conditions, revenue from both margin lending and investment advisory activities decreased compared to the previous year.

The company has undertaken numerous activities to improve service quality, enhance technology, and refine processes and operations. Specifically, the financial services department has collaborated with related departments to develop derivative trading products, establish processes for derivative lending, and improve management support reports, control, and operational processes for margin lending... Currently, the operational process system continues to be reviewed, evaluated for updates, and modified to align with the Company's regulations.

Significant increase in lending balance at the end of 2023

(Unit: VND billion)

Receivables from financial services	12/31/2023	1/1/2023	Variance	
			Amount	%
Margin activities	3,656.0	2,293.5	1,362.5	59.4%
Advances from sale of securities	179.2	62.1	117.1	188.6%
Securities business cooperation	435.1	435.0	0.1	0.0%
Other securities trading activities	869.0	1,408.9	(539.9)	-38.3%
Total	**5,139.3**	**4,199.5**	**939.8**	**22.4%**

As of 12/31/2023, the Company's receivables for financial services reached VND 5,139.3 billion, increasing VND 939.8 billion, equivalent to 22.4% compared to prior year. In which, receivables from margin activities was VND 3,656 billion, advances from sale of securities was VND 179.2 billion, increasing by 59.4% and 188.6%, respectively. Particularly, receivables from other securities trading activities reduced sharply by 38.3% to VND 869 billion.

Investment

Operating results in 2023

Investment activities in 2023 performed excellently compared to last year, with revenue of VND 618.4 billion, achieving 63.9% of the plan and increasing by 24.8% compared to 2022. Seizing the opportunity as the stock market showed signs of recovery during the year, the company focused on investing in fundamental stocks with potential growth and strong financial standings. Additionally, SHS realized profits from securities that met expected profit levels. Details are as follows:

(Unit: VND billion)

Revenue	2022	2023		Variance	
		Actual	Plan	% compared to 2022	% compared to the 2023 plan
Investment	495.3	618.3	966.9	24.8%	63.9%

As of 12/31/2023, SHS's portfolio comprised several effective investments, including:

- Listed and unlisted stocks: MWG, FRT, BHI...
- Listed and unlisted bonds: bonds from reputable credit institutions and large enterprises.

Investment scale was expanded, investment structure was improved

As of 12/31/2023, balance of the investment portfolio was VND 5,395.5 billion, decreased by 6.57% compared to 2022.

(Unit: VND billion)

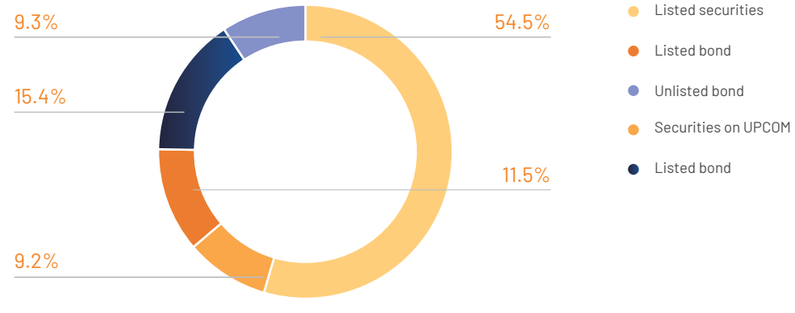
Item	As of 01/01/2023	As of 12/31/2023	Variance	
				%
BOOK VALUE	**5,774.7**	**5,395.5**	**(379.2)**	**-6.57%**
FVTPL Assets	**4,099.5**	4,920.3	**820.8**	**20.02%**
Listed stocks	843.9	2,466.1	1,622.2	192.23%
Upcom trading stocks	653.2	498.8	(154.4)	-23.64%
Unlisted stocks	620.0	620.0	-	0.00%
Listed bonds	636.0	831.0	195.0	30.66%
Unlisted bonds	1,346.4	504.4	(842.0)	-62.54%
AFS Assets	**675.2**	475.2	**(200.0)**	**-29.62%**
Listed stocks	675.2	475.2	(200.0)	-29.62%
HTM Assets	**1,000.0**	-	**(1,000.0)**	**-100.00%**
Deposit	1,000.0	-	(1,000.0)	-100.00%

To ensure operational safety, the Company implements a portfolio allocation strategy based on (i) fundamental analysis, evaluating the intrinsic value of businesses, and (ii) market dynamics, macroeconomic trends. For industries with short-term potential growth but high leverage and inherent risks, the Company maintains a cautious stance, investing a limited volume for short-term gains to leverage stock momentum influenced by policies and capital inflows. Conversely, in the medium and long term, the Company prioritizes significant investment allocation to securities in industries with robust growth, benefiting from domestic and global economic recovery processes such as retail-consumer, technology, securities, and construction materials.

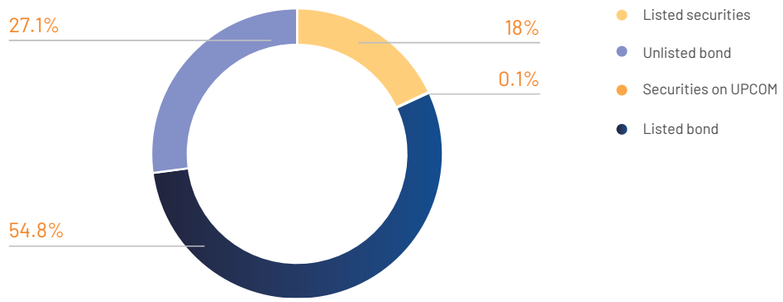
(Unit: VND billion)

Item	As of 01/01/2023	Increase	Decrease	As of 12/31/2023
BOOK VALUE	**5,774.7**	**18,412.0**	**17,791.2**	**5,395.5**
FVTPL Assets	**4,099.5**	**18,412.0**	**17,591.2**	**4,920.3**
Listed stocks	843.9	3,321.3	1,699.2	2,466.1
Upcom trading stocks	653.2	14.1	168.5	498.8
Unlisted stocks	620.0	-	-	620.0
Listed bonds	636.0	10,089.6	9,894.5	684.8
Unlisted bonds	1,346.4	4,987.0	5,829.0	650.6
AFS Assets	**675.2**	**-**	**200.0**	**475.2**
Listed stocks	675.2	-	200.0	475.2
HTM Assets	**1,000.0**	**-**	**1,000.0**	**-**
Deposits	1,000.0	-	1,000.0	-
DIFFERENCE ON REVALUATION OF FINANCIAL ASSETS RECOGNIZED THROUGH PROFIT/LOSS	**137.0**	**697.4**	**537.2**	**297.2**
FVTPL assets	240.0	393.9	522.1	111.8
AFS assets	(103.0)	303.5	15.1	185.4
TOTAL	**5,911.7**	**697.4**	**537.2**	**5,692.7**

As of 12/31/2023, listed stocks account for a large proportion of the Company's investment portfolio, with a proportion of 54.5%, followed by listed bonds with a proportion of 15.4%.



During the year 2023, the Company mainly invested in bonds. Proportion of SHS' investment in listed bonds and unlisted bonds in 2023 were 54.8% and 27.1%, respectively. Investments in listed and unlisted stocks account for small proportion.



Financial Advisory and Underwriting, Issuing Agent

Operating results in 2023

Revenue	2022	2023		Variance	
		Actual	Plan	% compared to 2022	% so compared to the 2023 plan
Financial Advisory, Underwriting, issuing agent	110.4	54.0	42.7	-51.1%	126.5%

Financial advisory, underwriting and issuance agent activities were affected by the sluggish primary stock market in 2023. Throughout the year, the Company's revenue from financial advisory and underwriting, issuing agent reached VND 54 billion, a decrease of 51.1% compared to the previous year but achieving 126.5% of the annual plan. The corporate bond market in 2023 saw a recovery compared to 2022, with a total volume of successfully issued corporate bonds reaching VND 324,234 billion, a 20% increase from 2022. However, new offerings and issuance were mostly focused on certain groups of real estate and credit institutions with large issuance volumes. Consequently, the bond issuance advisory segment faced many challenges.

The company actively engaged in advising IPOs, listings, trading registrations, and other corporate advisory activities. SHS has successfully advised on one of the three IPO deals approved by the State Securities Commission in 2023, with a total capital raised of VND 135 billion. In listing advisory activities, the Company advised on the listing of 200 million shares of the Vietnam Minerals Corporation - JSC (stock code KSV) on the Hanoi Stock Exchange and the Upcom trading registration of 100 million shares of the Saigon - Hanoi Insurance Corporation (stock code BHI). Additionally, the Company also participated in advising on various segments of the DB Insurance deal receiving the transfer of shares of Vietnam National Aviation Insurance JSC (VNI) and Saigon - Hanoi Insurance Corporation (BHI) with a total transaction value of up to VND 2,900 billion. Many other advisory deals are still ongoing and are expected to yield positive results in the future.

Equitisation and divestment in state-owned enterprise activities have not seen significant changes. While the legal mechanisms for equitisation advisory activities have been completed, issues related to land ownership have arisen. Divestment advisory activities have not encountered implementation mechanism issues but have faced challenges in approving restructuring plans at conglomerates and corporations, resulting in none being successfully implemented

Treasury

Operating results in 2023

Capital balancing activities

- The company has ensured liquidity for all business activities in 2023.
- Meeting the capital needs for the Company's business activities and providing financial services to customers.

Capital raising activities

In 2023, the Company's mobilized capital is VND 1,930 billion. Capital resources mobilized include:

- The average loan from credit institutions is VND 493 billion, accounting for 25.6% of the total mobilized capital of the Company. SHS still maintains relationships with traditional banking partners such as: Saigon – Hanoi Commercial Joint Stock Bank, An Binh Commercial Joint Stock Bank, Bac A Commercial Joint Stock Bank, VPBank ...
- The average mobilized capital from bond issuance is VND 162 billion, accounting for 8.4% of the total mobilized capital of the Company. At the end of 2023, SHS has settled all of outstanding bond balance.
- Equity capital and other capital sources on average are VND 1,275 billion, accounting for 49.3% of the total mobilized resources of the Company. This capital source has contributed significantly to help the Company ensure stable capital for business activities, reducing the cost of capital of the Company.

Capital using activities

The Company's capital in 2023 is mainly used for investment activities (30.3% of the total use), financial services activities (32.8% of the total use) and other activities.



Information technology

Operating results in 2023

In 2023, the Information Technology Department of SHS has completed a number of important projects, in addition to ensuring the stable operation of the system, good support for business activities and customers. Details are as follows:

Regarding system development:

- Completed the package for implementing the derivative securities trading system (Golive on 11/28/2023).
- Updated bugs, hotfixes and advanced features on the core with software partner Lotte-HPT, FTL...
- Implemented mobile trading software upgrade project (MTS), web trading in collaboration with FTL partner (Golive on 11/28/2023).
- Conducted comprehensive pentests of all trading applications including MTS, WTS, and SHPRO (completed before the Golive of the derivative securities trading system).
- Added and improved features, reporting systems of in-house software such as CRM, HRM, Shareholders' Meeting Management software, investment management...
- Added additional sub-systems for custodian agents, retail transaction management at SHB and SHS, API connections with SHB, LPB... of the bond trading management software system.
- Coordinated with partner Lotte to deploy a separate bond trading management system listed on the Hanoi Stock Exchange (HNX) and deposited at VDSC.
- Coordinated with LPB, SHS team for LPB primary bond issuances (June, August and September 2023).
- Developed an application sub-system to support the Financial Advisory & Bond Issuance Department in the function of bondholder representation.
- Established a data collection and price providing service for SHB's capital adequacy ratio calculation and optimization system.
- Ensured the stable operation environment of applications, ready for system expansion upon request.
- Coordinated with partners to test the trading system under the KRX project of HOSE.
- Regarding operations.

Regarding operation:

- Built a monitoring, access control, and operation support system based on Manage Engine products (self-deployed), standardizing operation and system monitoring step by step.
- Received and put into operation the core derivative securities trading system.
- Maintained the stable operation of the core securities trading system. Met the change requests, software upgrades of the two stock exchanges HSX, HNX, and VSD.
- Maintained stable infrastructure/network/security systems – resolved incidents affecting transactions to minimize system downtime.

Research

Operating results in 2023

In 2023, the analysis department maintained activities focused on the quality of existing products, specifically: (i) Strategy reports and (ii) Stock recommendations for investors in daily/weekly newsletters and the SHTrading application to help investors leverage market opportunities. For the weekly newsletters, content was adjusted and supplemented with additional information related to industries, summarizing the business performance of companies

Regarding margin lending activities, the department regularly collaborated with the Financial Services and Brokerage departments to timely assess market conditions. This enables timely adjustments and updates to stocks in the margin trading portfolio to meet the requirements of customers and related parties.



Legal

Operating results in 2023

Over the years, legal activities have actively contributed to supporting all major activities of the Company such as brokerage, financial services, financial advice, investment... Facing major changes in the law, the Legal Department has focused on coordinating with departments and professional departments to study the orientation of the State management agency to advise the Executive Board to perform necessary preparation and orientation of the Company's business activities, based on compliance with the provisions of law. Some typical results of legal activities in 2022 are as follows:

- Legal advice on personnel, Company structure and support for the implementation of the Documents related to the application for a new/adjusted License for the establishment and operation of the Units and the Company.
- Drafting and supporting the drafting of documents, records and papers of the Company at the request of the Board of Directors and departments and branches in the Company.
- Review, and give legal opinions on documents, records and papers of the Company.
- Review and coordinate with departments and branches to standardize internal processes, regulations and forms of the whole Company.
- Review, propose, draft power of attorney and monitor the implementation of authorization in the Company.
- Update and disseminate legal regulations throughout the Company and develop legal newsletters.
- Participate in legal seminars chaired by State agencies, contribute/send written comments.
- Issue the SHS risk list, regulations on calculating risk limits, risk management forms applied internally. Implement control of material risks and prepare risk management reports.
- Build partnerships with organizations that support legal work.
- Other activities.

Other advisory deals are still ongoing and are expected to yield positive results in the future.

Handling Non-Performing Loans

Operating results in 2023

The total value of the Company's NPL as of 12/31/2023 was VND 621.1 billion. During the year, the Company made an additional provision of VND 42.3 billion, at the same time reversed the provision of VND 21.5 billion. Total provision for doubtful receivables of the Company by the end of 2023 was VND 530 billion. The ratio of provision balance/NPL on 12/31/2023 was 85.3%. The ratio of provision in the year/NPL is 6.8%.

Year	Balance of NPL (end of year)	Balance of provision of NPL (beginning of year)	Additional provision of NPL	Reversal of provision of NPL	Balance of provision of NPL	Balance of provision for NPL/Balance of NPL	Additional provision of NPL/Balance of NPL
[1]	[2]	[3]	[4]	[5]	[6]=[3]+[4]-[5]	[7]=[6]/[2]	[8]=[4]/[2]
2023	621.1	509.2	42.3	21.5	530.0	85.3%	6.8%
2022	605.5	464.4	45.3	0.5	509.2	95.4%	7.5%
2021	551.7	466.1	48.1	49.8	464.4	84.2%	8.7%
2020	553.9	442.1	35.0	11.0	466.1	84.1%	6.3%
2019	520.6	432.8	14.2	4.9	442.1	84.9%	2.7%
2018	495.5	266.7	168.9	2.8	432.8	87.3%	3.6%
2017	360.2	280.3	6.2	19.8	266.7	74.0%	1.7%
2016	343.6	275.6	6.4	1.7	280.3	81.6%	1.9%

The task of handling doubtful receivables in 2023 continued to focus on completing documentation, monitoring debts, and coordinating with relevant departments, branches, and individuals to urge customers to repay debts.

REPORT ON INVESTMENT SITUATION AND IMPLEMENTATION OF INVESTMENT PROJECTS

Major Investments

Financial investment

Check Report of the Executive Board -> Report on the activities of the Company -> Investment.

Project Investments

- The company has no project investment in 2023.
- The Company does not have any subsidiary or associated company.

PROGRESS MADE DURING THE YEAR

Efforts have been noted

In 2023, SHS continues to be honored with numerous awards: (i) merit certificate from Ho Chi Minh City Stock Exchange; (ii) Top 10 Best Annual Reports in 2022 - Financial sector; (iii) IR Awards; (iv) Top 15 outstanding listed companies meeting the disclosure standard in the mid-cap group, awarded by the Vietstock Financial Information Portal; (v) Top 10 listed companies on the Hanoi Stock Exchange for best corporate governance in 2022 – 2023 and many other awards and accomplishments in business. The Hanoi People's Committee also awarded a merit certificate to Mr. Vu Duc Tien - Member of the Board of Directors cum CEO of the Company for his achievements in the HanoiSME Association's emulation movement. This is not only an honor for the Company and the CEO but also reflects the recognition from state management agencies and the media for the results and efforts of the Company's leadership in the past period.

Excellent IPO, listing and trading registration advisory activities

In 2023, SHS successfully advised on 1 of the 3 IPO deals approved by the State Securities Commission with a total capital raised of VND 135 billion. In listing advisory activities, the company successfully advised on the listing of 200 million shares of the Vietnam Minerals Corporation - JSC (stock code KSV) on the Hanoi Stock Exchange, successfully advised on the Upcom trading registration of 100 million shares of the Saigon - Hanoi Insurance Corporation (stock code BHI)... Additionally, the company also participated in advising on various segments of the DB Insurance deal receiving the transfer of shares of Vietnam National Aviation Insurance JSC (VNI) and Saigon - Hanoi Insurance Corporation (BHI) with a total transaction value of up to VND 2,900 billion. Many other advisory deals are still being implemented by the Company, affirming the reputation and leading capacity of SHS in the current financial market.

Maintaining and enhancing corporate governance quality

The corporate governance and business operation activities of the Board of Directors and management continue to deepen, based on a consistent orientation to seize market opportunities, comply with legal regulations, and modern governance practices. Internal control, risk management activities are regularly carried out to protect the achievements of business operations.

Shareholder relations, reporting, and disclosure activities are increasingly standardized, contributing to enhancing the image and brand of the Company. In line with sustainable development goals according to GRI standards, SHS increasingly focuses on the interests of stakeholders, with a focus on activities contributing to the community. In 2023, SHS continued to have many community contribution activities (Please refer to the Sustainable Development Report for 2023).

With a consistent orientation to become a leading securities company in Vietnam and a reputable brand in the Asian securities market, SHS values transparency in information and continues to invest significant resources in the Annual Report publication with the desire to convey the most complete information about the Company as well as the message of sustainable development based on harmonious integration with the interests of stakeholders.

Improvements in organizational structure and management policies

In 2023, the Company recruited additional personnel to meet job requirements, mainly brokers at the Securities Brokerage Center and branches. Training activities were also emphasized in both forms: internal training (to serve the implementation of derivative securities trading) and external training (professional securities training at the Securities Research and Training Center - SRTC)... In addition, the Company also recruited personnel with qualifications, professional expertise, and experience to supplement the missing positions. The goal of SHS is to enhance the quality of the current staff, awaken loyalty, attachment, understanding of the Company's culture, and reduce costs for personnel supplementation.



04

2024 BUSINESS PLAN

- 2024 OVERVIEW
- 2024 BUSINESS PLAN

2024 OVERVIEW



GLOBAL CONTEXT

PROSPECTS FOR ECONOMIC GROWTH AND INFLATION

The global economy in 2024 is expected to experience a "soft landing" with economic growth at a low level but inflation forecasted to decrease closer to the target levels set by Central banks worldwide. However, there are still many unpredictable variables such as increasing political tensions in the Middle East, attacks in the Red Sea - a critical part of the world's East-West trade route, Russia's ongoing military campaign in Ukraine, risks of economic downturn, and the divergent impact of tightening monetary policies across most countries worldwide, etc. Below are the assessments and perspectives of major financial institutions globally like the IMF, World Bank, OECD, Wells Fargo, and Barclays Bank on the global economic growth and inflation in 2024.

Assessment	Economic growth	Inflation
The assessment of IMF	**Global growth is predicted to sustain at 3.1% in 2024, equivalent to the estimated growth rate of 2023 before increasing slightly to 3.2% in 2025.** The 2024 forecast is higher by 0.2% compared to the forecast in the October 2023 World Economic Outlook (WEO) report, but lower than the historical average (2000-2019) of 3.8%, reflecting tightened monetary policies, rollback of financial support policies, and low underlying productivity growth. ***For developed economies,*** the growth is forecasted to slightly decrease from 1.6% in 2023 to 1.5% in 2024 before rising to 1.8% in 2025. The growth forecast for 2024 has been adjusted upward by 0.1%, reflecting stronger-than-expected growth in the United States but offset partly by lower-than-expected growth in the Euro area. ***For emerging market and developing economies,*** the growth is expected to remain at 4.1% in 2024 and increase to 4.2% in 2025. Specifically, emerging market and developing economies in Asia are forecasted to grow at a higher rate compared to other regions, with projected growth rates in 2024 and 2025 at 5.2% and 4.8% respectively.	***Global inflation is expected to decrease from 6.8% in 2023 to 5.8% in 2024 and 4.4% in 2025.*** Overall, inflation in over 80% of the world's economies is anticipated to be lower in 2024 due to continued tight monetary policies, weakened labor markets, and declining energy prices. ***For developed economies,*** annual average inflation is predicted to decrease from 4.6% in 2023 to 2.6% in 2024 and 2.0% in 2025. ***For emerging market and developing economies,*** annual inflation is expected to decrease from 8.4% in 2023 to 8.1% in 2024 and further to 6.0% in 2025.
The assessment of World Bank	**Global Outlook:** ***Global growth is expected to slow to 2.4% in 2024*** - the third consecutive year of deceleration - reflecting the delayed and ongoing impacts of tightening monetary policies to control inflation, tightening credit conditions, and weakening global trade and investment. In the short term, developed economies are forecasted to experience slower growth while emerging market and developing economies (EMDE) with strong underlying fundamentals are expected to experience improvement. However, some EMDEs will still face many risks due to rising debt and financial costs. Additionally, recent conflicts in the Middle East, along with Russia's military campaign in Ukraine, have heightened geopolitical risks. Escalating conflicts could lead to sharp increases in energy prices, causing broader economic impacts globally. **Regional Outlook:** ***Despite some improvements in growth are expected in most EMDEs, the overall outlook remains weak.*** In 2024, growth is predicted to slow down in East Asia and the Pacific (largely due to slower growth in China), Europe, Central Asia, and South Asia. Only a modest improvement in growth rates is expected, from the low levels of 2023, in Latin America and Caribe. Growth is expected to be notably stronger in the Middle East and North Africa, supported by increased oil output, and in Sub-Saharan Africa, reflecting recovery from recent declines. By 2025, growth rates are expected to increase significantly across most regions as global business activities rebound.	***Global inflation is predicted to continue decreasing during the period of 2024 - 2025*** due to (i) slight declines in commodity prices and (ii) weak global demand growth, reflecting the impacts of tightening credit conditions and monetary policies, as well as slower labor market growth. Specifically, global inflation is forecasted to decrease to 3.7% in 2024 and 3.4% in 2025, still higher than the pre-pandemic average (2015-2019) but closer to the inflation targets of Central banks.

Assessment	Economic growth	Inflation
The assessment of OECD	***Global GDP growth is forecasted to decrease to 2.9% in 2024, down from 3.1% in 2023, before recovering to 3.0% in 2025.*** The decline or reversal of previous cyclical support factors such as post-pandemic supply bottlenecks, along with tightening macroeconomic policies in developed economies, are expected to push global GDP growth down from 3.1% in 2023 to 2.9% in 2024. This will mark the third consecutive year of moderate growth. By 2025, global GDP growth is predicted to rise to 3.0%, driven by widespread expansionary monetary policies as inflation returns to Central banks' targets and stable recovery of real incomes.	***Headline inflation and core inflation will continue to decline in most economies*** due to cooling demand along with decreasing commodity and energy prices.
The assessment of Wells Fargo	***Global growth is predicted to decrease to 2.4% in 2024 compared to the estimated growth of 2.8% in 2023 and is expected to increase to 2.6% in 2025.*** The 2024 economic outlook remains gloomy due to the impacts of tightening monetary policies and credit policies. Although the tightening cycle of the Federal Open Market Committee (FOMC) is believed to have ended, the slow return of inflation to the 2% target suggests that more time is needed for the FOMC to implement loosening policies. Higher expected real interest rates as inflation continues to decline will pose obstacles to household spending and business investment, thereby leading to weaker labor demand. In 2025, it is expected that there will be a recovery in growth as the FOMC begins to loosen monetary policy and cut interest rate.	***Global inflation is expected to decrease from 4.7% in 2023 to 3.7% in 2024 and 3.4% in 2025*** due to low economic growth and the impact of tightening monetary policies.
The assessment of Barclays Bank	***Global GDP growth in 2024 is forecasted to be cautious at 2.4% compared to the estimated growth of 3.0% in 2023*** due to the impact of high interest rates and tightening credit conditions. Specifically, developed economies are expected to face more challenges in 2024 with a growth rate of 0.8% compared to 1.5% in 2023. The momentum in emerging markets may not change significantly (estimated at 3.6% in 2024 compared to 4.0% in 2023), driven strongly by India, where the GDP growth rate is forecasted to accelerate in the coming year. The strong growth in India is a result of ongoing reforms, capital reallocation from China to India by businesses, and access to lower-cost energy sources (especially oil).	***Global inflation is predicted to continue declining in 2024, reaching 2.7%.*** In most major economies, inflation is projected to decrease to below 3.0% by the end of 2024. In emerging markets, excluding China, the estimated inflation rate is expected to decrease from 5.1% to 3.8%. However, the extent of inflation decline will vary by country depending on the reduction in service prices and commodity prices.

Source: 2024 World Economic Outlook Report - IMF; 2024 Global Economic Prospects Report - World Bank; 2024 Economic Outlook Report - OECD; 2024 Annual Outlook Report - Wells Fargo; 2024 Outlook Report - Barclays Bank.



RISKS TO THE GLOBAL OUTLOOK

According to the IMF, the risks to global outlook are generally balanced as adverse supply shocks ease:

Upside risks, stronger global growth than expected could arise from several sources:

- ***Faster disinflation:*** In the near term, the risk that inflation will fall faster than expected could again become a reality, with stronger-than-expected pass-through from lower fuel prices, further downward shifts in the ratio of vacancies to unemployed persons, and a compression of profit margins to absorb past cost increases. Combined with a decline in inflation expectations, such developments could allow Central banks to move forward with their policy-easing plans and could also contribute to improving business, consumer, and financial market sentiment, as well as raising growth.
- ***Slower-than-assumed withdrawal of fiscal support:*** Governments in major economies might withdraw fiscal policy support more slowly than necessary and than assumed during 2024 - 2025, implying higher-than-projected global growth in the near term. However, such delays could in some cases exacerbate inflation and, with elevated public debt, result in higher borrowing costs and a more disruptive policy adjustment, with a negative impact on global growth later on.
- ***Faster economic recovery in China:*** Additional property sector-related reforms including faster restructuring of insolvent property developers while protecting home buyers' interests or larger-than-expected fiscal support could boost consumer confidence, bolster private demand, and generate positive cross-border growth spillovers.



- ***Artificial intelligence and supply-side reforms:*** Over the medium term, artificial intelligence could boost workers' productivity and incomes, although this would depend on countries' harnessing the potential of artificial intelligence. Advanced economies may experience benefits from artificial intelligence sooner than emerging market and developing economies, largely because their employment structures are more focused on cognitive-intensive roles. For emerging market and developing economies with constrained policy environments, faster progress on implementing supply-enhancing reforms could result in greater-than-expected domestic and foreign investment, promoting productivity growth and faster convergence to higher income levels.

Downside risks, several adverse risks to global growth may still occur:

- ***Commodity price spikes amid geopolitical and weather shocks:*** The conflict in Gaza and Israel could escalate further into the wider region, which produces about 35 percent of the world's oil exports and 14 percent of its gas exports. Continued attacks in the Red Sea (through which 11 percent of global trade flows) and the Russia's ongoing military campaign in Ukraine generating fresh adverse supply shocks to the global recovery, with spikes in food, energy, and transportation costs. Further geo-economics fragmentation could also constrain the cross-border flow of commodities, causing additional price volatility. More extreme weather shocks, including floods and drought, could, together with the El Niño phenomenon, also cause food price spikes, exacerbate food insecurity, and jeopardize the global disinflation process.
- ***Persistence of core inflation, requiring a tighter monetary policy stance:*** A slower-than-expected decline in core inflation in major economies, for example, due to persistent labor market tightness and renewed tensions in supply chains could trigger a rise in interest rate expectations and a fall in asset prices. Such developments could increase financial stability risks, tighten global financial conditions, trigger flight-to-safety capital flows, and strengthen the US dollar, with adverse consequences for trade and growth.
- ***Slowdown in growth in China:*** Absent a comprehensive restructuring policy package for the troubled property sector, real estate investment could drop more than expected, and for longer, with negative implications for domestic growth and trading partners. Unintended fiscal tightening in response to local government financing constraints is also possible, as is reduced household consumption in a context of declining confidence.
- ***Disruptive turn to fiscal consolidation:*** Fiscal consolidation is necessary in many economies to deal with rising debt ratios. But an excessively sharp shift to tax hikes and spending cuts, beyond what is envisaged, could result in slower-than-expected growth in the near term. Adverse market reactions could pressure some countries that lack a credible medium-term consolidation plan or face a risk of debt distress to undertake harsh adjustments. In low-income countries and emerging market economies, the risk of debt distress remains elevated, constraining scope for necessary growth-enhancing investments.

FORECASTS OF VIETNAM'S MACRO-ECONOMY

At the end of 2023, Vietnam recorded GDP growth at 5.05% and inflation at 3.25%. The growth in 2023 was lower than the growth in 2022, experiencing similarity with the global trend due to geopolitical uncertainties, global economic difficulties, weakly aggregate demand recovery, high inflation in many countries, and global supply chain instability.

In 2024, although Vietnam's economy is forecasted to continue recovering, there are still inherent risks from the global economic environment that could slow down economic growth. As an economy with a high degree of openness, there are many potential risks amid the global economic trend of slowing growth due to the impact of tightening monetary policies, increasingly complex geopolitical tensions and increasingly abnormal climate change, Vietnam is facing pressure from many sides and is likely to follow global trends to implement appropriate policies.

In 2024, both domestic and international economic environments continue to face difficulties and complex developments as global economic growth is forecasted to remain weak in the short term. A bright spot is the forecasted higher economic growth in the East Asia and Pacific region compared to other regions. In Vietnam, right from the beginning of the year, the government issued Resolution No. 01/NQ-CP on January 5, 2024, outlining the key tasks and solutions to implement the socio-economic development plan and state budget estimates for 2024. The year 2024 is designated as a year of acceleration and breakthrough, deemed particularly important for successfully implementing the 5-year socio-economic development plan for the period of 2021 – 2025 with 6 principles focusing on management directives and 12 groups of tasks and solutions.

The main drivers of Vietnam's economic growth in 2024 will come from the following factors:

From the production perspective:

- ***Agriculture, forestry, and fishery sectors:*** always show its role as a backbone of the economy, and at the same time this sector is also carrying out the process of restructuring from "agricultural production" to "agricultural economy" and has achieved some positive results. In 2024, these sectors are forecasted to continue experiencing stable growth at around 3.2 - 3.5%.
- ***Industrial and construction sectors:*** are critical growth drivers for the economy in the medium to long term, especially as Vietnam is intensifying industrialization, modernization and developing infrastructure, transportation, logistics, etc.; creating conditions to attract investment and enhance participation in global value chains. In the short term, industrial and construction sectors are forecasted to face many challenges due to the slow global economic recovery and weakening demand, but partly offset by accelerating the deployment of public investment projects. In 2024, these sectors are projected to grow by around 5.6 - 5.8%.
- ***The service sector:*** is forecasted to remain a bright spot in 2024 with a growth rate of around 7.0% - 7.2%. Some commercial sectors may sustain growth momentum due to trade policies and domestic consumption promotion, including aviation transport, wholesale and retail trade, accommodation services, food and beverage, financial services, and tourism services, etc. Non-market services sectors are expected to remain stable.

From the usage perspective:

- ***Import-export turnover is expected to grow moderately:*** according to data from the General Statistics Office of Vietnam, total import-export turnover has recovered and returned to positive growth since September 2023. In 2024, the Agency of Foreign Trade (Ministry of Industry and Trade) has set a target for total export turnover to increase by over 6% compared to 2023, driven by: (i) according to the WTO, global trade activities are forecasted to grow by 3.3% in 2024 (compared to 0.8% in 2023) as the inventory destocking cycle gradually concludes; (ii) the economic situation of major trading partners in import and export is gradually improving; (iii) positive impacts from participating in new-generation FTAs and upgrading strategic cooperation with many partners in developed economies with large consumer markets.
- ***Motivation from public investment and state budget disbursement:*** according to the publicized report on the state budget estimate for the year 2024 submitted by the government to the National Assembly in October 2023, the government proposed a budget allocation for development investment in 2024 of 677.3 trillion VND, an increase of 108 trillion VND compared to the 2023 estimate (excluding the funds allocated for the economic recovery and social development program in 2023), accounting for 32.2% of the total state budget expenditure. The year 2024 is considered a pivotal year to fulfill the mid-term public investment plan for the period of 2021 - 2025 and also marks the beginning of planning for the mid-term public investment plan for the period of 2026 - 2030. Currently, most projects have completed investment procedures, so 2024 is the time to accelerate project progress.

- ***Motivation from FDI capital inflows:*** the FDI area currently contributes about 22.1% to Vietnam's GDP structure. Therefore, the growth of FDI disbursement and total registered capital (including new registrations and additional capital) is crucial for Vietnam's economic growth. In 2023, the total FDI registered capital reached nearly USD 36.6 billion (+ 32.1% YoY) while disbursement reached around USD 23.2 billion (+3.5% YoY). Vietnam remains a bright spot in attracting FDI thanks to its stable economic - political - social environment, favorable location for investment activities, a large number of signed free trade agreements, abundant labor force and recent diplomatic upgrades with developed countries (such as the United States, Japan, etc.). Besides, Vietnam has significant potential in rare earth minerals (with reserves of about 22 million tons, ranking second in the world) - a crucial raw material for the development of semiconductor, microchip, and electronics industries. This creates an advantage for Vietnam in attracting FDI related to the semiconductor, microchip, and electronics sectors in the medium and long term.

However, the challenges will include:

- ***Global economic growth slows down:*** According to assessments from many major international organizations, global economic growth in 2024 is forecasted to be lower than the growth rate in 2023 due to the impact of tight monetary policies, tightening credit conditions, and weak consumer demand. This has a relatively significant impact on export markets and domestic private investments.
- ***Global inflation risks remain high, putting pressure on exchange rates:*** In 2023, the State Bank of Vietnam implemented 4 interest rate cuts to support the economy in the context of global interest rates continuing to rise and remain at high levels. Global inflation may remain high due to the impact of escalating geopolitical tensions and disasters related to climate change causing an increase in prices of food and fuel. According to the scenario, Central banks in developed economies may implement tighter monetary policies to combat prolonged inflation, increasing the interest rate differential between domestic and international markets. This could put pressure on the exchange rate of the domestic currency.
- ***Difficulty in using budget spending tools:*** According to the Ministry of Finance's data, the estimated disbursement of public investment capital from January 1, 2023 to December 31, 2023 reached VND 579.848 trillion, achieving approximately 73.5% of the plan and 81.9% of the plan assigned by the Prime Minister (compared to disbursement rates of approximately 67.3% and 75.1% in 2022, respectively). In which, the disbursement of funds under the economic recovery and social development program was VND 72.686 trillion, achieving 56.1% of the plan assigned by the Prime Minister. In reality, 63 out of 115 central agencies and localities achieved disbursement results over the 12-month period below the national average. Among them, 12 central agencies and localities achieved disbursement rates below 20% and 2 localities achieved disbursement rates below 40%.

Forecasts of Vietnam's economy in 2024:

Projected GDP Growth and Inflation Rate of Vietnam in the period of 2024 - 2025

Source		Target	2024	2025
The Central Institute for Economic Management	Scenario 1	Real GDP growth	6.1%	-
		CPI	3.9%	-
	Scenario 2	Real GDP growth	6.5%	-
		CPI	3.7%	-
World Bank		Real GDP growth	5.5%	6.0%
		CPI	3.0%	3.0%
IMF		Real GDP growth	5.8%	6.9%
ADB		Real GDP growth	6.0%	-
		CPI	4.0%	-
Citi Group		Real GDP growth	5.7%	-
J.P.Morgan		Real GDP growth	5.9%	-

IMPACT ASSESSMENT ON VIETNAM STOCK MARKET

The Opportunities

- ***2024 will be the year of establishing the foundations for the stock market development in the medium and long-term,*** contributing to the implementation of economic development tasks and solutions for the year 2024. The securities industry has actively formulated and implemented solutions to develop the stock market. On December 29, 2023, the Prime Minister approved the Decision no. 1726/QĐ-TTg, approving the Vietnam stock market development strategy until 2030 with the objective of ***"developing a stable, safe, healthy, efficient, sustainable, and integrated stock market"***, setting the direction for the development of the stock market in the medium and long-term. The government is determined to upgrade the stock market, focusing on development trends such as the digital economy, green economy, circular economy, sharing economy, and knowledge economy, aiming for rapid and sustainable growth.
- ***Prospects of upgrading Vietnam's stock market from "frontier" to "emerging":*** Currently, Vietnam is classified as a frontier market by two rating organizations, MSCI and FTSE Russell. During the period of 2024 - 2025, Vietnam's chances of being officially upgraded by FTSE Russell are higher, as Vietnam has been on this organization's watchlist for upgrade since 2018 and has largely met the criteria for consideration of an upgrade. Regulatory bodies and market participants are demonstrating efforts and determination with the goal of elevating Vietnam to an emerging market by 2025. Market upgrading will inject a strong and energetic "vitality", opening up a "new opportunities" for the Vietnam's stock market by potentially attracting up to USD 25 billion in new capital from international investors until 2030 (according to the World Bank).
- ***Public investment continues to be strongly pushed:*** In 2024, the business environment for domestic enterprises is forecasted to improve but still faces many challenges. Therefore, the activities of promoting the disbursement of state budget investment capital will be one of the important drivers to boost economic growth and open up the recovery potential for Vietnam's stock market in 2024.



- ***The State Bank of Vietnam continues to implement flexible monetary policies to support the economy.***
  - In 2023, the State Bank of Vietnam implemented 4 interest rate cuts, resulting in a reduction of deposit and lending interest rates by approximately 2.0% - 3.0% per year compared to the end of 2022. This action demonstrates the proactive and flexible management of monetary policies by the State Bank of Vietnam to support the economy amid continued global interest rate increases and high levels. For the year 2024, many forecasts suggest that there will be no further interest rate cuts, but maintaining low interest rates is an important factor in promoting access to capital, prospects for recovery and business development for enterprises.
  - The low interest rate environment is also a key driver of growth for capital inflows into the stock market, especially for individual investors, as other investment channels are relatively limited (gold prices have risen significantly while the real estate sector and corporate bonds require more time to recover). It is forecasted that these capital flows may return to the stock market in various stages throughout 2024. Given that individual investors accounted for 92.2% of the total average daily trading volume in the entire market in 2023, it is predicted that the VN-Index will experience significant jumps in 2024 due to these capital inflows.

The Challenges

- ***Risk of economic growth remaining low in major economies (US, China, EU, Japan...):*** According to assessments from many large international organizations, global economic growth in 2024 is forecasted to be lower than that of 2023 due to the impact of tight monetary policies, tightening credit conditions, and weak consumer demand. The major economies (US, China, EU, Japan...) are key export markets of Vietnam, so the weak recovery in these markets will significantly affect the profit prospects of manufacturing and processing enterprises engaged in export activities.
- ***Risk of high inflation persisting, leading Central banks to implement tighter monetary policies:*** Global inflation could remain high due to geopolitical tensions and disasters related to climate change, which increase prices of food and energy. Under this scenario, Central banks in major economies may implement even tighter monetary policies to combat prolonged inflation. This could negatively impact the recovery prospects of the global economy in general and individual businesses in particular.
- ***Risk in the real estate market:***
  - Although short-term pressures have eased somewhat, the real estate market is still forecasted to face many challenges and requires continued restructuring. On the supply side, real estate businesses are expected to continue facing financial pressures, cash flow difficulties, or legal constraints. A bright spot is that the amended land law, real estate business law and housing law were recently approved by the National Assembly, which are expected to address market constraints. However, in 2024, the process of resolving legal procedures or obtaining new investment project licenses may face difficulties during the waiting period for new Decrees or Circulars to be issued. On the demand side, the real estate market in the coming period is oriented towards development focusing on genuine demand and limiting speculation. However, actual demand may struggle to pick up in the short term given the significant mismatch between supply and demand across different market segments.
  - In the Vietnam's stock market, real estate is one of the important sectors that significantly influences the movement of the VN-Index, accounting for approximately 15% of the total market capitalization as of December 31, 2023. Therefore, unfavorable developments in the real estate market will also pose significant challenges to the overall performance of the Vietnam's stock market.

2024 BUSINESS PLAN

Based on the overview of the global and Vietnam economies in 2024, the Company focuses on analyzing the strengths and weaknesses of SHS as well as the opportunities and challenges to serve as a basis for building SHS' 2024 business plan. The year 2024 will mark a new opportunity for SHS to affirm its position and achieve sustainable growth.

ANALYSIS

Strengths

- SHS is a well-known and reputable securities Company in the market.
- New resources: A rejuvenated senior leadership team, supported by modern and regularly updated securities trading software and products.
- Strong support from SHB, T&T Group, and ecosystem businesses as well as the associated financial institutions in terms of financial resources, customer system, and strategic orientation.
- Large network of customers and partners.
- Qualified and experienced human resources, which have been with the Company for many years.
- Diversified and flexible financial products and services.
- The company has a large equity (ranked 5th in terms of equity in the securities industry), serving as a premise and basis for the Company's business activities in 2024 and long-term business plans.

Weaknesses

- The Company's business results and profit growth have been significantly affected by fluctuations in the stock market.
- Despite managing a large number of customers, the majority are still domestic individual customers. Thus, the Company faces difficulties in implementing its focus strategy.
- Abundant capital but lending interest rates are not competitive.

Opportunities

- The macroeconomic recovery, the promotion of public investment activities, and the low interest rate environment will create opportunities for the Company's business activities such as Brokerage, Proprietary trading, and Financial services. With "new opportunities" in 2024, the Company will leverage these conditions to expand its market and build solid investor confidence.
- Prospects of upgrading Vietnam's stock market from "frontier" to "emerging": Currently, regulatory bodies and market participants are demonstrating efforts and determination with the goal of elevating Vietnam to an emerging market by 2025. Market upgrading will inject a strong and energetic "vitality", opening up a "new opportunities" for the Vietnam's stock market by potentially attracting up to USD 25 billion in new capital from international investors until 2030 (according to the World Bank).
- The State Bank of Vietnam continues to implement flexible monetary policies to support the economy. In 2023, the State Bank has implemented flexible and loose monetary policies to support the economy. In 2024, although there is unlikely to be further interest rate cuts, maintaining low interest rates is important for facilitating access to capital and prospects for recovery and business development. The low interest rate environment is also a key driver of growth for capital inflows into the stock market, especially for individual investors, as other investment channels are relatively limited (gold prices have risen significantly while the real estate sector and corporate bonds require more time to recover).

Challenges

- Regulations on credit for securities investment and trading activities are still strictly controlled, thereby affecting the capital flow into the market, including through SHS.
- Competitive pressure among other securities companies continued to increase strongly, especially from foreign-owned securities companies (in terms of both interest rates and brokerage service fees).
- The competition between securities companies intensifies on not only expanding their scale of operations but also on the quality of services. High service quality requires the Company to continue to invest more in human resources and technology to maintain and improve its service quality, business results, market share, and brand awareness. This will increase operating costs, putting pressure on SHS in the short term.
- The world situation continues to be complex with many unpredictable variables such as: escalating geopolitical tensions in the Middle East; attacks in the Red Sea - a critical part of the world's East-West trade route; Russia's ongoing military campaign in Ukraine; economic recession risks; and the divergent impacts of tightening monetary policies across most countries worldwide, etc. Unexpected fluctuations can negatively affect the Vietnamese economy and stock market, thereby affecting directly SHS' business results.

2024 BUSINESS PLAN

Up to the time of this Report, SHS has not held the 2024 Annual General Meeting of Shareholders, thus the following business plan for 2024 are only estimates. These figures will be updated after the Resolution of the 2024 Annual General Meeting of Shareholders of SHS is officially approved.

No.	Target	Actual 2023 (VND billion)	Plan 2024 (VND billion)	Plan 2024/Actual 2023 (%)
1.	Total Revenue and other income	1,464.8	1,844.7	125.9%
2.	Total Expenses	780.6	809.4	103.7%
3.	Total Income Before Tax	684.2	1,035.3	151.3%

SHS' DIRECTION AND GOALS IN THE LONG-TERM

In the period up to 2030, the Board of Directors of SHS orients to position SHS as the flagship, aiming to establish a leading financial investment conglomerate in Vietnam with SHS as the core center. This financial investment conglomerate will include SHS and entirely new member companies. With the support of these specialized member companies, SHS will have strong growth momentum in the securities industry. Over the next 1 to 2 years, SHS will present specific plans to the General Meeting of Shareholders for approval.



05

SUSTAINABLE DEVELOPMENT

- GENERAL INTRODUCTION
- 2023 SUSTAINABLE DEVELOPMENT REPORT
- SUSTAINABLE DEVELOPMENT PLAN IN 2024

OVERVIEW OF SUSTAINABLE DEVELOPMENT

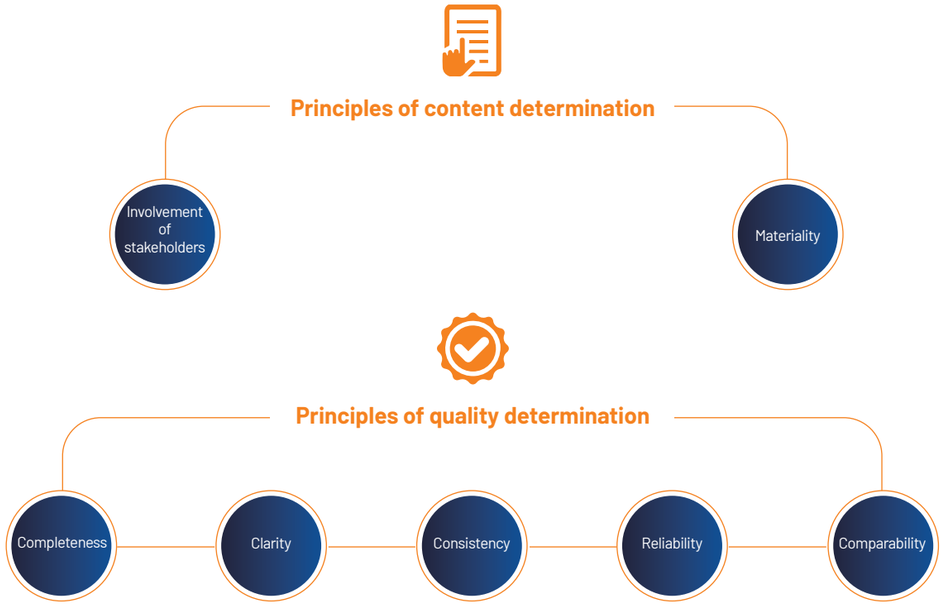
The 2023 Sustainable Development Report is an annual report conducted by SHS' Sustainable development reporting team together with the Annual Report, showcasing SHS' commitments and continuous efforts in pursuing sustainable development across three main pillars: Economic, Social, and Environmental. These commitments and efforts are clearly demonstrated in the company's long-term vision statement: "Becoming a multi-functional securities company following the model of the leading investment banks in Vietnam. Being a reputable securities company brand in the Asian Stock Market. Contributing to establish and develop a safe and efficient Vietnam's securities market. Maximizing profit for shareholders. Providing diversified and quality financial and securities services to customers and partners. Creating a good working environment that provides safety, high income and promotion opportunities for its employees. Aligning the Company's business targets with environmental and social goals, ensuring the balance of interests within its stakeholder."

SUSTAINABLE DEVELOPMENT ORIENTATION

The SHS Sustainable Development Report for 2023 continues to adhere to the standards of the Global Reporting Initiative (GRI) Sustainability Reporting Guidelines – latest version, core options based on the synthesis of information and data from actual activities during the fiscal year 2023.

REPORTING PRINCIPLES

This marks the ninth year that SHS has conducted its Sustainable Development Report following the Financial Sector Sustainability Reporting Guidelines of GRI. The report is produced by the Company's Sustainable development reporting team, drawing from several departments to provide the most comprehensive and truthful information and data. Accordingly, SHS has selected the following principles for this year's reporting:



SUSTAINABLE DEVELOPMENT MODEL

Impact on Economy

- Maintain stable and sustainable business growth, thereby contribute financial obligations to the State budget.
- Increase employees' income and benefits.
- Bringing economic benefits to shareholders through stable and growing dividend payment policy.
- Implementing rigorous risk management measures to minimize financial losses for the Company and its customers, suppliers, partners.
- Transparency in corporate governance and disclosure of information to related parties according to the highest international standards and practices.
- Actively participating in the development of the stock market specifically and the financial market in general through contributing opinions and collaborating in the construction of relevant legal documents.

Impact on Society

- Continuously investing in human development, creating employment opportunities, ensuring stable incomes, and constantly improving benefits for employees.
- Respect the equality of business environment.
- Putting customers at the center to continuously enhance the quality of products and services, providing customers with trust, satisfaction, and enjoyable experiences.
- Strictly adhering to legal regulations, proactively fulfilling corporate responsibilities for social activities to maintain and build a safe, civilized, and progressive society.

Impact on Environment

- Build a green, clean and beautiful working environment, minimize impacts of energy consumption and discharge into the environment in daily activities.
- Respond to environmental protection initiatives through communication and use of environmentally friendly products.



SUSTAINABLE MANAGEMENT MODEL

Board of Directors

- Determine the Company's sustainable development strategy.
- Approve the objectives and action plans.

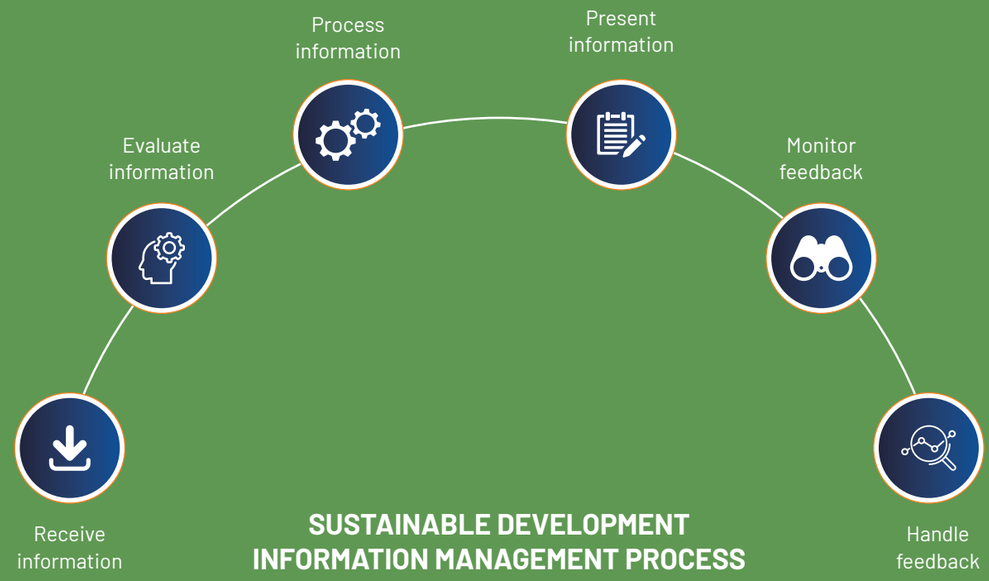
Board of Management

- Develop goals and action plans to submit to the Board of Directors.
- Communicate sustainable development strategy, goals and action plans to the Company.
- Direct and assign sustainable development goals and action plans approved by the Board of Directors.
- Closely monitor to ensure that plans are implemented and goals are achieved.
- Propose timely solutions to solve difficulties and risks in the implementation process.
- Report to the Board of Directors results of the implementation of sustainable development goals and plans.

Departments, employees

- Implement the action plans under the direction of the Board of Management.
- Contribute initiatives to improve sustainable development plans.
- Share and spread sustainable development values to the community.





SUSTAINABLE DEVELOPMENT INFORMATION MANAGEMENT PROCESS

SHS develops and applies a sustainable development information management process consisting of 6 steps to receive, evaluate, process, present/report information, as well as monitor feedback and address information feedback.

INFORMATION ABOUT PEOPLE WHO ARE RESPONSIBLE FOR SUSTAINABLE DEVELOPMENT ISSUES

Mr Le Dang Khoa (from 04/27/2022)

- Education: Master of Business Administration – National Economics University, Bachelor of Accounting – Banking Academy
- Working experience: More than 20 years of experience of management and advisory in big organizations and financial institutions
- Position at SHS: Member of BOD
- Telephone: 024.38.181.888 (0)
- Email: investor@shs.com.vn.

Mrs Tran Thi Trang

- Education: Master of Business Administration - LaTrobe University, Australia
- Working experience: 17 years of experience in finance and securities
- Position at SHS: Deputy Head of Planning & Market Development Department
- Telephone: 024.38.181.888 (333)
- Email: trang.tt3@shs.com.vn

2023 SUSTAINABLE DEVELOPMENT REPORT

TARGET AUDIENCE

The report's target audience are each and every employee of the Company as well as involved stakeholders in SHS's activities such as its partners, customers, suppliers, investors, shareholders, local communities and the society, etc.

SCOPE OF THE REPORT

This report focuses on evaluating the implementation of several key criteria, consistent with characteristics of the industry and business activities of SHS according to the GRI Standards.

General Standards



GENERAL DISCLOSURES

Economic Standards



ECONOMIC EFFICIENCY



MARKET PRESENCE

Environmental Standards



MATERIALS



ENERGY



WATER



EFFLUENCES AND WASTES



COMPLIANCE WITH ENVIRONMENTAL PROTECTION REGULATIONS

Societal Standards



EMPLOYMENT



OCCUPATIONAL HEALTH AND SAFETY



EDUCATION AND TRAINING



DIVERSITY AND EQUAL OPPORTUNITY



FREEDOM OF ASSOCIATION AND COLLECTIVE BARGAINING



LOCAL COMMUNITIES



CUSTOMER PRIVACY



GRI 102 – 1: Name of the organization

GRI 102 – 2: Activities, brands, products and services

GRI 102 – 3: Location of headquarters

GRI 102 – 4: Location of operations

GRI 102 – 5: Ownership and legal form

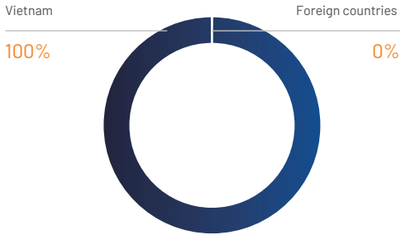
GRI 102 – 6: Market served

(For more details please refer to Chapter 1 from page 4 to page 23 of this Annual Report)

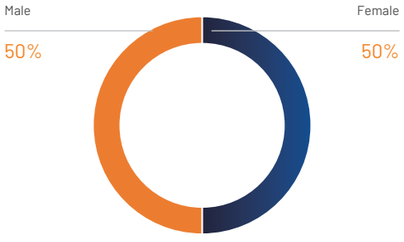
GRI 102 – 8: Information on employees and other workers

Total amount of SHS' employees as of 12/31/2023 is 262.

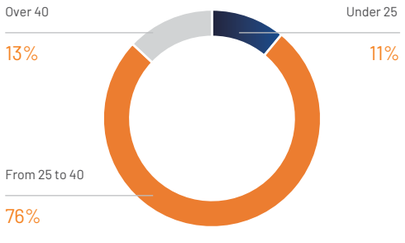
Country



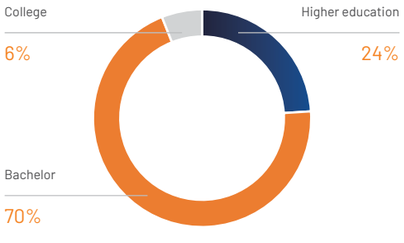
Gender



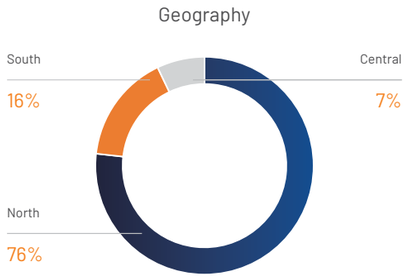
Age

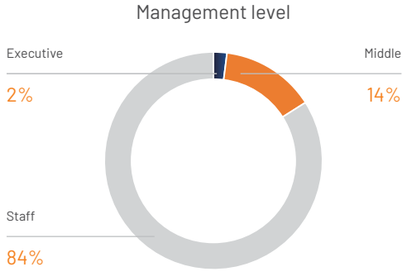


Education









GRI 102 – 13: Membership of associations

In order to contribute more to the development of the Vietnam business community and the Vietnam securities market, SHS is a member of Vietnam Securities Business Association, Vietnam Bond Market Association and Hanoi Association of Small and Medium Enterprises. In 2024, SHS will consider registering as a member of the Vietnam Association of Financial Investors (VAFI) and the Vietnam Association of Securities Business (VASB).

GRI 102 - 18: Governance structure

(For more details please refer to Chapter 2 from page 24 to page 83 of this Annual Report)

GRI 102 - 40: List of stakeholder groups

SHS identifies stakeholders into two main groups: internal stakeholders and external stakeholders.

Insiders

- Shareholders/Investors
- Employees

Outsiders

- Customers
- Suppliers
- State government agencies
- Associations
- Media agencies
- Local communities

GRI 102 – 41: Collective bargaining agreements

Percentage of employees participating in Collective bargaining agreements: 100%

GRI 102 – 43: Approach to stakeholder engagement

SHS identifies stakeholders based on the potential impact of SHS activities on them or the influence of organizations/individuals with interests and influence on SHS. SHS aims to build and develop relationships that meet the long-term interests of all parties involved. Therefore, these relationships are maintained based on trust, satisfaction, transparency, mutual benefit, and adherence to ethical standards of the company. SHS engages with stakeholders through various channels to listen to their opinions and understand their concerns regarding SHS activities.

To Shareholders/ Investors	• Annual or Extraordinary General Meeting of Shareholders • SHS's website • Investor Relations Department (phone call, mailing, email, Facebook, etc.) • Direct investor meeting • Networking, cooperating, investment opportunities, introductory programs
To Employees	• Direct manager, HR department, union • Preliminary and summarizing conferences • Direct meetings, phone calls, mailings, email, Facebook • Internal training programs
To Clients	• Through the opinion of the brokerage team and employees in direct contact with customers • Direct contact at transaction floor, seminars, customer appreciation conferences etc. • Customer care switchboard • Customer calls, mails, emails, Facebook
To Suppliers	• Direct meeting and negotiation • Website, capacity assessments and other documents
To State Government Agencies	• Direct contact • Seminars, conferences, and training programs • Regular and irregular inspections
To Associations	• Meetings of association members, seminars and forum • Direct communication, phone calls, emails, periodic inspections
To Media agencies	• Interview • Press conference • Meeting program • Direct contact, phone call, email ...
To local communities	• Local government and authorities • Direct contact • Facebook, phone call

GRI 102 – 44: Concerns and actions

Related parties	Concerns	SHS actions
Shareholders/ Investors	• Effective business operations • Full, transparent, and timely publication of information • Ensure dividends and the legal rights of shareholders • Stable and rising stock prices	• Complete and exceed the business plan approved by the General Meeting of Shareholders. • Professionalize the activities of the Office of the Board of Directors, the Information Disclosure Department and the PR & Marketing Department. • Strictly comply with commitments to shareholders on payment of dividends and other legal rights. • Complete and constantly improve the corporate governance system in accordance with the laws and best governance practices.
Employees	• Good working environment • Stable employment • Promotion and development opportunities • Full and transparent payment of salary, bonus, and competitive benefits • Good staff training and development policy	• Constantly expand and improve business performance to create stable employment with increasing income for employees. • Constantly improve the Company's culture to create an effective and competitive working environment. • Plan and regularly organize appropriate training programs inside and outside the Company. • Regularly organize personnel assessment, promoting and rewarding staff who perform their tasks well.
Clients	• Product quantity and quality, good and competitive service with reasonable price • Fast and modern IT application in providing products and services • The scale and stability of loan capital • Qualifications and professionalism of staff	• Professionalize the product research and development department. • Regularly research, update and upgrade IT systems • Actively use capital as well as link with other organizations and individuals to ensure the size of loan capital is growing and diverse. • Regularly organize internal training courses, on-the-job training as well as appoint employees to participate in external training courses to improve customer care skills.
Suppliers	• Fairness and transparency in the supplier selection process • Prestige in payment	• Develop a supplier evaluation and selection process • Establish a contractor selection council consisting of many departments to ensure righteous review. • Promote inspection and control activities for the purchase process, also operate legal and accounting activities for contract review.
State Government agencies	• Compliance with the law • Effective business performance of the Company • Corporate governance and risk management • Contribution to the State budget • Sharing of ideas, views and suggestions on the market	• Develop a supplier evaluation and selection process • Establish a contractor selection council consisting of many departments to ensure righteous review. • Promote inspection and control activities for the purchase process, also operate legal and accounting activities for contract review.
Associations	• Attending all the associations' meetings. • Contributing ideas to develop the Association's activities. • Fully contributing financial obligations to the Association.	• Follow and assign staff to participate in the Association's meetings. • Actively contribute ideas and assign staff to fully participate in the consultation initiated by the Association. • Fully and timely contribute as notified by the Association.
Media agencies	• The ability to access information about the Company in a timely and effective manner. • Coordinating with Media agencies.	• Actively send press releases. • Disclose information about important events and activities of the Company in a timely and transparent manner. • Provide complete, timely and transparent information data, analysis and assessment as required. • Assign experts to participate in interviews to give comments and make evaluation.
Local communities and society	• Compliance with the law on environmental protection • Implement activities to improve the quality of community life • Implement volunteer activities • Implement investment and support investment activities in sustainable development areas	• Implement programs and solutions to save energy and water resources at the office • Set a minimum annual limit to contribute, support and sponsor social security programs • Set a minimum annual limit to invest in stocks and green bonds • Set a minimum annual limit to fund youth development programs and activities.

ECONOMIC STANDARDS

GRI 201
ECONOMIC EFFICIENCY

This report is a result of the GRI CSRCB Program in Vietnam

GRI 201-1: Direct economic value generated and distributed

Direct economic value generated:

Total assets:	Charter capital:
VND **11,385.44** billion	VND **8,131.57** billion
Total revenue and other income:	Profit before tax:
VND **1,464.89** billion	VND **684.17** billion

Direct economic value distributed: Not paying dividends and retaining earnings to facilitate business expansion

Salaries and other benefits to employees:	Payments to suppliers
VND **142.69** billion	VND **29.11** billion
Tax payables and statutory obligations:	Contribution to communities:
VND **317.81** billion	VND **326.8** million
Undistributed earnings:	
VND **1,381.78** billion	

Services rendered to customers:

Cash management services:	Securities management services:
VND **2,180.19** billion	VND **47,231.27** billion
Margin loan balance:	
VND **3,835.14** billion	

GRI 201-3: Defined benefit plan obligations and other retirement plans

The compulsory insurance payment rate of the Company and employees is made in accordance with current regulations: total 32.0% in which SHS: 21.5% and employees: 10.5%.

ECONOMIC STANDARDS

GRI 202
MARKET PRESENCE

This report is a result of the GRI CSRCB Program in Vietnam

SHS continued to strengthen its presence on the Vietnam stock market through a number of important events:

Top 10 excellent trading members in 2022 awarded by VNX.

Top 10 Best Annual reports in 2023 in the Financial group - awarded by HSX.

Top 10 Listed companies on the HNX implementing Best corporate governance in 2022 - 2023.

Outstanding member in the securities depository activities in 2023 of Vietnam Securities Depository and Clearing Corporation.



TOP 15 Outstanding listed companies meeting the Standard of Information Disclosure in the mid-cap group – awarded by Vietstock.

Merit certificate for Outstanding Achievements in the 'Warm Shelter, Social Welfare' Program in 2022 in Dien Bien Province.

Merit certificate for Outstanding Achievements in Community Business Development Activities in 2022 and 2023, awarded by Vietnam Chamber of Commerce and Industry.

Especially, CEO Vu Duc Tien has been awarded a merit certificate by the Hanoi Small and Medium Enterprises Association for his achievements in the competitive movement during the Association's annual congress in 2023.

EVIRONMENTAL STANDARDS

This report is a result of the CSRCB Program in Vietnam

2019 2020

GRI 301-302-303-306
MATERIALS, ENERGY, WATER, EFFLUENTS AND WASTE

Being a securities company, the main materials used by the Company was printing paper, ink, forms, books, documents, and stationery of all kinds. The annual volume of these materials was not high. SHS also did not use as much electricity and water as companies in other industries. Nevertheless, the company consistently integrates the goal of environmental protection into its business operations by enhancing the awareness of its staff in environmental conservation, energy and water resource conservation, as well as minimizing environmental emissions.

SHS managed the amount of materials, energy, electricity and water consumed on the basis of purchase invoices, monthly payment invoices, purchased volume, quantity and usage index according to meters. During its operation, the Company was always aware of impact of the use of materials, energy, electricity and water on the environment. SHS paid much effort to regulate the use in an efficient and economical way, contributing to reducing impacts on the environment.

The Administration Department was assigned to summarize and compare the monthly costs of using materials, energy, electricity and water of each department and branch to detect abnormalities in the process of using as well as looking for ways to save costs.

The use of materials of the Company was based on the annual proposal of the departments and branches. During the year, departments and branches used materials according to the allocated plan. In the event of exceeding plan, the Head of the department must send an explanation to the member of the Board of Management in charge and the Administration Department. All materials were fully utilized and treated appropriately after use to ensure environmental protection requirements such as sorting, transferring to a collection unit, etc.

The Company has installed its entire lighting system using energy-saving devices. Departments were designed with multiple windows to increase their exposure to sunlight and natural wind. The central air conditioning system was always set at a reasonable level to reduce the difference between the outdoor and indoor temperature. SHS did not encourage its employees to work overtime to ensure the regeneration of labor power and the energy savings. Staff must register in advance if they want to work overtime. The Administration Department was responsible for checking and turning off the lights and air-conditioning in the lobby and the rooms if they were left on. The Company had periodic maintenance contracts in place for air conditioning systems and machine reviews (computers, printers etc.) to maintain capacity and reduce power loss.



The Administration Department was also assigned to regularly check the faucets to ensure that there are no water leaks, etc. Bottled drinking water was provided to each floor according to the planned quota.

The modern, high-tech air-conditioning system is regularly checked and maintained to avoid leaking harmful emissions into the environment. Office waste is classified into organic waste, recyclable waste and hazardous waste. Waste collectors are required to classify the waste before handing it over to the waste collection company.

For organic waste: in each department, hallway and toilet, there was a covered trash can. Cleaning staff was required to collect garbage daily to avoid polluting the office.

For recycle waste such as paper, paperboard, bottles, plastic jars, glass: cleaning staff collect separately for sale or reuse, encouraging staff reuse single-sided printing paper, use friendly materials with the environment such as glass cups, paper cups, cloth bags ..., especially not use plastic bottles and cups in meetings.

For hazardous waste such as ink, batteries and light bulbs: collected separately and handed over to ink suppliers or garbage collection companies.

Regarding transportation: The Company consistently equips modern transportation vehicles, ensuring compliance with state regulations on emissions and inspections. The company's vehicles are regularly maintained/ serviced to ensure safety and fuel efficiency. Additionally, the company encourages its staff to use public transportation and participate in online meetings to minimize CO2 emissions into the environment.

Besides implementing policies and procedures, the Company also issued sanctions to departments and staffs who violated regulations on use and environmental protection.

EVIRONMENTAL STANDARDS

This report is a result of the CSRCB Program in Vietnam

2019 2020

GRI 307
ENVIRONMENTAL COMPLIANCE

In order to ensure the health of all employees and to contribute to keeping the environment green, clean and aesthetic, cleaning staff are required to clean twice per day in common areas and once per day for specific areas. Staff are required to regularly clean desks/equipment and arrange documents neatly and logically. The Company has also hired a unit to periodically take care of the plants and maintain the machines throughout the office.

The Company has not recorded any violations of environmental protection regulations in 2023.

SOCIETY STANDARDS

GRI 401 EMPLOYMENT

This report is a result of the GRI CSRCB Program in Vietnam

Recruiting employees who met the requirements of the jobs and were suitable with the Company's culture

SHS recruited staff on the basis of the annual recruitment plan approved by the Board of Management. The recruitment plan was established on the basis of the proposals of the departments, branches, transaction offices based on the revenue, profit and annual development goals. The recruitment of staff was done through many different channels

such as announcements on the mass media, the Company's website, introduction and professional recruitment organizations, etc. All employees applying for the position must pass through a number of rounds to select the most experienced and suitable candidates for the Company's business strategy and culture. In 2023, SHS has recruited 29 new employees to supplement the Company's staff in all 3 regions (100% of then are employees). The Company also terminated its labor contract with 20 employees (in which, middle management level accounted for 5%, staff are the rest).

SHS absolutely refrains from using child labor and forced labor.

Professional management of human resources

The Company managed its personnel by business location and divisions. The CEO was responsible for managing the Deputy CEO and Heads of Divisions. The Board of Management, including the CEO and Deputy CEOs, were responsible for managing Heads of Divisions. Heads of Divisions were responsible for managing their own staff. Directors of branches and transaction offices and Heads of representative offices were responsible for managing staff in the branches, transaction offices and representative offices.

Offices were responsible for managing the staffs of branches, transaction offices and representative offices, respectively.

Employees must record attendance by biometric fingerprinting checks. At the end of each month employees were required to complete the timesheet for days without attendance, submit it to managers for approval and then transfer to the General Administration Department for wage calculation.

The Company has also equipped with professional human resource management software with many utilities. Employees can export information about salary, bonus, allowance, leave, attendance checking status... on the system. The Human Resources Department can directly manage the Company's personnel on the software with many different functions such as salary calculation, bonus and deductions on salary, attendance checking management, paid leave management...

All employees of the Company were fully informed of the Labor Regulations and related processes, regulations from the moment they started working at the Company in order to help them understand their rights and obligations.

Appointing and transferring to meet the Company's business strategy

In 2023, The Company has assessed individual capabilities and suitability to maximize the potential of each personnel, thereby contributing to improving the quality of products and services provided to customers. Accordingly, the company has promoted 2 employees, increased salaries for 22 people, re-evaluated labor contracts for 45 employees and internally transferred 4 employees.

Attractive salary and bonus policy

The Company's salary and bonus regulations were issued based on the principle of agreement, ensuring competitiveness and transparency, encouraging employees to work with the Company in long-term, and creating motivation to improve quality and responsibility at work.

The income of employees at SHS was the monthly net income. The employee's salary was paid twice a month, in which the first time was an advance of 30% salary, the second time was the remaining 70% of the salary. The Company deducted and paid union fees, social insurance, health insurance, unemployment insurance and personal income tax for 100% of employees before paying salary to employees in accordance with the law and the Company's regulations.



The employee's income structure included monthly basic salary, monthly salary based on performance results, bonus based on performance results, overtime salary, shift meal and other incomes, etc. Particularly, for the Brokerage Division and supporting departments/individuals, the Company had a policy of sharing brokerage fees with brokers and salary based on total brokerage revenue to the supporting departments.

Cost	2023 (VND)
Salary, bonus, shift meals, overtime salary, etc.	136,515,248,390
Deductions from salary (Union fees, social insurance, health insurance, unemployment insurance)	6,172,242,525
Total salary and bonus	142,687,490,915
Number of employees at the end of the year	267
Average salary and bonus per employee each month	28,000,000

The Company voted and rewarded excellent employees who made outstanding contributions to the Company's performance results in 2023 with the total amount of VND 175 million. In which:

- Chairman of the Board of Directors rewarded 1 team and 1 individual;
- The CEO rewarded 4 teams and 5 individuals.

The combination of both spiritual and material reward created a continuous motivation among employees and departments, thereby increasing productivity and quality of products and services provided to clients.

Supporting employees and their relatives

In addition to salary and bonus, employees were also entitled to other allowances and benefits depending on their jobs, working position, working capacity and business results of the Company (such as allowance for phone, gas, meal, business trip, personal birthday, Company birthday November 15, March 8, October 20, allowance for employees who served in the army, etc.).

Female employees had full 6 months of leave when giving birth and 1 hour daily working time reduction from 7th month of pregnancy to the end of 1st year after giving birth. Male employees had 5-14 days off when their wives gave birth. During the year, as approved by the Company 8 female employees started their maternity leaves. In addition, the Company also implemented other policies such as sick leave, maternity leave, sick leave, vacation, etc. to ensure maximum benefits for employees. There was no complaint about the implementation of policies for employees in 2023.

The Company also cared about employee's relatives and families. The Company rewarded children with good learning achievements during the year, gave gifts to children on Children's Day and Mid-Autumn Festival, supported employee's families when they were sick or having weddings, funerals, etc. The spending limit was VND 5 million/person.

In November 2023, the company organized a four-day trip for all staff members to visit and learn from experiences in Taiwan.

SOCIETY STANDARDS

GRI 403
OCCUPATIONAL HEALTH AND SAFETY

In 2023, the Company continued to buy life insurance with a total cost of about VND 1.8 billion at Saigon - Hanoi Insurance Joint Stock Company (BSH) for all employees.

SHS also provided the annual health check program for employees with a total cost of about VND 764 million at Thu Cuc International General Hospital.

The Company purchased property insurance for all the Company's assets with the amount of VND 1.9 billion.

The maintenance and increase of welfare and insurance regimes for employees in 2023 showed the Company's great concern for employees in order to improve the quality of life, financial security before retirement and against unexpected risks.

SOCIETY STANDARDS

GRI 404
TRAINING AND EDUCATION

SHS specially valued the importance of training because employees were considered the most valuable assets of the Company. The Company can only develop sustainably if employees were cared for and educated regularly. In addition, the education and training at the Company was oriented towards practical training and towards the goal of developing the next class of staff, creating proactiveness in personnel management for the Company. Therefore, in 2023, the company focused on internal training through job assignments. Additionally, the company sent 17 staff members to participate in securities certification courses organized by the Securities Research and Training Center (SRTC) to enhance professional competence and customer service quality, with a total cost of VND 29,400,000.

Courses' name	Number of attendant	Training cost (VND)
Basis training in securities and securities market	4	1,600,000
Securities and securities market laws	5	12,000,000
Financial advisory and underwriting	1	1,800,000
Brokerage and investment advisory	7	14,000,000

SOCIETY STANDARDS

GRI 405
DIVERSITY AND EQUAL OPPORTUNITY

SHS ensured fairness in the working environment as well as development opportunities for female employees. The proportion of women in the Company is 50%. The Company's salary and bonus policies did not discriminate between male and female employees. Women were always encouraged to comment and participate in management positions. The Company always complied with the law on women's policies such as working time and rest time when pregnant.









SOCIETY STANDARDS

GRI 407
FREEDOM OF ASSOCIATION AND COLLECTIVE BARGAINING

Employees were free to establish associations to improve morale and health.

The Company implemented the labor policies in accordance with the Labor Law and other current provisions of the Law. The collective labor agreement was approved by all employees of the Company and registered with the Department of Labor, Invalids and Social Affairs. All employees in the Company enjoyed benefits from the Collective Labor Agreement. The employees were taken care of through the Company's trade union and bonus fund. Conflict of interest between the Company and its employees, if any would be resolved by the trade union to ensure the legitimate rights and interests of the employees.

SOCIETY STANDARDS

GRI 413
LOCAL COMMUNITIES

Being an outstanding and responsible member of Government agencies and associations

SHS actively participated in activities organized by Government agencies and associations. Particularly:

- The Company participated in all seminars on amending legal documents organized by the State Securities Commission and the Securities Investment Association, in all seminars on disseminating legal documents, disseminating regulations on corporate governance, regulations on making annual reports and sustainable development reports.
- The Company contributed many important comments to Government agencies (such as the SSC, HNX, HOSE, VSD, VCCI, Ministry of Finance, Ministry of Planning and Investment, etc.) as well as the Securities Investment Association, Vietnam Association of Small and Medium Enterprises and Vietnam Bond Market Association, etc. to building a safe, efficient securities market in Vietnam and improve the quality of operations and competitiveness of Vietnamese enterprises.
- The Company sent reports and disclosed information fully, promptly and transparently to Government agencies such as the State Securities Commission, VNX, HNX, HOSE, VSDC, National Financial Supervisory Commission, the State Bank, the Tax Authority, the Statistics Agency and Insurance Agency, etc.
- The Company provided full and reasonable explanations about the business, its financial position and customer situation upon request of the Government agencies.
- The Company continued to promote cooperation with many communication agencies and newspapers to provide proactive, complete, timely and responsible information to the public.

Thanks to positive contributions in 2023, the Company was honored to receive many certificates of merit from the Hanoi People's Committee, Hanoi Association of Small and Medium Enterprises, VCCI, VNX, HNX, HOSE, VSDC... *(Please refer to the Award section)*

Contributing to the Green Capital Market

SHS continued the business strategy of using efficiently existing and externally mobilized resources to enhance the competitiveness towards sustainable development. One of the priorities of the sustainable development strategy was to devote a significant portion of resources to invest in and support the green capital market through brokerage activities, financial services, investment, financial advisory and underwriting activities, etc.

Responsibility to the local community and society

In 2023, despite not executing many community contribution programs, the quality of SHS'contributions was significant. The total amount contributed to the community this year is VND 326,800,000. Specifically, the company's community contributions were reasonably allocated to immediate activities (for victims of the fire in Khuong Ha - Hanoi), for educational development, investment in the younger generation (for financial and securities-related competitions at the Banking Academy and RMIT Vietnam University), or long-term activities (for the Social Security Fund of the Hanoi Small and Medium-sized Enterprises Association).

No.	Program	Organizer	Amount (VND)
1	Sponsoring "Investor's Courage" Contest	Banking Academy	100,000,000
2	Sponsoring "Future Business Analyst" Contest	RMIT Vietnam University	44,000,000
3	Employees voluntarily contributed to support the victims of the fire at the mini apartment building in alley 29/70 Khuong Ha, Thanh Xuan District, Hanoi on September 2023	SHS' employees	82,800,000
4	Supporting the Social Security Fund of the Hanoi Small and Medium Enterprises Association	HanoiSME	100,000,000

SOCIETY STANDARDS

GRI 418
CUSTOMER PRIVACY

The Company has issued internal regulations regarding customer privacy protection as well as outlined punishments for failing to meet these regulations. In 2023, the company also issued warnings to customers about the situation of SHS impersonation for fraud, unlawfully appropriating customers' assets, while providing customers with information, guidance, and measures to prevent it. All securities trading and accounting software was purchased from reputable partners. Furthermore, their use was decentralized and the access to information and data was based on the written proposal of the department's head, the approval of the Board of Management and the decentralization managed by the IT Department. The Company also bought firewall software to protect software systems and prevent illegal access to the Company's website. All contracts, records and documents related to customerinformation were managed by the related departments, kept in locked cabinets and destroyed when no longer in use, in accordance with the Company's regulations.



SUSTAINABLE DEVELOPMENT PLAN IN 2024

Compared with the sustainable development plan for 2023, the Company partly completed sustainable development goals. However, with long-term vision and goals, the Company continues to set out a sustainable development plan in 2024 not lower than 2023. Details of the sustainable development plan are as follows:

Enhance business effectiveness

- Complete and exceed the 2024 business plan approved by the General Meeting of Shareholders.
- Achieve other non-financial goals.

Ensure commitments with related parties

To employees

- Ensure stable and growing income.
- Creates an equal and professional working environment with opportunities for promotion.

To shareholders

- Ensure dividends and other benefits of shareholders.
- Disclose information promptly and transparently.

To customers and suppliers

- Complete and continue to improve the quality of products and services provided at competitive prices.
- Be a regular, reliable partner and share benefits together.

To government agencies, associations and the media

- Fulfill obligations to the State Budget.
- Be an active member and contribute effectively to the development of Vietnam's securities market and its associations.
- Cooperates in reporting, information disclosure and communication.

Enhance environmental, social responsibilities

To the environment

- Comply with legal regulations on environmental protection.
- Implement solutions to save more energy and water resources.
- Actively protect the environment in many different forms.

To society

- Strengthen voluntary work and social security programs.

06

2023 AUDITED REPORTS

- 2023 AUDITED FINANCIAL STATEMENTS
- 2023 AUDITED PRUDENTIAL RATIO STATEMENT

2023 AUDITED FINANCIAL STATEMENTS



REPORT OF THE BOARD OF MANAGEMENT

The Board of Management of Saigon - Hanoi Securities Joint Stock Company ("the Company") presents its report and the Company's Financial statements for the fiscal year ended as at 31 December 2023.

THE COMPANY

Saigon - Hanoi Securities Joint Stock Company which was established and operating activities based on License of securities operating activities No 66/UBCK-GP dated 15 November 2007 and Amended License of securities operating activities No.85/GPDC-UBCK dated 05 September 2022 issued by the State Securities Committee.

The Company's head office is located at: Floors 1-5 Unimex Hanoi Building, 41 Ngo Quyen, Hang Bai Ward, Hoan Kiem District, Hanoi City.

BOARD OF DIRECTORS, BOARD OF MANAGEMENT AND SUPERVISORY BOARD

The members of The Board of Directors during the fiscal year and to the reporting date are:

Mr	Do Quang Vinh	Chairman
Mr	Vu Duc Tien	Member
Mr	Le Dang Khoa	Member
Mr	Luu Danh Duc	Member
Mrs	Nguyen Dieu Trinh	Member

The members of The Board of Management in the fiscal year and to the reporting date are:

Mr	Nguyen Chi Thanh	CEO, Legal representative Appointed on 03/25/2024
Mr	Vu Duc Tien	CEO, Legal representative Resigned on 03/25/2024
Mr	Tran Sy Tien	Deputy CEO and Chief Accountant
Mrs	Tran Thi Thu Thanh	Deputy CEO

The members of the Board of Supervisors are:

Mrs	Pham Thi Bich Hong	Head of Supervisory Board
Mrs	Luong Thi Luu	Member
Mr	Vu Duc Trung	Member

AUDITORS

The auditors of the AASC Auditing Firm Company Limited take the audit of Financial statements for the Company.

STATEMENT OF THE BOARD OF MANAGEMENT' RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

The Board of Management is responsible for the Financial statements of each financial year which give a true and fair view of the state of affairs of the Company and of results of its operation and its cash flows for the year. In preparing those Financial statements, The Board of Management is required to:

- Establishment and maintenance of an internal control system which is determined neccessary by The Board of Management and Those charged with governance to ensure the preparation and presentation of Financial statements do not contain any material misstatement caused by errors or frauds;
- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the Financial statements;
- Prepare the Financial statements on the basis of compliance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the current requirements relevant to preparation and presentation of Financial statements;
- Prepare the Financial statements on going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of Management is responsible for ensuring that proper accounting records are kept which disclosed, with reasonable accuracy at any time, the financial position of Company and to ensure that the accounting records comply with the registered accounting system. It is responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

We, The Board of Management, confirm that the Financial statements for the fiscal year ended as at 31 December 2023 prepared by us, give a true and fair view of the financial position at 31 December 2023, results of its operations and its cash flows in the year 2023 of Company accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the current requirements relevant to preparation and presentation of Financial statements.

OTHER COMMITMENT

The Board of Management pledges that the Company complies with Decree No. 155/2020/ND-CP dated 31 December 2020 on detailing and guiding the implementation of a number of articles of the Law on Securities and the Company does not violate the obligations of information disclosure in accordance with the regulations of the Circular No. 96/2020/TT-BTC dated 16 November 2020 issued by the Ministry of Finance guiding the disclosure of information on Securities Market.

On behalf of The Board of Management

Nguyen Chi Thanh

CEO

Hanoi, 25 March 2024

No: 250324.021/BCTC.KT2

INDEPENDENT AUDITORS' REPORT

To: Shareholders, The Board of Directors and The Board of Management
Saigon - Hanoi Securities Joint Stock Company

We have audited the Financial statements of Saigon - Hanoi Securities Joint Stock Company prepared on 25 March 2024, as set out on pages 06 to 50, including: Statement of financial position as at 31 December 2023, Statement of comprehensive income, Statement of cash flows, Statement of changes in equity for the fiscal year ended as at 31 December 2023 and Notes to financial statements.

THE BOARD OF MANAGEMENT' RESPONSIBILITY

The Board of Management is responsible for the preparation of Financial statements that give a true and fair view in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the statutory requirements relevant to preparation and presentation of Financial statements and for such internal control as management determines is necessary to enable the preparation of Financial statements that are free from material misstatement, whether due to fraud or error.

AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these Financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with standards, ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in theFinancial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of Financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

AUDITOR'S OPINION

In our opinion, the Financial statements give a true and fair view, in all material respects, of the financial position of Saigon - Hanoi Securities Joint Stock Company as at 31 December 2023, and of the results of its operations and its cash flows situation and changes in equityfor the fiscal year ended as at 31 December 2023 in accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the statutory requirements relevant to preparation and presentation of financial statements.

AASC Auditing Firm Company Limited

Vu Xuan Bien
Deputy General Director
Certificate of registration to audit practice
No: 0743-2023-002-1

Le Cong Thang
Auditor
Certificate of registration to audit practice
No: 4422-2024-002-1

Ha Noi, 25 March 2024

STATEMENT OF FINANCIAL POSITION

As at 31 December 2023

Code		ASSETS	Note	12/31/2023	01/01/2023
				VND	VND
100	**A.**	**CURRENT ASSETS**		**11,385,435,031,979**	**10,832,351,412,869**
110	**I.**	**FINANCIAL ASSETS**		**11,377,914,571,577**	**10,811,683,657,275**
111	1.	Cash and cash equivalents	4	851,889,363,555	1,039,661,871,707
111.1	1.1	Cash		851,889,363,555	1,039,661,871,707
112	2.	Financial assets at fair value through profit and loss (FVTPL)	5	5,032,173,035,088	4,339,477,987,075
113	3.	Held-to-maturity investments (HTM)	5	-	1,000,000,000,000
114	4.	Loans	5	3,835,138,903,480	2,355,668,531,748
115	5.	Available for sale financial assets (AFS)	5	660,595,904,800	572,237,987,350
117	6.	Receivables	6	103,125,243,995	51,117,381,554
117.2	6.1	Receivables from and accruals for dividend and interest income		103,125,243,995	51,117,381,554
117.3	6.1.1	Receive dividends, interest		103,125,243,995	51,117,381,554
118	7.	Prepayments to suppliers	7	1,750,718,531	1,579,399,895
119	8.	Receivables from services provided by the Company	6	1,378,240,211,577	1,916,111,404,544
122	9.	Other receivables	6	45,006,580,297	45,008,845,285
129	10.	Provision for impairment of receivables	8	(530,005,389,746)	(509,179,751,883)
130	**II.**	**SHORT-TERM ACCOUNTS RECEIVABLE**		**7,520,460,402**	**20,667,755,594**
131	1.	Advances		2,528,993,666	2,064,629,550
132	2.	Tools, supplies	9	259,534,368	262,111,957
133	3.	Short-term prepaid expenses	10	4,628,757,347	3,988,136,457
134	4.	Short-term mortgages	11	2,750,000	2,750,000
135	5.	Deductible VAT		19,500	-
136	6.	Taxes and other receivables from State budget	12	1,000,000	14,350,127,630
137	7.	Other short-term assets		99,405,521	-
200	**B.**	**NON- CURRENT ASSETS**		**71,772,508,032**	**67,274,353,894**

Code		ASSETS	Note	12/31/2023	01/01/2023
				VND	VND
220	**II.**	**FIXED ASSETS**		**10,087,224,075**	**16,937,048,561**
221	1.	Tangible fixed assets	13	7,507,949,662	13,391,164,569
222	-	Cost		40,786,012,398	40,786,012,398
223a	-	Accumulated depreciation		(33,278,062,736)	(27,394,847,829)
227	2.	Intangible fixed assets	14	2,579,274,413	3,545,883,992
228	-	Cost		28,967,980,987	27,887,980,987
229a	-	Accumulated amortization		(26,388,706,574)	(24,342,096,995)
240	**IV.**	**CONSTRUCTION IN PROGRESS**	**15**	**10,660,476,000**	**-**
250	**V.**	**OTHER LONG-TERM ASSETS**		**51,024,807,957**	**50,337,305,333**
251	1.	Long-term mortgages	11	2,644,693,540	3,154,800,343
252	2.	Long-term prepaid expenses	10	18,380,114,417	27,182,504,990
254	3.	Deposits to Settlement Assistance Fund	16	20,000,000,000	20,000,000,000
255	4.	Other long-term assets		10,000,000,000	-
270	**TOTAL ASSETS**			**11,457,207,540,011**	**10,899,625,766,763**

STATEMENT OF FINANCIAL POSITION

As at 31 December 2023 (continued)

Code		RESOURCES	Note	12/31/2023	01/01/2023
				VND	VND
300	**C.**	**LIABILITIES**		**1,193,696,795,393**	**1,463,766,337,166**
310	**I.**	**CURRENT LIABILITIES**		**1,120,505,210,757**	**1,364,948,808,240**
311	1.	Short-term loans and debts	17	892,000,000,000	407,000,000,000
312	1.1	Short-term loans		892,000,000,000	407,000,000,000
316	3.	Issued bonds		-	660,000,000,000
318	4.	Payables for securities transaction activities	18	11,121,656,000	600,000
320	5.	Trade payables	19	3,215,160,000	114,159,297,216
321	6.	Advances from customers		1,770,500,000	4,360,500,000
322	7.	Tax payables and statutory obligations	20	44,249,608,201	21,329,988,934
323	8.	Payables to employees		28,669,030,548	18,478,420,632
324	9.	Employee benefits		1,942,972,277	1,350,097,377
325	10.	Accrued expenses	21	24,452,583,784	35,440,775,897
328	11.	Short-term deposits, collateral received		16,164,000	16,164,000
329	12.	Other short-term payables	22	8,125,721,664	9,119,376,526
331	13.	Bonus and welfare fund		104,941,814,283	93,693,587,658
340	**II.**	**LONG-TERM LIABILITIES**		**73,191,584,636**	**98,817,528,926**
352	1.	Long-term deposits, collateral received		25,000,000	25,000,000
356	2.	Deferred tax payables	39.2	73,166,584,636	98,792,528,926
400	**D.**	**OWNERS' EQUITY**		**10,263,510,744,618**	**9,435,859,429,597**
410	**I.**	**EQUITY**	**23**	**10,263,510,744,618**	**9,435,859,429,597**
411	1.	Contributed legal capital		8,853,320,430,800	8,853,320,430,800
411.1	1.1	Contributed legal capital		8,131,567,480,000	8,131,567,480,000
411.1a	a.	Ordinary shares with voting rights		8,131,567,480,000	8,131,567,480,000
411.2	1.3	Share Premium		721,752,950,800	721,752,950,800
412	2.	Asset revaluation differences		(48,728,904,420)	(337,086,821,870)
414	3.	Charter capital supplementary reserve fund		77,136,777,489	77,136,777,489
415	4.	Operational risk and financial reserve fund		-	77,136,777,489
417	5.	Undistributed earnings		1,381,782,440,749	765,352,265,689
417.1	5.1	Realized earnings		1,089,116,102,205	370,182,149,985
417.2	5.2	Unrealized earnings		292,666,338,544	395,170,115,704
440	**TOTAL RESOURCES AND OWNERS' EQUITY**			**11,457,207,540,011**	**10,899,625,766,763**

OFF-STATEMENT OF FINANCIAL POSITION ITEMS

Code		ITEMS	Note	12/31/2023	01/01/2023
				VND	VND
	A.	**ASSETS OF THE SECURITIES COMPANY AND ASSETS MANAGED UNDER AGREEMENTS**			
002	1.	Goods held under trust		1,500,000,000	1,500,000,000
003	2.	Receipt of collateral assets		6,903,330,000	6,903,330,000
006	3.	Quantity of outstanding shares in circulation		813,156,748	813,156,748
008	4.	Financial assets listed/registered at the VSD of the Company	24	2,182,781,990,000	1,494,361,190,000
009	5.	The Company's non-traded financial assets deposited at the VSD	25	16,122,280,000	76,790,020,000
010	6.	The Company's awaiting financial assets	26	5,000,000,000	4,235,100,000
012	7.	The Company's financial assets which are not deposited at the VSD	27	449,605,490,000	799,358,780,000
	B.	**ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS**			
021	1.	Financial assets listed/registered at the VSD of investors	28	45,687,831,310,000	44,641,325,860,000
021.1	a.	Unrestricted financial assets		39,190,047,450,000	36,784,515,100,000
021.2	b.	Restricted financial assets		1,398,304,940,000	1,350,251,430,000
021.3	c.	Mortgage financial assets		4,830,732,900,000	6,316,152,530,000
021.4	d.	Blocked financial assets		35,446,580,000	65,747,990,000
021.5	e.	Financial assets awaiting settlement		233,299,440,000	124,658,810,000
022	2.	Non-traded financial assets deposited at the VSD of investors	29	1,400,338,460,000	2,510,912,030,000
022.1	a.	Unrestricted and non-traded financial assets deposited at the VSD		918,438,460,000	1,121,600,510,000
022.2	b.	Restricted and non-traded financial assets deposited at the VSD		481,900,000,000	1,389,311,520,000
023	3.	Awaiting financial assets of investors	30	143,100,970,000	468,708,950,000

Code		ITEMS	Note	12/31/2023	01/01/2023
				VND	VND
026	11.	Investors' deposits	31	2,180,185,981,782	1,309,534,815,623
027	11.1	Investors' deposits for securities trading activities managed by the Company		430,005,857,813	786,530,289,831
028	11.2	Investors' synthesizing deposits for securities trading activities		299,996,852,016	522,927,021,500
030	11.3	Deposits of securities issuers		1,450,183,271,953	77,504,292
031	15.	Payables to investors - Investors' deposits for securities trading activities managed by the Company	32	730,002,709,829	1,309,457,311,331
031.1	15.1	Payables to domestic investors - investors' deposit for securities trading activities managed by the Company		728,571,625,016	1,308,640,251,227
031.2	15.2	Payables to foreign investors - investors' deposit for securities trading activities managed by the Company		1,431,084,813	817,060,104
032	18.	Payables to securities issuers		1,450,183,271,953	77,504,292

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Nguyen Chi Thanh
CEO

Hanoi, 25 March 2024

STATEMENT OF COMPREHENSIVE INCOME

Year 2023

Code		ITEMS	Note	Year 2023	Year 2022
				VND	VND
	I.	**OPERATING INCOME**			
01	1.1	Gain from financial assets at fair value through profit and loss (FVTPL)		580,920,238,136	464,437,535,006
01.1		a. Gain from disposal of financial assets at FVTPL	34.a)	322,874,264,176	457,309,337,888
01.2		b. Gain from revaluation of financial assets at FVTPL	34.b)	8,608,369,490	(146,920,715,909)
01.3		c. Dividend, interest income from financial assets at FVTPL	34.c)	249,437,604,470	154,048,913,027
02	1.2	Gain from held-to-maturity (HTM) investments	34.c)	37,528,767,143	30,824,931,494
03	1.3	Gain from loans and receivables	34.c)	547,158,302,683	567,856,675,262
06	1.4	Revenue from brokerage services		222,361,436,474	332,853,242,032
07	1.5	Revenue from underwriting and issuance agent services		37,711,363,635	26,825,909,090
08	1.6	Revenue from securities investment advisory services		2,201,462,119	11,882,697,584
09	1.7	Revenue from securities custodian services		15,484,796,359	23,514,147,503
10	1.8	Revenue from financial advisory services		16,282,449,314	83,618,136,467
11	1.9	Revenue from other operating	34.d)	420,625,394	654,937,941
20		**Total operating income**		**1,460,069,441,257**	**1,542,468,212,379**
	II.	**OPERATING EXPENSES**			
21	2.1	Loss from financial assets at fair value through profit and loss (FVTPL)		336,713,866,532	724,967,169,134
21.1		a. Loss from disposal of financial assets at FVTPL	34.a)	197,916,927,502	611,516,707,522
21.2		b. Loss from revaluation of financial assets at FVTPL	34.b)	136,738,090,940	111,916,028,805
21.3		c. Transaction costs of acquisition of financial assets at FVTPL		2,058,848,090	1,534,432,807
24	2.2	Provision expenses for diminution in value and impairment of financial assets, doubtful receivables and borrowing costs of loans		8,307,039,780	21,786,592,904
26	2.3	Expenses for proprietary trading activities		15,667,229,029	12,747,553,484
27	2.4	Expenses for brokerage services		168,959,936,815	235,286,601,928
28	2.5	Expenses for underwriting and issuance agent services		8,749,068,873	6,796,302,872
29	2.6	Expenses for securities investment advisory services		13,415,798,498	11,546,785,243
30	2.7	Expenses for securities custodian services		11,604,270,708	11,934,361,917
31	2.8	Expenses for financial advisory services		8,782,381,984	7,385,409,181
32	2.9	Expenses for other operating	35	34,241,491,361	56,371,123,973
40		**Total operating expenses**		**606,441,083,579**	**1,088,821,900,636**
	III.	**FINANCIAL INCOME**	**36**		
42	3.1	Non-fixed revenue,dividend and interest on bank deposits		4,715,313,949	4,975,550,219
50		**Total financial income**		**4,715,313,949**	**4,975,550,219**
	IV.	**FINANCIAL EXPENSES**	**37**		
52	4.1	Borrowing costs		58,742,468,822	163,288,704,020
55	4.2	Other financial expenses		-	20,000,000
60		**Total financial expenses**		**58,742,468,822**	**163,308,704,020**
62	VI.	**GENERAL AND ADMINISTRATIVE EXPENSES**	**38**	**115,526,401,141**	**98,238,383,658**
70	VII.	**OPERATING PROFIT**		**684,074,801,664**	**197,074,774,284**
	VIII.	**OTHER INCOME AND EXPENSES**			
71	8.1	Other income		98,722,534	213,101,490
72	8.2	Other expense		25,523	4,250
80		**Total other operating profit**		**98,697,011**	**213,097,240**
90	IX.	**TOTAL PROFIT BEFORE TAX**		**684,173,498,675**	**197,287,871,524**
91	9.1	Realized profit		812,303,220,125	456,124,616,238
92	9.2	Unrealized profit		(128,129,721,450)	(258,836,744,714)
100	X.	**CORPORATE INCOME TAX EXPENSES**	**39**	**124,880,101,105**	**35,071,817,414**
100.1	10.1	Current corporate income tax expenses	39.1	150,506,045,395	86,839,166,357
100.2	10.2	Deferred corporate income tax expenses	39.2	(25,625,944,290)	(51,767,348,943)
200	XI.	**PROFIT AFTER TAX**		**559,293,397,570**	**162,216,054,110**

Code		ITEMS	Note	Year 2023	Year 2022
				VND	VND
300	**XII.**	**OTHER COMPREHENSIVE INCOME AFTER TAX**			
301	12.1	Gain/(Loss) from revaluation of AFS financial assets		288,357,917,450	(630,116,616,246)
400		**Total other comprehensive income**		**288,357,917,450**	**(630,116,616,246)**
500	**XIII.**	**NET INCOME PER SHARE**			
501	13.1	Earnings per share (VND/share)	40	688	238

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Nguyen Chi Thanh
CEO

Hanoi, 25 March 2024

STATEMENT OF CASH FLOWS

Year 2023 (Under indirect method)

Code		ITEM	Note	Year 2023	Year 2022
				VND	VND
	I.	**CASH FLOW FROM OPERATING ACTIVITIES**			
01	1.	***Profit before tax***		***684,173,498,675***	***197,287,871,524***
02	2.	***Adjustments for***		***82,782,617,222***	***209,048,872,323***
03	-	Depreciation and amortisation		7,929,824,486	5,948,988,777
04	-	Provisions		20,825,637,863	44,786,729,745
06	-	Interest expense		58,742,468,822	163,288,704,020
07	-	Gains/losses from investing activities		(4,715,313,949)	(4,975,550,219)
10	3.	***Increase in non-monetary expenses***		***136,738,090,940***	***111,916,028,805***
11	-	Loss from revaluation of financial assets at fair value through profit or loss of FVTPL		136,738,090,940	111,916,028,805
18	4.	***Decrease in non-monetary expenses***		***(8,608,369,490)***	***146,920,715,909***
19	-	Gains revaluation of financial assets at fair value through profit or loss of FVTPL		(8,608,369,490)	146,920,715,909
30	5.	***Operating profit before changes in working capital***		***(900,833,183,448)***	***(1,395,943,279,200)***
31	-	Increase (decrease) of financial assets is recognized through profit / loss of FVTPL		(820,824,769,463)	(1,897,540,957,686)
32	-	Increase (decrease) of held-to-maturity investments (HTM)		1,000,000,000,000	(1,000,000,000,000)
33	-	Increase (decrease) in loans		(1,479,470,371,732)	3,461,344,094,774
34	-	Increase (decrease) of financial assets available for sale AFS		200,000,000,000	(499,813,374,296)
36	-	(-) Increase, (+) decrease in receivables and accrued dividends, interest on financial assets		(52,007,862,441)	(12,264,029,069)
37	-	(-) Increase, (+) decrease in receivables of services provided by securities companies		535,281,192,967	(690,954,936,324)
39	-	(-) Increase, (+) decrease other receivables		2,264,988	116,343,359,748
40	-	Increase (decrease) other assets		(9,951,699,224)	(1,030,270,158)
41	-	Increase (decrease) accrual expense (exclude interest expense)		(14,081,077,114)	(54,488,074,894)
42	-	Increase (decrease) prepaid expense		8,161,769,683	6,563,959,125

Code		ITEM	Note	Year 2023	Year 2022
				VND	VND
43	-	Corporate income tax paid		(113,323,301,380)	(207,085,531,914)
44	-	Interest expense paid		(55,649,583,821)	(169,150,496,552)
45	-	Increase (decrease) payables to supplier		(111,115,455,852)	116,251,716,091
46	-	Increase (decrease) in welfare benefits		592,874,900	616,649,400
47	-	Increase (decrease) taxes and other payables to State budget (exclude corporate income tax)		86,002,882	(31,191,632,179)
48	-	Increase (decrease) payables to employee		10,190,609,916	(39,582,460,721)
50	-	Increase, (decrease) other payables		10,027,995,617	(482,991,444,713)
52	-	Other payments for operating activities		(8,751,773,374)	(10,969,849,832)
60		***Net cash flows from investing activities***		***(5,747,346,101)***	***(730,769,790,639)***
	II.	**CASH FLOWS FROM INVESTING ACTIVITIES**			
61	1.	Purchase of fixed assets and other long-term assets		(11,740,476,000)	(8,757,927,000)
65	2.	Dividends and profits distributed from long-term financial investments		4,715,313,949	4,975,550,219
70		***Net cash flows from investing activities***		***(7,025,162,051)***	***(3,782,376,781)***
	III.	**CASH FLOWS FROM FINANCING ACTIVITIES**			
71	1.	Receipts from stocks issuing and capital contribution from equity owners		-	3,903,180,324,000
73	3.	Drawdown of borrowings		5,669,000,000,000	10,336,490,000,000
73.2	3	Drawdown of other borrowings		5,669,000,000,000	10,336,490,000,000
74	4.	Payment of principal debt		(5,844,000,000,000)	(13,117,490,000,000)
74.3	4.3	Payment of principal of other debts		(5,844,000,000,000)	(13,117,490,000,000)
80		***Net cash flows from financing activities***		***(175,000,000,000)***	***1,122,180,324,000***
90	**IV.**	**NET DECREASE/INCREASE IN CASH AND CASH EQUIVALENTS**		**(187,772,508,152)**	**387,628,156,580**
101	**V.**	**CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR**		**1,039,661,871,707**	**652,033,715,127**
101.1		- Cash		1,039,661,871,707	652,033,715,127
103	**VI.**	**CASH AND CASH EQUIVALENTS AT END OF THE YEAR**	4	**851,889,363,555**	**1,039,661,871,707**
103.1		- Cash		851,889,363,555	1,039,661,871,707

CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE INVESTORS

Year 2023

Code		ITEM	Note	Year 2023	Year 2022
				VND	VND
	I.	**CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE INVESTORS**			
01	1.	Cash receipts from disposal of brokerage securities of customers		103,966,411,225,699	142,902,450,156,906
02	2.	Cash payments for acquisition of brokerage securities of customers		(96,862,974,028,825)	(132,525,666,895,776)
07	3.	Cash receipts for settlement of securities transaction of customers		(7,672,587,219,681)	(11,444,917,687,553)
11	4.	Cash payments for custodian fees of customers		(10,304,578,695)	(7,099,676,628)
14	5.	Cash receipt from securities issuers		12,871,288,776,654	14,655,197,829,610
15	6.	Cash payments to securities issuers		(11,421,183,008,993)	(14,655,416,282,110)
20		**Net increase/decrease in cash during the year**		**870,651,166,159**	**(1,075,452,555,551)**
30	**II.**	**CASH AND CASH EQUIVALENTS OF INVESTORS AT THE BEGINNING OF YEAR**		**1,309,534,815,623**	**2,384,987,371,174**
31		Cash at banks at the beginning of year:		1,309,534,815,623	2,384,987,371,174
32	-	Investors' deposits managed by the Company for securities trading activities		786,530,289,831	787,074,410,882
33	-	Investors' synthesizing deposits for securities trading activities		522,927,021,500	1,597,617,003,500
35	-	Deposits of securities issuers		77,504,292	295,956,792
40	**III.**	**CASH AND CASH EQUIVALENTS OF INVESTORS AT THE END OF YEAR**	**31**	**2,180,185,981,782**	**1,309,534,815,623**
41		Cash at banks at the end of year:		2,180,185,981,782	1,309,534,815,623
42	-	Investors' deposits managed by the Company for securities trading activities		430,005,857,813	786,530,289,831
43	-	Investors' synthesizing deposits for securities trading activities		299,996,852,016	522,927,021,500
45	-	Deposits of securities issuers		1,450,183,271,953	77,504,292

Nguyen Thi Thuy	**Tran Sy Tien**	**Nguyen Chi Thanh**
Preparer	Chief Accountant	CEO

Hanoi, 25 March 2024

STATEMENT OF CHANGES IN OWNERS' EQUITY

Year 2023

ITEMS		Note	Beginning balance		Increase/ Decrease				Ending balance	
			01/01/2022	01/01/2023	Year 2022		Year 2023		12/31/2022	12/31/2023
					Increase	Decrease	Increase	Decrease		
			VND	VND	VND	VND	VND	VND	VND	VND
1.	Contributed legal capital		3,742,322,836,300	8,853,320,430,800	5,529,447,264,000	418,449,669,500	-	-	8,853,320,430,800	8,853,320,430,800
1.1	Ordinary shares with voting rights		3,252,650,270,000	8,131,567,480,000	4,878,917,210,000	-	-	-	8,131,567,480,000	8,131,567,480,000
1.2	Share Premium		489,672,566,300	721,752,950,800	650,530,054,000	418,449,669,500	-	-	721,752,950,800	721,752,950,800
2.	Charter capital supplementary reserve fund		77,136,777,489	77,136,777,489	-	-	-	-	77,136,777,489	77,136,777,489
3.	Operational risk and financial reserve fund		77,136,777,489	77,136,777,489	-	-	-	77,136,777,489	77,136,777,489	-
4.	Asset revaluation differences		293,029,794,376	(337,086,821,870)	(350,516,616,246)	279,600,000,000	227,435,301,450	(60,922,616,000)	(337,086,821,870)	(48,728,904,420)
5.	Undistributed earnings		1,865,953,482,079	765,352,265,689	162,216,054,110	1,262,817,270,500	636,430,175,060	20,000,000,000	765,352,265,689	1,381,782,440,749
5.1	Realized earnings		1,263,713,970,604	370,182,149,985	369,285,449,881	1,262,817,270,500	738,933,952,220	20,000,000,000	370,182,149,985	1,089,116,102,205
5.2	Unrealized earnings		602,239,511,475	395,170,115,704	(207,069,395,771)	-	(102,503,777,160)	-	395,170,115,704	292,666,338,544
TOTAL			**6,055,579,667,733**	**9,435,859,429,597**	**5,341,146,701,864**	**1,960,866,940,000**	**863,865,476,510**	**36,214,161,489**	**9,435,859,429,597**	**10,263,510,744,618**
II.	**Other comprehensive income**									
1.	Gain/Loss from revaluation of financial assets at AFS		293,029,794,376	(337,086,821,870)	(350,516,616,246)	279,600,000,000	227,435,301,450	(60,922,616,000)	(337,086,821,870)	(48,728,904,420)
TOTAL			**293,029,794,376**	**(337,086,821,870)**	**(350,516,616,246)**	**279,600,000,000**	**227,435,301,450**	**(60,922,616,000)**	**(337,086,821,870)**	**(48,728,904,420)**

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Nguyen Chi Thanh
CEO

Hanoi, 25 March 2024

NOTES TO THE FINANCIAL STATEMENTS

Year 2023

1 . GENERAL INFORMATION

1.1 . Forms of Ownership

Sai Gon - Ha Noi Securities Joint Stock Company which was established and operating activities based on License of securities operating activities No 66/UBCK-GP dated 15 November 2007 and Amended License of securities operating activities No.85/GPDC-UBCK dated 05 September 2022 issued by the State Securities Committee.

The Company's head office is located at: Floors 1-5 Unimex Hanoi Building, 41 Ngo Quyen, Hang Bai Ward, Hoan Kiem District, Hanoi City.

Company's Charter capital under Business License: VND 8,131,567,480,000; Contributed Legal capital as at 31 December 2023: VND 8,131,567,480,000; Equivalent to 813,156,748 shares with the price of VND 10,000 per share.

As at 31 December 2023, the Company has 267 employees (as at 31 December 2022: 252 employees).

The Company's member entities are as follows:

Name of member entities	Place of establishment and operation
Ho Chi Minh Branch of Sai Gon - Ha Noi Securities Joint Stock Company	3rd Floor, Saigon Metropolitan Building, No. 235 Dong Khoi, Ben Nghe Ward, District 1, Ho Chi Minh City
Da Nang Branch of Sai Gon - Da Nang Securities Joint Stock Company	8th Floor, Thanh Loi 2 Building, No. 03 Le Dinh Ly, Vinh Trung Ward, Thanh Khe District, Da Nang City

1.2 . Business field

The Company's business activities include: securities brokerage; principal trading; securities investment advisory; financial advisory; securities underwriting and depository services.

1.3 . Operations of the company in the fiscal year affecting the financial statements

In 2023, Vietnam's stock market gradually recovers from the bottom from the end of 2022, leading to the purchase/sale of financial assets during the year as well as the difference from re-evaluation of FVTPL financial assets not arising. The loss was as large as the previous year; besides, the Company also recorded much larger dividends and interest arising from financial assets and held-to-maturity interest compared to the previous year. These factors lead to strong growth in business results in 2023 compared to 2022.

2 . ACCOUNTING SYSTEM AND ACCOUNTING POLICY

2.1 . Accounting period and accounting monetary unit

Annual accounting period commences from 1st January and ends as at 31st December.

The Company maintains its accounting records in VND.

2.2 . Accounting Standards and Accounting system

Accounting System

The Company applies Accounting System for securities company issued under Circular No.210/2014/TT-BTC dated 30 December 2014 (Circular 210) by The Ministry of Finance on accounting guidance applicable to securities companies and Circular No.334/2016/TT-BTC dated 27 December 2016 (Circular 334) by Ministry of Finance amended, supplemented and replace appendix 02, 04 of Circular No.210/2014/TT-BTC.

These circulars provide regulations related to accounting documents, accounting account systems as well as the method of preparing and presenting financial statements of the Securities Company.

Announcement on compliance with Vietnamese standards and accounting system

The Company applies Vietnamese Accounting Standards and supplement documents issued by the State. Financial statements are prepared in accordance with regulations of each standard and supplement documents as well as with current accounting system.

Form of accounting record

The Company is applying accounting record by computer.

2.3 . Basis for preparation of Financial Statements

Financial statements are presented based on historical cost principle.

Financial Statements of the Companyare prepared based on summarization of transactions incurred and recorded into accounting books of dependent accounting entities and the head office of the Company.

2.4 . Cash

Cash comprise cash on hand, cash in banks and short-term, highly liquid investments with an original maturity of less than three months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

Cash deposit for disposing underwriting securities is the money receive from disposing underwriting securities at the designated commercial bank by the function of the Company - Securities underwriting organizations (underwriting principal or secondary) (including proceeds from securities sale agents) and principal, interest and dividend payments of the Issuing Organizations.

Deposits for clearing payment for securities transactions are amounts ready for clearing and settlement of the Company and investors at T + x at the request of the Vietnam Securities Depository Center (VSD). It may be opened at the designated bank to make payment for the purchases or sale of securities according to the net deduction result.

Investors' deposits on securities trading are presented at the non-financial statements (Off - statement of financial accounts).

2.5 . Financial assets and Financial liabilities

a. Initial recognition

Financial assets

Financial assets of the Company including cash and cash equivalents, financial assets at fair value through profit and loss (FVTPL), held to maturity investments (HTM), loans, available for sale financial assets (AFS) and receivables. At initial recognition, financial assets are identified by purchasing price/issuing cost plus other expenses directly related to the purchase and issuance of those assets, except financial assets at fair value through profit and loss (FVTPL) are identified by purchasing price/issuing cost.

Financial liabilities

Financial liabilities of the Company including loans, trade payables and other payables, accrued expenses. At initial recognition, financial liabilities are determined by issuing price plus other expense directly related to the issuance of those liabilities.

b. Classification principles

Financial assets at fair value through profit and loss (FVTPL): financial asset is classified as FVTPL if it was held for the purpose of selling or repurchasing in financial market through researching and analyzing with profit-taking expectation. The other financial assets are not classified to FVTPL when they are sold, they must be reclassified to FVTPL.

Financial assets FVTPL is a debt instrument at maturity which must be recognized as receivables and provision as doubtful debts (if any).

Held to maturity (HTM) financial assets: are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Company intends to accumulate. extreme and capable of being held to maturity, except:

- Non derivative financial assets that at the time of initial recognition were classified by the Company as recognized at value through profit/loss (FVTPL);
- Non derivative financial assets have been classified by the Company as available for sale
- Non derivative financial assets meet the definition of loans and receivables.

After initial recognition, held to maturity (HTM) financial assets are determined at amortized cost using the effective interest rate method.

Loans: are non-derivative financial assets with fixed or identifiable payments and not listed on the market.

Types of loan commitments made:

- Margin contract;
- Prepaid of selling securities contract.

After initial recognition, loans are measured at amortized cost using the real interest rate method, except for loans to financial assets recognized at fair value through profit or loss; Financial liabilities arising from the transfer a financial asset that are not eligible for discontinuance or when applicable in accordance with the continued relevant regulations; financial guarantee contracts.

Available for sale financial assets (AFS): are the non-derivative financial assets that are determined as available for sale or are not classified as:

- Loans or Receivables;
- Held to maturity investments;
- Financial assets at fair value through profit and loss (FVTPL).

Financial assets that are invested by the Company but have no short-term investment objectives and long-term objectives have not been identified. Therefore, this is a limited financial asset classified in the Company's operations.

Financial liabilities recognized through profit or loss: are financial liabilities that meet one of the following conditions:

- Financial liabilities are classified by The Board of Management into the holding group for business;
- At the time of initial recognition, the Company classified financial liabilities into groups that recognized through profit or loss.

Financial liabilities recognized by amortized value: financial liabilities are not classified as financial liabilities recognized through profit or loss.

c.Revalue financial asset principles

Revaluation of financial assets FTVPL and AFS at market value or fair value is according to the method of valuation in accordance with the law. In case, there is no market prices at the most recent trading date, the Company uses fair value to revalue its financial assets. The fair value is determined on the base of respect for the principle, method or model of valuation theory of financial assets approved by the Board of Management.

The fair value/market value of financial assets is determined in accordance as follows:

- The market value of the securities listed on the Hanoi Stock Exchange and the Ho Chi Minh City Stock Exchange is the closing price of the last trading day counted to the date of revaluation;
- For securities of unlisted, the Company registered for trading on unlisted public listed companies (UPCom), the market value is determined as the closed price at the last trading day counts until the date of revaluation;
- For listed securities that are delisted or blocked from the 6th trading day, actual stock prices are book values at the most recent Statement of Financial Position date;
- For unlisted and unregistered securities on the trading market of unlisted public companies (UPCom): the price of securities as the basis for re-evaluation is the price obtained from reference information sources that the Board of General Directors assesses that this price represents the market price of these securities.

For securities without reference from the above sources, the Company has not properly measured the fair values of these securities because Vietnam Accounting Standards and Vietnamese Accounting System applied for securities companies do not have specific guidance on the determination of fair value. Accordingly, fair value is estimated at the original cost of the investment. In case, securities show signs of a decline in price, the Company will evaluate the possibility and extent of a decrease in price based on considering the financial position and book value of the issuer as of 31 December 2023.

The difference in revaluation according to market price or according to the most accurate value (in case there is no market price) of financial assets recorded through FVTPL profit/loss in the Securities Company's Financial Asset List At the end of the accounting period, it is separately tracked on Level 2 account "Revaluation difference" of Account 121 - "Financial assets recorded through profit/loss" without recording increases or decreases in the purchase price of financial assets on the "Purchase Price" Account and are specifically determined for each revaluation as follows:

- At the first revaluation period, fair value of re-evaluating financial assets recorded through FVTPL profit/loss on the List of financial assets of securities companies are recorded to Account 1212 "Re-evaluation difference re " is the difference between the revaluation of financial assets at fair value through profit or loss at fair value at the time of revaluation at market value or fair value and initial purchase price of assets The financial income is recorded through FVTPL profit/loss on the List of financial assets of securities companies.
- At the second re-evaluation period onwards, the revaluation value of financial assets recorded via FVTPL profit/loss on the List of financial assets of securities companies are recorded to Account 1212 " revaluation "means the difference between the purchase price of financial assets recorded via FVTPL profit/loss and revaluation value at market value or fair value this period. Differences between assessments are recorded in Account 51112 "Increase in revaluation of financial assets is recognized by profit/loss of FVTPL" or Account 63213 "Reduction in revaluation of assets financial assets recognized through profit/loss FVTPL".

Differences in the increase or decrease due to revaluation of financial assets recorded through profit/loss of FVTPL on the List of financial assets of securities companies are recorded on the principle of non-clearing presented in the Income Statement , according to 2 indicators:

- Decreasing difference due to revaluation of financial assets recorded via FVTPL profit/loss reflected in the "Loss" item and transaction costs of financial assets, FVTPL proprietary trading, details " The difference in revaluation of financial assets is recognized though profit/loss " FVTPL.
- Increased difference due to revaluation of financial assets recorded though profit/loss FVTPL reflected in the item "Income", details "Difference in revaluation - Financial assets recognized in over profit/loss".

Differences increased or decreased due to revaluation of AFS are recorded according to the principle of no offsetting and are recorded directly into equity of the Financial Status Report at the item "Differences in asset evaluation according to fair value physical".

Held to maturity financial assets are considered for possible impairment at the date of the statement of financial position. Provisions are made for these investments when there is objective evidence that there is a possibility of irrecoverability or uncertainty of recovery of the investment due to one or more loss events occurring that affect the investment negative impact on expected future cash flows. Objective evidence of impairment may include the market value/fair value (if any) of the impaired debt, signs that the debtor or group of debtors is facing financial difficulties significant financial loss, default or untimely repayment of interest or principal, the possibility of the debtor going bankrupt or having a financial restructuring, and observable data showing that there is a deterioration can quantify expected future cash flows, such as changes in debt repayment conditions, financial situations associated with the possibility of default. When there is evidence of impairment, the provision balance to be made is determined on the basis of the difference between amortized cost and fair value at the time of assessment. Increase or decrease in the reserve account balance is recorded in the Income Statement under the item "Provision expenses for financial assets, handling of losses of bad receivables, impairment losses of financial assets and the borrowing costs of the loans".

Loans are made provision of impairment at the Statement of Financial Position date. Provision for loans is made on the basis of the estimated loss, calculated as the difference between the market value of the security used as collateral for the loan and the balance of the loan. Increases and decreases of provision are recognized in the Statement of Comprehensive Income on the "Provision expenses for diminution in value and impairment of financial assets, doubtful receivables and borrowing costs of loans".

2.6 . Short-term and long-term deposits received

Deposits received are recording amounts enterprises received deposits related to business to be performed in compliance with regulations of law in force. Deposits received are not under assets of the Company, the Company has to manage separately from monetary assets of the Company.

2.7 . Short-term and long-term receivables

Receivables from disposal of financial assets: reflecting receivables from disposal of financial assets of the Company (not through Stock Exchange), including maturity value of financial assets or liquidation of these financial assets.

Receivables from and accruals for dividend and interest income: reflecting receivables from and accruals for dividend and interest income belonging to the Company's financial asset list.

Receivables of services rendered by the Company: reflecting receivables of the Company with the Stock Exchange, the Vietnam Securities Depository (VSD), the Investors are clients of the Company, with Securities issuing organizations or underwriters of securities and receivables from securities trading activities.

Receivables are tracked in detail by receivable period, receivable object, type of receivable currency, and other factors according to the Company's management needs. Receivables are classified as short-term and long-term in the financial statements based on the remaining maturity of the receivables at the reporting date.

Provision for impairment of receivables: The provision for doubtful debts is made for receivables that are overdue under an economic contract, a loan agreement, a contractual commitment or a promissory note and for receivables that are not due but difficult to be recovered. In particular, the provision for overdue receivables is based on the principal repayment time according to the original sales contract, not taking into account debt rescheduling between the parties and undue receivables. payment but the debtor has fallen into bankruptcy or is undergoing dissolution procedures, is missing, absconded, is being prosecuted, detained, tried by law enforcement agencies, is serving a sentence or has died.

The provision for bad debts is made for each bad debts according to the Circular No.48/2019/TT-BTC issued by Ministry of Finance on 08 August 2019, and Circular No.24/2022/TT-BTC by Ministry of Finance on 07 April 2022 as follow:

Overdue period	Provision rate
From over six (06) months to less than one (01) year	30%
From one (01) year to less than two (02) years	50%
From two (02) years to less than three (03) years	70%
From three (03) years and above	100%

2.8 . Fixed assets

Fixed assets (tangible and intangible) are initially stated at the historical cost. During the using time, fixed assets (tangible and intangible) are recorded at cost, accumulated depreciation and carrying amount.

Value after initial recognition

If these costs increase the future economic benefits expected to be obtained from the use of tangible fixed assets beyond the standard operating level as initially assessed, these costs are capitalized as an additional cost of tangible fixed assets.

Other costs incurred after fixed assets have been put into operation, such as repair, maintenance and overhaul costs, are recorded in the income statement (separately) in the year in which the costs are incurred.

Depreciation is provided on a straight-line basis. Annual rates calculated to write off the cost of each asset evenly over its expected useful life as follows:

Machinery, equipment	03 - 07 year
Transportation equipment	06 year
Office equipment and furniture	04 - 05 year
Management software	03 - 05 year

2.9 . Construction in progress

Construction in progress represents tangible fixed assets purchasing and under construction which have not yet been complete as at the balance sheet date and is recognised in historical cost. This includes costs of construction, installation of equipment and other direct costs. Construction in progress is not depreciated until such time as the relevant assets are completed and put into use.

2.10 . Prepaid expenses

Prepaid expenses only related to present fiscal year are recognised as short-term prepaid expenses and are recorded into operating costs.

The calculation and allocation of long-term prepaid expenses into business operating expenses in each accounting period are based on the nature and extent of each type of expense to select a method and reasonable allocation criteria.

The Company's prepaid expenses include:

- Tools and supplies, including assets held by the Company for business with the cost of each asset which is less than VND 30 million, are ineligible for recording as fixed assets according to current regulations. The cost of tools and supplies are allocated on a straight-line basis from 01 months to 36 months.
- Goodwill arising on merger with SHB Securities Joint Stock Company is amortized within 7 years.
- Other prepaid expenses are recorded based on historical costs and allocated on a straight - line basis over their useful lives from 01 months to 36 months.

2.11 . Short-term and long-term payables

Payables is presented according to term of payables, details for every entity, details for each type of currency and the other factors due to the management of the Company. The payables are classified as short-term and long-term in the financial statements based on the remaining maturities of the payables at the reporting date.

Loans: reflects the situation of bond issuance and bond payment; reflect the temporary borrowings and repayment the loans of the Company to the Bank, Vietnam Securities Depository Center, Settlement Assistance Fund or other borrowers in accordance with the regulations on lending activities applicable to securities companies.

Payables for securities transaction activities: reflect the payment situation about Fees for securities trading activities, Securities services for the Stock Exchange, Vietnam Securities Depository (VSD), payable to the Securities release agent.

Payables to a securities issuing organization: reflecting the Securities Issuing Organization payable's receipt and payment of disposing underwriting securities by The Company in the primary or secondary issuing company Primary or secondary securities, including the circumstance which the issued company disposed securities through agents.

2.12 . Borrowing costs

Borrowing costs are recognized as operating expenses in the year, in which it is incurred excepting those which are directly attributable to the construction or production of a qualifying asset are capitalized as part of the cost of that asset in accordance with VAS No. 16 "Borrowing costs". Besides, regarding borrowings serving the construction of fixed assets and investment properties, the interests shall be capitalized even when the construction duration is under 12 months.

2.13 . Accrued expenses

Accounts payable for goods and services received from sellers or provided to buyers during the fiscal year but not actually paid and other payables such as: Loan interest expenses payable is recorded in business operating expenses of the fiscal year.

The recording of accrued expenses as operating expenses during the year shall be carried out under the matching principle between revenues and expenses during the year. Accrued expenses are settled with actual expenses incurred. The difference between accrued and actual expenses is reverted.

2.14 . Owner's equity

Owner's equity is stated at actually contributed capital of owners.

Share premium is recorded at the difference between the par value with costs directly attributable to the issuance of shares and issue price of shares (including the case of re-issuing treasury shares) and can be a positive premium (if the issue price is higher than par value and costs directly attributable to the issuance of shares) or negative premium (if the issue price is lower than par value and costs directly attributable to the issuance of shares).

Differences in re-evaluation of assets at fair value are reflected when re-evaluating financial assets at fair value. Revalued assets include: financial assets available for sale; fixed assets; or reassess assets when there is a State decision on asset reassessment (if any).

Undistributed profits of the Company include realized profits and unrealized profits. Accumulated realized profit of the Company at the end of the previous period is the basis for distributing profit to the owner. Accumulated unrealized profit at the end of the previous period is not the basis for distribution to the owner.

Unrealized profit of the fiscal year is the difference between the total value of reassessed profits and losses of FVTPL financial assets or other financial assets included in the income statement under the category of financial assets. of the Company and Deferred tax expenses/income arising during the year (if any).

Realised profit during the period is the net difference between total revenue and income, and total expenses in the statement of comprehensive income of the Company. The profit is used to allocate for the owner will not contains losses realized at the beginning and losses not yet realized until distributing of interest to the owners. The distribution of the Company's profits to the owner must be transparent and in accordance with the securities law and other relevant laws applicable to the securities company, Charter of the securities company, Resolution of the General Meeting of Shareholders. Profits have distributed income to capital contributing members or shareholders after subtracting the tax liabilities to be calculated on the income they are entitled to.

On 17 December 2021, the Ministry of Finance issued Circular No. 114/2021/TT-BTC ("Circular 114") repealing the entire Circular No. 146/2014/TT-BTC dated 6 October 2014 guiding the financial regime for securities companies and fund management companies promulgated by the Ministry of Finance.

- For the balance of additional reserve fund of charter capital that is set up according to regulations of Circular No. 146/2014/TT-BTC: Adding charter capital according to current regulations.
- For the balance of operational risk and financial reserve funds that is set up according to regulations of Circular No. 146/2014/TT-BTC: Adding charter capital or using according to Decisions of General Meeting of Shareholders, Board of members and Chairperson of company in accordance with current regulations.

Dividends to be paid to shareholders are recognised as a payable in Statement of Financial position after the announcement of dividend payment from the Board of Management and announcement of cut-off date for dividend payment of Vietnam Securities Depository and Clearing Corporation.

2.15 . Revenue

Rendering of services

Revenue from rendering of services is recognized when the outcome of that transaction can be measured reliably. Where a transaction involving the rendering of services is attributable to several periods, each period's revenue should be recognized by reference to the stage of completion at the balance sheet date. The outcome of a transaction can be estimated reliably when all the following conditions are satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Company;
- The stage of completion of the transaction at the balance sheet date can be measured reliably;
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

The stage of completion of a transaction may be determined by surveys of work completed method.

Income from securities trading

Income from disposing of proprietary financial assets FVTPL is determined as the difference between the selling price and the cost of the number of FVTPL financial assets sold. Income from sale of financial assets is realized income.

Income from an increasing revalue of FVTPL proprietary financial assets at fair value. Income from revaluation financial asset in FVTPL proprietary financial assets are unrealized income.

Income derived from FVTPL, HTM, loans including: loan interest arising on loans in accordance with the Law on Securities; Dividends, dividends distributed from stock, bond interest; Interest derived from fixed deposits.

Dividends and dividends arising from financial assets belonging to the Company's portfolio: FVTPL, HTM, and AFS are recognized when the Company is entitled to receive dividends from the ownership of the shares already established.

2.16 . Operating expenses and general and administrative expenses

Costs are recognized into operating costs when it may decrease economic benefits at the generating time or it may be determined in a certain way, no distinction it was paid or not.

2.17 . Financial income, financial expense

Financial revenue is revenue from interest on non-fixed bank deposits.

Financial operating expenses are interest expenses.

2.18 . Taxation

a. Deferred income tax payable

Deferred income tax liabilities are measured based on tax rates and tax laws used to compute the amount are those that are enacted by the balance sheet date.

b. Current corporate income tax expenses and Deferred corporate income tax expenses

Current corporate income tax expenses are determined based on taxable income during the year and current corporate income tax rate.

Deferred corporate income tax expenses are determined based on deductible temporary differences, the taxable temporary differences and corporate income tax rate.

Current corporate income tax expenses and deferred corporate income tax expenses are not offset against each other.

c. Current corporate income tax rate

The Company is subject to corporate income tax of 20% for the fiscal year ended as at 31 December 2023.

2.19 . Earnings per share

Basic earnings per share amounts are calculated by dividing net profit or loss after tax for the year attributable to ordinary shareholders of the Company (after adjusting for the bonus and welfare fund and allowance for Executive Board) by the weighted average number of ordinary shares outstanding during the year.

2.20 . Related Parties

The parties are regarded as related parties if that party has the ability to control or significantly influence the other party in making decisions about the financial policies and activities. The Company's related parties include:

- Companies, directly or indirectly through one or more intermediaries, having control over the Company or being under the control of the Company, or being under common control with the Company, including the Company's parent, subsidiaries and associates;
- Individuals, directly or indirectly, holding voting power of the Company that have a significant influence on the Company, key management personnel including directors and employees of the Company, the close family members of these individuals;
- Enterprises that the above-mentioned individuals directly or indirectly hold an important part of the voting power or have significant influence on these enterprises.

In considering the relationship of related parties to serve for the preparation and presentation of Financial Statements, the Company should consider the nature of the relationship rather than the legal form of the relationship.

2.21 . Segment information

A segment is a distinguishable component of the Company that is engaged in providing an individual or group of related products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from other components.

Segment information should be prepared in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Company in order to help users of financial statements better understand and make more informed judgments about the Company as a whole.

3. VALUE OF SECURITIES TRANSACTION THIS YEAR

	Volume of securities transaction this year	Volume of securities transaction this year
		VND
Securities company	**501,402,431**	**53,370,615,932,283**
Shares	200,314,600	5,731,647,175,000
Bonds	301,087,831	47,638,968,757,283
Investors	**8,125,617,636**	**201,443,184,649,414**
Shares	7,640,617,377	134,036,108,695,160
Bonds	471,380,859	67,396,825,449,254
Other securities	13,619,400	10,250,505,000
	8,627,020,067	**254,813,800,581,697**

4. CASH AND CASH EQUIVALENTS

	12/31/2023	01/01/2023
	VND	VND
Cash on hand	40,649,806	86,172,886
Cash at bank	850,566,043,927	1,038,297,781,494
Cash at bank for securities transaction compensation payment	1,282,669,822	1,277,917,327
	851,889,363,555	**1,039,661,871,707**

5. FINANCIAL ASSETS

a. Financial assets at fair value through profit and loss (FVTPL)

	12/31/2023		01/01/2023	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Listed securities	2,466,101,528,539	2,553,191,328,220	843,927,075,531	874,575,042,120
Securities on UPCOM	498,811,463,847	576,391,735,300	653,163,442,405	910,781,826,500
Unlisted and delisted securities	619,995,717,753	562,972,873,732	619,996,186,260	565,253,234,178
Listed bonds	830,981,963,780	835,206,837,636	635,964,330,926	642,442,754,743
Unlisted bonds	504,410,260,200	504,410,260,200	1,346,425,129,534	1,346,425,129,534
	4,920,300,934,119	**5,032,173,035,088**	**4,099,476,164,656**	**4,339,477,987,075**

b. Available for sale financial assets (AFS)

	12/31/2023		01/01/2023	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Listed securities	475,238,748,169	660,595,904,800	675,238,748,169	572,237,987,350
	475,238,748,169	**660,595,904,800**	**675,238,748,169**	**572,237,987,350**

c. Held-to-maturity investments (HTM)

	12/31/2023	01/01/2023
	VND	VND
Deposit with term of 03 months or more	-	1,000,000,000,000
	-	**1,000,000,000,000**

d. Loans

	12/31/2023	01/01/2023
	VND	VND
Margin operation	3,655,950,551,773	2,293,481,012,669
Prepaid of selling securities operation	179,188,351,707	62,187,519,079
	3,835,138,903,480	**2,355,668,531,748**

e. Fluctuation of market value

	Book value		Market value		Increase		Decrease		Revaluation value	
	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VND
FVTPL	**4,920,300,934,119**	**4,099,476,164,656**	**5,032,173,035,088**	**4,339,477,987,075**	**393,862,414,710**	**385,254,045,220**	**(281,990,313,741)**	**(145,252,222,801)**	**5,032,173,035,088**	**4,339,477,987,075**
Listed shares	2,466,101,528,539	843,927,075,531	2,553,191,328,220	874,575,042,120	225,410,774,531	112,267,933,818	(138,320,974,850)	(81,622,832,836)	2,553,191,328,220	874,572,176,513
EIB	*311,146,013,387*	*421,789,454,939*	*340,992,361,500*	*497,231,506,200*	*29,846,348,113*	*75,442,051,261*	-	-	*340,992,361,500*	*497,231,506,200*
SAF	*125,312,500,000*	*125,312,500,000*	*104,059,500,000*	*123,307,500,000*	-	-	*(21,253,000,000)*	*(2,005,000,000)*	*104,059,500,000*	*123,307,500,000*
VPB	*349,986,900,000*	-	*298,416,000,000*		-	-	*(51,570,900,000)*	-	*298,416,000,000*	-
Others	*1,679,656,115,152*	*296,825,120,592*	*1,809,723,466,720*	*254,036,035,920*	*195,564,426,418*	*36,825,882,557*	*(65,497,074,850)*	*(79,617,832,836)*	*1,809,723,466,720*	*254,033,170,313*
Shares traed on UPCOM	498,811,463,847	653,163,442,405	576,391,735,300	910,781,826,500	159,491,108,197	265,937,687,585	(81,910,836,744)	(8,319,303,490)	576,391,735,300	910,781,826,500
GEE	-	*138,750,000,000*	-	*172,050,000,000*	-	*33,300,000,000*	-	-	-	*172,050,000,000*
TBD	-	*61,200,000,000*	-	*100,000,000,000*	-	*38,800,000,000*	-	-	-	*100,000,000,000*
BHI	*145,257,484,500*	*145,257,484,500*	*193,676,640,800*	*145,257,484,500*	*48,419,156,300*	-	-	-	*193,676,640,800*	*145,257,484,500*
GDA	*200,000,000,000*	*200,000,000,000*	*126,000,000,000*	*200,000,000,000*	-	-	*(74,000,000,000)*	-	*126,000,000,000*	*200,000,000,000*
Others	*153,553,979,347*	*107,955,957,905*	*256,715,094,500*	*293,474,342,000*	*111,071,951,897*	*193,837,687,585*	*(7,910,836,744)*	*(8,319,303,490)*	*256,715,094,500*	*293,474,342,000*
Delisted shares	4,109,683,115	4,110,151,622	2,600,000,000	2,100,000,000	-	-	(1,509,683,115)	(2,007,286,015)	2,600,000,000	2,102,865,607
Unlisted shares	615,886,034,638	615,886,034,638	560,372,873,732	563,153,234,178	-	-	(55,513,160,906)	(52,732,800,460)	560,372,873,732	563,153,234,178
- *Cho Long Wind Power Joint Stock Company*	*176,000,000,000*	*176,000,000,000*	*173,191,921,697*	*176,000,000,000*	-	-	*(2,808,078,303)*	-	*173,191,921,697*	*176,000,000,000*
- *My Xuan Shipbuilding and Port Service JSC*	*170,000,000,000*	*170,000,000,000*	*169,802,315,746*	*169,773,500,986*	-	-	*(197,684,254)*	*(226,499,014)*	*169,802,315,746*	*169,773,500,986*
- *Others*	*269,886,034,638*	*269,886,034,638*	*217,378,636,289*	*217,379,733,192*	-	-	*(52,507,398,349)*	*(52,506,301,446)*	*217,378,636,289*	*217,379,733,192*
Listed Bonds	830,981,963,780	876,276,330,926	835,206,837,636	882,754,754,743	8,960,531,982	7,048,423,817	(4,735,658,126)	(570,000,000)	835,206,837,636	882,754,754,743
- *Bonds of Bamboo Capital Joint Stock Company, BCG122006*	*135,449,104,690*	*358,394,330,926*	*139,433,181,210*	*364,443,754,743*	*3,984,076,520*	*6,049,423,817*	-	-	*139,433,181,210*	*364,443,754,743*
- *Bonds of Industrial Development and Transport Investment Joint Stock Company, TCD12101*	*289,237,814,552*	-	*284,851,356,426*	-	-	-	*(4,386,458,126)*	-	*284,851,356,426*	-
- *Bonds of Lien Viet Post Bank Bond, LPB121035*	*158,711,044,538*	*200,570,000,000*	*163,687,500,000*	*200,000,000,000*	*4,976,455,462*	-	-	*(570,000,000)*	*163,687,500,000*	*200,000,000,000*
- *Bonds of BAF Vietnam Agriculture Joint Stock Company, BAFH2225001*	-	*77,000,000,000*	-	*77,999,000,000*	-	*999,000,000*	-	-	-	*77,999,000,000*
- *Bonds of Neo Floor Joint Stock Company*	*146,212,800,000*	*240,312,000,000*	*146,212,800,000*	*240,312,000,000*	-	-	-	-	*146,212,800,000*	*240,312,000,000*
- *Bonds of Lien Viet Post Bank Bond, LPB123015*	*101,371,200,000*		*101,022,000,000*		-	-	*(349,200,000)*	-	*101,022,000,000*	-
Unlisted Bonds	504,410,260,200	1,106,113,129,534	504,410,260,200	1,106,113,129,534	-	-	-	-	504,410,260,200	1,106,113,129,534
- Bonds issued by Transport and Industry Development Investment JSC on 12/28/2021	-	306,572,681,841	-	306,572,681,841	-	-	-	-	-	306,572,681,841

e. Fluctuation of market value

	Book value		Market value		Increase		Decrease		Revaluation value	
	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023	12/31/2023	01/01/2023
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VND
- Bonds issued by Bac A Commercial Joint Stock Bank on 12/32/2021[1]	203,587,260,200	203,587,260,200	203,587,260,200	203,587,260,200	-	-	-	-	203,587,260,200	203,587,260,200
- Others	300,823,000,000	595,953,187,493	300,823,000,000	595,953,187,493	-	-	-	-	300,823,000,000	595,953,187,493
AFS	**475,238,748,169**	**675,238,748,169**	**660,595,904,800**	**572,237,987,350**	**303,477,156,631**	**176,599,239,181**	**(118,120,000,000)**	**(279,600,000,000)**	**660,595,904,800**	**572,237,987,350**
Listed shares	475,238,748,169	675,238,748,169	660,595,904,800	572,237,987,350	303,477,156,631	176,599,239,181	(118,120,000,000)	(279,600,000,000)	660,595,904,800	572,237,987,350
SHB	*275,238,748,169*	*275,238,748,169*	*578,715,904,800*	*451,837,987,350*	*303,477,156,631*	*176,599,239,181*	-	-	*578,715,904,800*	*451,837,987,350*
BCG	-	*200,000,000,000*	-	*63,100,000,000*	-	-	-	*(136,900,000,000)*	-	*63,100,000,000*
TCD	*200,000,000,000*	*200,000,000,000*	*81,880,000,000*	*57,300,000,000*	-	-	*(118,120,000,000)*	*(142,700,000,000)*	*81,880,000,000*	*57,300,000,000*
	5,395,539,682,288	**4,774,714,912,825**	**5,692,768,939,888**	**4,911,715,974,425**	**697,339,571,341**	**561,853,284,401**	**(400,110,313,741)**	**(424,852,222,801)**	**5,692,768,939,888**	**4,911,715,974,425**

Note:

- Stocks listed on the Hanoi Stock Exchange, Ho Chi Minh City Stock Exchange and stocks traded on the trading market of unlisted public companies (UPCom): Fair value Liquidity is determined according to closing prices on December 29, 2023 and 30 December 2022 on these exchanges.
- Corporate bonds listed and registered for trading: Fair value is determined according to the most recent transaction price at the Stock Exchange within 10 days prior to the time of re-evaluation.
- For listed securities that are canceled or suspended from trading or are stopped from trading from the sixth trading day onwards, the actual stock price is the book value at the date of the latest balance sheet.
- For the remaining securities, the Company has not yet determined the fair value of these securities because Vietnamese Accounting Standards and Vietnamese Accounting Regime applied to securities companies have not yet provided guidance. Specific guidance on determining fair value. Accordingly, fair value is estimated at the original cost of the investment. In case the securities show signs of price decrease, the Company will evaluate the possibility and extent of price decrease based on reviewing the financial situation and book value of the issuer as of 31 December 2023.

Additional information for bonds:

(1) Bonds issued by Bac A Commercial Joint Stock Bank have a term of 7 years from the date of issuance on 31 December 2021, quantity of 200 bonds, par value of 1,000,000,000 VND with interest rate of 7.525%/year.

6. RECEIVABLES

	12/31/2023	01/01/2023
	VND	VND
Receivables from interest of margin activities	70,056,317,400	27,353,717,039
Receivables from interest of prepaid of selling securities contracts	33,068,926,595	23,763,664,515
Receivables from services provided by the Company	1,378,240,211,577	1,916,111,404,544
- *Receivables of business cooperation contracts*	*435,066,742,834*	*435,066,742,834*
- *Receivables interest of business cooperation contracts*	*57,240,806,235*	*57,783,454,316*
- *Receivables of advances to pay dividends*	*10,000,000,000*	*10,000,000,000*
- *Receivables from consulting activities*	*6,541,922,315*	*4,825,572,315*
- *Receivables from other securities trading activities*	*869,390,740,193*	*1,408,435,635,079*
Other receivables	45,006,580,297	45,008,845,285
- *Agricultural products and material Joint Stock Company (i)*	*45,006,580,297*	*45,006,580,297*
- *Other receivables*	-	*2,264,988*
	1,526,372,035,869	**2,012,237,631,383**

(i)) This is the receivable amount relating to a lawsuit between the Company and the Agricultural Materials Joint Stock Company regarding the disposal of collaterals for margin lending. On 16 January 2019, the Company received a notice from the Supreme People's Court that responded that the Court has received the Company's application for requesting review of cassation procedure and will notify the Company again when there is a final conclusion. The company has sent Official Letter No. 1278/2019/CV-SHS dated 30 December 2019 to the Supreme People's Court, which requested the review of cassation procedures for Appellate Commercial Business Judgment No. 36/2017/KDTM-PT dated 16 May 2017 of the People's Court of Hanoi. On 6 January 2020, the Company received notice No. 01/TB-ANDTC-VP of the Supreme People's Court responding to the above dispatch about the fact that the Supreme People's Court accepted and has currently been reviewing and settling in accordance with the provisions of law. On 21 December 2020, the Company issued Official Letter No. 1362/2020/CV-SHS requesting the Supreme People's Court to provide information on the request for cassation. On 25 December 2020, the Supreme People's Court issued a notice No. 1252/TB-TANDTC-VP in response to Official Dispatch No. 1362/2020/CV-SHS, the Supreme People's Court had accepted the case and has currently considered and resolved it in accordance with the law when there is a settlement result, the Supreme People's Court will notify the Company. This debt is fully provisioned by the Company according to the assessment of the Board of Management in 2021 (Details in Note 08).

7. SHORT-TERM PREPAYMENTS TO SUPPLIERS

	12/31/2023	01/01/2023
	VND	VND
FTL Vietnam Digital Technology Joint Stock Company	300,000,000	540,000,000
Phu Sy Trading - Advertising and Printing Company Limited	315,787,550	289,798,895
SPC Vietnam Trading Investment Joint Stock Company	260,637,255	-
BNH Technology Network Business Information Technology Consulting and Services Joint Stock Company	240,000,000	-
Others	634,293,726	749,601,000
	1,750,718,531	**1,579,399,895**

8. PROVISION FOR IMPAIRMENT OF RECEIVABLES

	Current year					
	Beginning		Provision	Reversal	Closing	Amount of doubtful debt
			VND	VND	VND	
Provision for impairment of receivables from disposal of financial assets	**820,000,000**		**-**	**-**	**820,000,000**	**820,000,000**
- No.8 Investment and Construction Joint Stock Company	820,000,000		-	-	820,000,000	820,000,000
Provision for for impairment of receivables from margin trading contracts	**47,677,799,566**		**41,486,224,957**	**(19,129,319,341)**	**70,034,705,182**	**116,568,282,800**
Provision for impairment of other receivables	**460,681,952,317**		**833,640,142**	**(2,364,907,895)**	**459,150,684,564**	**503,737,687,119**
- Receivables from principal and interest of securities trading cooperation contracts	400,206,952,012		191,428,984	(2,364,907,895)	398,033,473,101	442,047,264,499
- Agricultural Products and Materials Joint Stock Company	45,006,580,297		-	-	45,006,580,297	45,006,580,297
- Receivables of advances to pay dividends	10,000,000,000		-	-	10,000,000,000	10,000,000,000
- Receivables consulting activities	2,469,500,000		642,211,158	-	3,111,711,158	3,684,922,315
- Receivables from other financial services	2,998,920,008		-	-	2,998,920,008	2,998,920,008
	509,179,751,883		**42,319,865,099**	**(21,494,227,236)**	**530,005,389,746**	**621,125,969,919**

9. INVENTORIES

	12/31/2023	01/01/2023
	VND	VND
Raw material	169,786,368	202,361,957
Tools, supplies	89,748,000	59,750,000
	259,534,368	**262,111,957**

10. PREPAID EXPENSES

a. Short-term prepaid expenses

	12/31/2023	01/01/2023
	VND	VND
Prepaid expenses of operating lease	2,310,727,979	1,824,801,000
Telecommunication network costs waiting for allocation	12,530,000	137,580,000
Health insurance costs for employees distributed	1,221,541,095	1,305,400,115
Others	1,083,958,273	720,355,342
	4,628,757,347	**3,988,136,457**

b. Long-term prepaid expenses

	12/31/2023	01/01/2023
	VND	VND
The commercial advantage of a merger	12,994,542,404	23,390,176,328
Tools and consumables awaiting for allocation	1,446,714,830	753,078,003
Consulting costs awaiting for allocation	362,733,219	460,253,219
Cost of telecommunications network awaiting for allocation	317,219,451	275,985,825
Maintenance cost awaiting for allocation	2,800,604,209	1,528,986,272
Others	458,300,304	774,025,343
	18,380,114,417	**27,182,504,990**

11. DEPOSITS, COLLATERALS AND PLEDGES

a. Short-term

	12/31/2023	01/01/2023
	VND	VND
Deposit water bottle	2,750,000	2,750,000
	2,750,000	**2,750,000**

b. Long-term

	12/31/2023	01/01/2023
	VND	VND
Deposits on renting contract	2,640,293,540	3,150,400,343
Others	4,400,000	4,400,000
	2,644,693,540	**3,154,800,343**

12. TAX AND TAX RECEIVABLE

	12/31/2023	01/01/2023
	VND	VND
Corporate income tax	-	14,350,127,630
Other taxes	1,000,000	-
	1,000,000	**14,350,127,630**

13. TANGIBLE FIXED ASSETS

	Machinery equipments	Transportation equipments	Management tools	Total
	VND	VND	VND	VND
Original cost				
As at 01/01/2023	33,804,447,688	6,580,850,000	400,714,710	40,786,012,398
As at 12/31/2023	**33,804,447,688**	**6,580,850,000**	**400,714,710**	**40,786,012,398**
Accumulated depreciation				
As at 01/01/2023	22,443,928,889	4,573,999,815	376,919,125	27,394,847,829
Depreciation	5,165,864,322	693,555,000	23,795,585	5,883,214,907
As at 12/31/2023	**27,609,793,211**	**5,267,554,815**	**400,714,710**	**33,278,062,736**
Net carrying amount				
As at 01/01/2023	11,360,518,799	2,006,850,185	23,795,585	13,391,164,569
As at 12/31/2023	**6,194,654,477**	**1,313,295,185**	**-**	**7,507,949,662**

In which:

Cost of fully depreciated tangible fixed assets but still in use: VND 20,046,731,027

The Company has not determined the fair value of fixed assets because Vietnamese's Accounting Standards, Vietnamese Accounting System applied for securities companies has not guided in detail on the determination of the fair value.

14. INTANGIBLE FIXED ASSETS

The intangible fixed assets of the Company are transaction, accounting software with the historical cost and accumulated amortization of this asset as at 31 December 2023 is VND 28,967,980,987 and VND 26,388,706,574. The depreciation charged in the year was VND 2,046,609,579.

The company has not determined the fair value of these fixed assets due to the Vietnamese Accounting Standards, Vietnamese Accounting System applied to securities companies without specific guidance on determining fair value.

15 . CONSTRUCTION IN PROGRESS

	12/31/2023	01/01/2023
	VND	VND
Purchasing fixed assets	**10,660,476,000**	**-**
License fees, stock trading software deployment and software upgrades	10,660,476,000	-
	10,660,476,000	**-**

16. DEPOSITS TO SETTLEMENT ASSISTANCE FUND

	12/31/2023	01/01/2023
	VND	VND
Initial deposit	120,000,000	120,000,000
Additional deposit	18,066,986,207	18,066,986,207
Allocated interest	1,813,013,793	1,813,013,793
Ending balance	**20,000,000,000**	**20,000,000,000**

17. LOANS AND DEBTS

	01/01/2023	Increase in the year	Decrease in the year	12/31/2023
	VND	VND	VND	VND
Short-term loans				
Loans from banks	407,000,000,000	5,669,000,000,000	(5,184,000,000,000)	892,000,000,000
	407,000,000,000	**5,669,000,000,000**	**(5,184,000,000,000)**	**892,000,000,000**

Detail short-term loans	12/31/2023	01/01/2023
	VND	VND
Saigon Hanoi Commercial Joint Stock Bank	-	111,000,000,000
Vietnam Prosperity Joint Stock Commercial Bank	500,000,000,000	-
ChinaTrust Commercial Bank - Ho Chi Minh City Branch	-	100,000,000,000
Bac A Commercial Joint Stock Bank	392,000,000,000	196,000,000,000
	892,000,000,000	**407,000,000,000**

As of 31 December 2023, the Company has loans under contracts with terms from 01 month to 06 months to trade Government bonds with loan interest rates from 5.9-7.4%/year.

18. PAYABLES FOR SECURITIES TRANSACTION ACTIVITIES

	12/31/2023	01/01/2023
	VND	VND
Payable to Vietnam Securities Depository and Clearing Corporation	11,121,656,000	600,000
	11,121,656,000	**600,000**

19. SHORT-TERMS TRADE PAYABLES

	12/31/2023	01/01/2023
	VND	VND
Lotte High Technology Joint Stock Company - HPT Vietnam	2,730,960,000	-
Sai Gon - Ha Noi Commercial Joint Stock Bank	-	111,737,730,877
Others	484,200,000	2,421,566,339
	3,215,160,000	**114,159,297,216**

20. TAX PAYABLES AND STATUTORY OBLIGATIONS

	12/31/2023	01/01/2023
	VND	VND
Value added tax	1,425,138,503	249,931,787
Business income tax	22,832,616,385	-
Personal income tax	19,991,853,313	21,080,057,147
	44,249,608,201	**21,329,988,934**

The Company's tax settlements are subject to examination by the tax authorities. Because the application of tax laws and regulations on many types of transactions is susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities.

21. ACCRUED EXPENSES

	12/31/2023	01/01/2023
	VND	VND
Accrued interest expenses	18,986,961,015	15,894,076,014
Interest paid on bonds	-	15,357,449,316
Payables to exchanges	4,807,722,769	3,588,420,567
Other accrued expenses	657,900,000	600,830,000
	24,452,583,784	**35,440,775,897**

22. OTHER PAYABLES

	12/31/2023	01/01/2023
	VND	VND
Dividend for shareholders payables	697,318,134	697,318,134
Payables for market development and finding customer	4,185,130,512	4,819,063,784
Payables for retail bonds	34,460,007	9,767,333
Others	3,208,813,011	3,593,227,275
	8,125,721,664	**9,119,376,526**

23. OWNER'S EQUITY

a. Details of owner's invested capital

	Rate	12/31/2023	Rate	01/01/2023
	(%)	VND	(%)	VND
T&T Group Joint Stock Company	5.60	455,057,340,000	5.60	455,057,340,000
Shareholder's contributed capital (less than 5%)	94.40	7,676,510,140,000	94.40	7,676,510,140,000
	100.00	**8,131,567,480,000**	**100.00**	**8,131,567,480,000**

b. Undistributed earnings

	12/31/2023	01/01/2023
	VND	VND
Realized earnings	1,089,116,102,205	370,182,149,985
Unrealized earnings	292,666,338,544	395,170,115,704
	1,381,782,440,749	**765,352,265,689**

c. The situation of income distribution for shareholders or capital contributors

	12/31/2023	01/01/2023
	VND	VND
Realized earnings undistributed previous year	370,182,149,985	1,263,713,970,604
Unrealized loss accumulated to the end of the fiscal year	661,797,174,730	369,285,449,881
Record additional profits realized this year from the financial reserve fund and operational risks according to the resolution of the General Meeting of Shareholders	77,136,777,490	-
Earnings distributed to shareholders accumulate to the end of the fiscal year	1,109,116,102,205	1,632,999,420,485
The deduction of funds from profit	(20,000,000,000)	(55,000,000,000)
- Bonus and welfare fund	*(20,000,000,000)*	*(55,000,000,000)*
Earnings distributed to shareholders in the current year	-	(1,207,817,270,500)
Realized earning undistributed accumulated to the end of the fiscal year	**1,089,116,102,205**	**370,182,149,985**

According to Resolution of the General Meeting of Shareholders No. 01-2023/NQ-DHDCD dated April 28, 2023, the Company announced the distribution of undistributed after-tax profits in 2023 as follows:

- Set aside a reward fund of VND 5,000,000,000 and a welfare fund of VND 15,000,000,000.
- Use VND 77,136,777,489 of the Financial and Operational Risk Reserve Fund to revert to the Company's undistributed after-tax profits.

24. FINANCIAL ASSETS LISTED/REGISTERED AT THE VSD OF THE COMPANY

	12/31/2023	01/01/2023
	VND	VND
Unrestricted financial assets	2,061,683,090,000	1,082,923,690,000
Mortgage financial assets	118,900,000,000	359,437,500,000
Financial assets awaiting settlement	2,198,900,000	52,000,000,000
	2,182,781,990,000	**1,494,361,190,000**

25. THE COMPANY'S NON-TRADED FINANCIAL ASSETS DEPOSITED AT THE VSD

	12/31/2023	01/01/2023
	VND	VND
Unrestricted and non-traded financial assets deposited at the VSD	16,122,280,000	76,790,020,000
	16,122,280,000	**76,790,020,000**

26. THE COMPANY'S AWAITING FINANCIAL ASSETS

	12/31/2023	01/01/2023
	VND	VND
The Company's awaiting financial assets	5,000,000,000	4,235,100,000
	5,000,000,000	**4,235,100,000**

27. THE COMPANY'S FINANCIAL ASSETS WHICH ARE NOT DEPOSITED AT THE VSD

	12/31/2023	01/01/2023
	VND	VND
The Company's financial assets which are not deposited at the VSD	449,605,490,000	799,358,780,000
	449,605,490,000	**799,358,780,000**

28. FINANCIAL ASSETS LISTED/REGISTERED AT THE VSD OF INVESTORS

	12/31/2023	01/01/2023
	VND	VND
Unrestricted financial assets	39,190,047,450,000	36,784,515,100,000
Restricted financial assets	1,398,304,940,000	1,350,251,430,000
Mortgage financial assets	4,830,732,900,000	6,316,152,530,000
Blocked financial assets	35,446,580,000	65,747,990,000
Financial assets awaiting settlement	233,299,440,000	124,658,810,000
	45,687,831,310,000	**44,641,325,860,000**

29. NON-TRADED FINANCIAL ASSETS DEPOSITED AT THE VSD OF INVESTORS

	12/31/2023	01/01/2023
	VND	VND
Unrestricted and non-traded financial assets deposited at the VSD	918,438,460,000	1,121,600,510,000
Restricted and non-traded financial assets deposited at the VSD	481,900,000,000	1,389,311,520,000
	1,400,338,460,000	**2,510,912,030,000**

30. AWAITING FINANCIAL ASSETS OF INVESTORS

	12/31/2023	01/01/2023
	VND	VND
Awaiting financial assets of investors	143,100,970,000	468,708,950,000
	143,100,970,000	**468,708,950,000**

31. INVESTORS' DEPOSITS

		12/31/2023	01/01/2023
		VND	VND
Investors' deposits for securities trading activities managed by the Company		**430,005,857,813**	**786,530,289,831**
1.	Domestic investors	428,574,773,000	785,713,229,727
2.	Foreign investors	1,431,084,813	817,060,104
Investors' synthesizing deposits for securities trading activities		**299,996,852,016**	**522,927,021,500**
Deposits of securities issuers		**1,450,183,271,953**	**77,504,292**
2.	Issuers's dividend payment deposits	1,450,183,271,953	77,504,292
		2,180,185,981,782	**1,309,534,815,623**

32. PAYABLES TO INVESTORS

		12/31/2023	01/01/2023
		VND	VND
1.	**Payables to investors - Investors' deposits for securities trading activities managed by the Company**	**430,005,857,813**	**786,530,289,831**
1.1.	Domestic investors	428,574,773,000	785,713,229,727
1.2.	Foreign investors	1,431,084,813	817,060,104
2.	**Payables to investors - Investors' synthesizing deposits for securities trading activities**	**299,996,852,016**	**522,927,021,500**
2.1.	Domestic investors	299,996,852,016	522,927,021,500
		730,002,709,829	**1,309,457,311,331**

33. LOAN PAYABLES OF INVESTORS TO THE COMPANY

		12/31/2023	01/01/2023
		VND	VND
1.	**Margin transaction payables**	**3,726,006,869,173**	**2,320,834,729,708**
1.1	Principal of margin transaction	3,655,950,551,773	2,293,481,012,669
	Domestic investors	*3,655,950,551,773*	*2,293,481,012,669*
1.2	Interest of margin transaction	70,056,317,400	27,353,717,039
	Domestic investors	*70,056,317,400*	*27,353,717,039*
2.	**Prepaid of selling securities operation payables**	**179,188,351,707**	**62,187,519,079**
2.1	Principal of prepaid of selling securities operation	179,188,351,707	62,187,519,079
	Domestic investors	*179,188,351,707*	*62,187,519,079*
		3,905,195,220,880	**2,383,022,248,787**

34. OPERATING INCOME

a. Profit, loss of financial assets

	Total amount	Cost of goods sold	Gain, loss from trading shares of current year		Gain, loss from trading shares of the previous year	
			Gain	Loss	Gain	Loss
	VND	VND	VND	VND	VND	VND
Listed shares	1,896,065,080,000	1,904,502,173,745	119,171,035,705	127,608,569,450	209,543,746,772	516,771,205,884
Shares traed on UPCOM	326,806,390,000	317,470,905,312	11,485,414,286	2,149,929,598	17,175,981,316	21,060,231,770
Listed bonds	24,346,558,132,657	24,264,514,350,972	119,958,690,258	37,914,908,573	106,956,707,115	36,445,599,726
Unlisted bonds	4,869,013,606,164	4,844,312,270,469	51,254,244,405	26,552,908,710	119,542,517,365	37,040,831,790
Money Market Instruments	56,147,796,459,790	56,131,411,594,530	20,075,476,431	3,690,611,171	4,090,385,320	198,838,352
Fund certificates	11,432,773,291	10,503,370,200	929,403,091	-	-	-
	87,597,672,441,902	**87,472,714,665,228**	**322,874,264,176**	**197,916,927,502**	**457,309,337,888**	**611,516,707,522**

b. Difference from revalued financial assets

	Original cost	Market value/ Fair value	Revaluation difference at 12/31/2023		Revaluation difference at 01/01/2023		Recorded in current year	
			Increase	Decrease	Increase	Decrease	Increase	Decrease
	VND	VND	VND	VND	VND	VND	VND	VND
FVTPL	**4,920,300,934,119**	**5,032,173,035,088**	**393,862,414,710**	**(281,990,313,741)**	**385,254,045,220**	**(145,252,222,801)**	**8,608,369,490**	**136,738,090,940**
Listed shares	2,466,101,528,539	2,553,191,328,220	225,410,774,531	(138,320,974,850)	112,267,933,818	(81,622,832,836)	113,142,840,713	56,698,142,014
Shares traed on UPCOM	498,811,463,847	576,391,735,300	159,491,108,197	(81,910,836,744)	265,937,687,585	(8,319,303,490)	(106,446,579,388)	73,591,533,254
Delisted shares	4,109,683,115	2,600,000,000	-	(1,509,683,115)	-	(2,007,286,015)	-	(497,602,900)
Unlisted shares	615,886,034,638	560,372,873,732	-	(55,513,160,906)	-	(52,732,800,460)	-	2,780,360,446
Listed bonds	830,981,963,780	835,206,837,636	8,960,531,982	(4,735,658,126)	7,048,423,817	(570,000,000)	1,912,108,165	4,165,658,126
Unlisted bonds	504,410,260,200	504,410,260,200	-	-	-	-	-	-
AFS	**475,238,748,169**	**660,595,904,800**	**303,477,156,631**	**(118,120,000,000)**	**176,599,239,181**	**(279,600,000,000)**	**-**	**-**
Listed shares	475,238,748,169	660,595,904,800	303,477,156,631	(118,120,000,000)	176,599,239,181	(279,600,000,000)		
	5,395,539,682,288	**5,692,768,939,888**	**697,339,571,341**	**(400,110,313,741)**	**561,853,284,401**	**(424,852,222,801)**	**8,608,369,490**	**136,738,090,940**

c. Dividend, interest income from financial assets at FVTPL, loans, HTM, AFS

	Year 2023	Year 2022
	VND	VND
From FVTPL financial assets	249,437,604,470	154,048,913,027
Held-to-maturity investments (HTM)	37,528,767,143	30,824,931,494
Loans	547,158,302,683	567,856,675,262
	834,124,674,296	**752,730,519,783**

d. Revenue outside of financial assets income

	Year 2023	Year 2022
	VND	VND
Other revenue	**420,625,394**	**654,937,941**
Of which:		
- *Revenue from interest on entrusted investment contracts*	-	*16,694,904*
- *Other revenue*	*420,625,394*	*638,243,037*
Revenue deductible	**-**	**-**
Net revenue from operating activities	**420,625,394**	**654,937,941**

35. EXPENSES FOR OTHER SERVICES

	Year 2023	Year 2022
	VND	VND
Expenses for other services	34,241,491,361	56,371,123,973
- Expenses from other financial services	13,415,798,498	11,580,540,228
- Provision expenses for diminution in value and impairment of doubtful receivables from services provided by the Company	20,825,637,863	44,786,729,745
- Other expenses	55,000	3,854,000
	34,241,491,361	**56,371,123,973**

36. FINANCIAL INCOME

	Year 2023	Year 2022
	VND	VND
Income from interest on demand deposits	4,715,313,949	4,975,550,219
	4,715,313,949	**4,975,550,219**

37. FINANCIAL EXPENSES

	Year 2023	Year 2022
	VND	VND
Borrowing costs	58,742,468,822	163,288,704,020
Other financial expenses	-	20,000,000
	58,742,468,822	**163,308,704,020**

38. GENERAL ADMINISTRATIVE EXPENSES

	Year 2023	Year 2022
	VND	VND
Labor expenses	72,880,670,758	56,494,914,501
Trade union fund, Social insurance, Health insurance, Unemployment insurance	2,428,820,088	2,126,425,291
Office supplies expenses	314,287,298	425,075,711
Tools, supplies	423,626,599	334,827,332
Depreciation and amortisation	5,274,637,621	5,110,570,287
Tax, fees and charge	130,569,855	188,978,636
Expenses from external services	13,628,672,390	9,488,559,776
Other expenses	20,445,116,532	24,069,032,124
	115.526.401.141	98.238.383.658

39. CURRENT CORPORATE INCOME TAX EXPENSES

39.1. Current corporate income tax expense

	Year 2023	Year 2022
	VND	VND
Total profit before tax	684,173,498,675	197,287,871,524
Increase	143,575,770	229,282,134
- *Unreasonable expenses*	*143,575,770*	*229,282,134*
Decrease	68,213,152,530	236,678,678,123
- *Dividend*	*(59,916,568,920)*	*(22,158,066,591)*
- *Differences in revaluation of financial assets FVTPL*	*128,129,721,450*	*258,836,744,714*
Taxable income	752,530,226,975	434,195,831,781
Current corporate income tax expense (tax rate 20%)	150,506,045,395	86,839,166,357
Current corporate income tax expense (tax rate 20%)	**150,506,045,395**	**86,839,166,357**
Tax payable at the beginning of year	(14,350,127,630)	105,896,237,927
Tax paid in the year	(113,323,301,379)	(207,085,531,914)
Corporate income tax payable end of the year	**22,832,616,385**	**(14,350,127,630)**

39.2. Deferred income tax expense

	12/31/2023	01/01/2023
	VND	VND
Deferred income tax liabilities		
Taxable temporary differences	98,792,528,926	150,559,877,869
Deferred tax liability arising from the increase and decrease in revaluation of financial assets FVTPL	(25,625,944,290)	(51,767,348,943)
	73,166,584,636	**98,792,528,926**

	Year 2023	Year 2022
	VND	VND
Deferred income tax expenses charged to statement of comprehensive income		
Deferred corporate income tax expense arising from the increase and decrease difference in revaluation of financial assets FVTPL	(25,625,944,290)	(51,767,348,943)
	(25,625,944,290)	**(51,767,348,943)**

40. BASIC EARNINGS PER SHARE

Earning per share distributed to common shareholders of the company is calculated as follows :

	Year 2023	Year 2022
	VND	VND
Undistributed earnings	559,293,397,570	162,216,054,110
Profit distributed for common stocks	559,293,397,570	162,216,054,110
Average circulated common stocks in the year	813,156,748	680,459,324
Basic earnings per share	**688**	**238**

The company has not planned to deduct Bonus and welfare from the profit after tax for the fiscal year ended as at 12/31/2023.

As at 31 December 2023, the Company did not have shares with dilutive potential for earnings per share.

41. FINANCIAL INSTRUMENTS

Financial risk management

The Company's financial risks include market risk, credit risk and liquidity risk. The Company has developed its control system to ensure the reasonable balance between cost of incurred risks and cost of risk management. The Board of Management of the Company is responsible for monitoring the risk management process to ensure the appropriate balance between risk and risk control.

Market risk

The Company's business operations will bear the risks of changes in prices, exchange rates and interest rates.

- Price Risk

The Company is exposed to price risk of equity instruments arising from short-term and long-term equity investments due to uncertainty about the future price of the invested shares. Long-term stock investments are held for long-term strategic purposes, at the end of the fiscal year, the Company has no plans to sell these investments.

	Under 1 year	From 1 to 5 years	From more than 5 years	Total
	VND	VND	VND	VND
As at 12/31/2023				
Financial assets at fair value through profit and loss (FVTPL)	5,032,173,035,088	-	-	5,032,173,035,088
Available for sale financial assets	660,595,904,800	-	-	660,595,904,800
	5,692,768,939,888	**-**	**-**	**5,692,768,939,888**
As at 01/01/2023				
Financial assets at fair value through profit and loss (FVTPL)	4,339,477,987,075	-	-	4,339,477,987,075
Available for sale financial assets	572,237,987,350	-	-	572,237,987,350
	4,911,715,974,425	**-**	**-**	**4,911,715,974,425**

- Exchange rate risk:

The Company bears the risk of exchange rate due to the fluctuation in fair value of future cash flows of a financial instrument in line with changes in exchange rates if loans, revenues and expenses of the Company are denominated in foreign currencies other than VND.

- Interest rate risk:

The Company bears the risk of interest rates due to the fluctuation in fair value of future cash flow of a financial instrument in line with changes in market interest rates if the Company has time or demand deposits, borrowings and debts subject to floating interest rates. The Company manages interest rate risk by analyzing the market competition situation to obtain interest beneficial for its operation purpose.

Credit Risk

Credit risk is the risk of financial loss to the Company if a counterparty fails to perform its contractual obligations. The Company has credit risk from operating activities (mainly to trade receivables) and financial activities (including deposits, loans and other financial instruments), detailed as follows:

	Under 1 year	From 1 to 5 years	From more than 5 years	Total
	VND	VND	VND	VND
As at 12/31/2023				
Cash	851,848,713,749	-	-	851,848,713,749
Loans	3,765,104,198,298	-	-	3,765,104,198,298
Receivables	1,066,401,351,305	-	-	1,066,401,351,305
	5,683,354,263,352	**-**	**-**	**5,683,354,263,352**
As at 01/01/2023				
Cash	1,039,575,698,821	-	-	1,039,575,698,821
Held-to-maturity investments (HTM)	1,000,000,000,000	-	-	1,000,000,000,000
Loans	2,307,990,732,182	-	-	2,307,990,732,182
Receivables	1,550,735,679,066	-	-	1,550,735,679,066
	5,898,302,110,069	**-**	**-**	**5,898,302,110,069**

Liquidity Risk

Liquidity risk is the risk that the Company has trouble in settlement of its financial obligations due to the lack of funds. Liquidity risk of the Company is mainly from different maturity of its financial assets and liabilities.

Due date for payment of financial liabilities based on expected payment under the contracts (based on cash flow of the original debts) as follows:

	Under 1 year	From 1 to 5 years	From more than 5 years	Total
	VND	VND	VND	VND
As at 12/31/2023				
Borrowings and debts	892,000,000,000	-	-	892,000,000,000
Payables to supplier, payables for securities transaction activities	22,462,537,664	-	-	22,462,537,664
Accrued expenses	24,452,583,784	-	-	24,452,583,784
	938,915,121,448	**-**	**-**	**938,915,121,448**
As at 01/01/2023				
Borrowings and debts	1,067,000,000,000	-	-	1,067,000,000,000
Payables to supplier, payables for securities transaction activities	123,279,273,742	-	-	123,279,273,742
Accrued expenses	35,440,775,897	-	-	35,440,775,897
	1,225,720,049,639	**-**	**-**	**1,225,720,049,639**

The Company believes that risk level of loan repayment is low (or controllable). The Company has the ability to pay due debts from cash flows from its operating activities and cash received from mature financial assets.

42. EVENTS AFTER BALANCE SHEET DATE

There have been no significant events occurring after the reporting period, which would require adjustments or disclosures to be made in the financial statements.

43. SEGMENT REPORTING

Under business fields

	Guarantee activities, securities issuance agents	Activities of securities brokerage and depository	Proprietary investment activities	Others	Grant total
	VND	VND	VND	VND	VND
Net revenue from operating activities	37,711,363,635	237,846,232,833	580,920,238,136	603,591,606,653	1,460,069,441,257
Segment expenses	8,749,068,873	180,564,207,523	352,381,095,561	64,746,711,622	606,441,083,579
Unallocated revenue					4,715,313,949
Unallocated expenses					174,268,869,963
Net profit from operating activities	**28,962,294,762**	**57,282,025,310**	**228,539,142,575**	**538,844,895,031**	**684,074,801,664**
Procurement costs of fixed assets					1,080,000,000
Direct segment assets	-	20,000,000,000	5,692,768,939,888	3,938,264,147,475	9,651,033,087,363
Unallocated assets	-	-	-	-	1,806,174,452,648
Total assets	**-**	**20,000,000,000**	**5,692,768,939,888**	**3,938,264,147,475**	**11,457,207,540,011**
Unallocated liabilities					1,193,696,795,393
Total liabilities	**-**	**-**	**-**	**-**	**1,193,696,795,393**

Under geographical areas

	Headquarters	Da Nang Branch	Ho Chi Minh Branch	Grant total
	VND	VND	VND	VND
Net revenue from operating activities	1,314,932,707,460	54,222,507,193	90,914,226,604	1,460,069,441,257
Segment assets	10,568,726,256,903	349,745,309,600	538,735,973,508	11,457,207,540,011
Segment liabilities	767,494,580,934	107,658,838,529	318,543,375,930	1,193,696,795,393

44. TRANSACTION AND BALANCES WITH RELATED PARTIES

List and relation between related parties and the Company detail as follows:

Related parties	Relation
Saigon - Hanoi Commercial Joint Stock Bank	Mr. Do Quang Vinh, Chairman of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company, is the son of Mr. Do Quang Hien, Chairman of the Board of Directors of Saigon - Hanoi Commercial Joint Stock Bank.
Saigon - Hanoi Insurance Corporation	Mr. Do Quang Vinh is Chairman of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company and Saigon - Hanoi Insurance Joint Stock Company, Mr. Vu Duc Tien, Mr. Le Dang Khoa, Mr. Luu Danh Duc, Mr. Vu Duc Trung is a member of the Board of Directors of Saigon - Hanoi Insurance Joint Stock Corporation.
Petrovietnam Machine and Equipment JSC	Mr. Vu Duc Tien is a member of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company, and is also Chairman of the Board of General Directors of Petroleum Machinery and Equipment Joint Stock Company.
Thanh Hoa Petroleum Construction JSC	Mr. Vu Duc Tien is a member of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company, and also a member of the Board of Directors of Thanh Hoa Petroleum Construction Joint Stock Company.

During operation, there are a number of transactions between the companies with related parties as follows:

	Year 2023	Year 2022
	VND	VND
Purchase of bonds		
Sai Gon - Ha Noi Commercial Joint Stock Bank	-	1,403,897,611,562
Borrowing		
Sai Gon - Ha Noi Commercial Joint Stock Bank	600,000,000,000	5,381,490,000,000
Loan repayment		
Sai Gon - Ha Noi Commercial Joint Stock Bank	711,000,000,000	7,118,490,000,000
Interest expense		
Sai Gon - Ha Noi Commercial Joint Stock Bank	7,839,353,424	27,226,868,131
Revenue from underwriting and issuance agent services		
Sai Gon - Ha Noi Commercial Joint Stock Bank	35,961,363,635	10,363,636,363
Revenue from securities custodian services		
Sai Gon - Ha Noi Commercial Joint Stock Bank	413,631,850	-
Revenue from financial advisory services		
Petrovietnam Machine and Equipment JSC	200,000,000	-
Sai Gon -Ha Noi Insurance Corporation	430,000,000	-
Buy goods and services		
Saigon - Hanoi Insurance Corporation	1,943,250,000	-

Outstanding balance with related parties are as follows:

	12/31/2023	01/01/2023
	VND	VND
Deposits		
Sai Gon - Ha Noi Commercial Joint Stock Bank	846,593,992,813	1,035,290,043,241
Stock investment		
Sai Gon - Ha Noi Commercial Joint Stock Bank	275,238,748,169	451,837,987,350
Saigon - Hanoi Insurance Corporation	145,257,484,500	145,257,484,500
Receivables		
Thanh Hoa Petroleum Construction JSC	38,000,000	-
Saigon - Hanoi Insurance Corporation	223,000,000	-
Advances from customers		
Petrovietnam Machine and Equipment JSC	50,000,000	50,000,000
Short-term borrowings		
Sai Gon - Ha Noi Commercial Joint Stock Bank	-	111,000,000,000
Payables		
Sai Gon - Ha Noi Commercial Joint Stock Bank	-	111,737,730,877

In addition to the related party information described above, transactions with other related parties are as follows:

Income of key managers

	Relation	Year 2023	Year 2022
		VND	VND
Mr. Do Quang Hien	Chairman of the Board of Directors Resigned on 26 April 2022	-	1,222,222,222
Mr. Do Quang Vinh	Chairman of the Board of Directors Appointed on 27 April 2022	2,033,333,328	977,777,778
Mr. Luu Danh Duc	Member of the Board of Directors Appointed on 27 April 2022	316,666,667	155,555,556
Mr. Le Dang Khoa	Member of the Board of Directors	316,666,667	350,000,000
Mr. Mai Xuan Son	Member of the Board of Directors Resigned on 27 April 2022	-	194,444,444
Ms. Nguyen Dieu Trinh	Member of the Board of Directors	316,666,667	350,000,000
Mr. Vu Duc Tien	Member of the Board of Directors CEO Relinquish the position of CEO Director from March 25, 2024	7,829,458,211	6,247,960,000
Mr. Nguyen Chi Thanh	CEO Appointed on March 25, 2024	4,496,395,857	3,837,181,667
Mr. Tran Sy Tien	Deputy CEO Chief Accountant	4,734,729,224	3,761,895,909

	Relation	Year 2023	Year 2022
		VND	VND
Ms. Tran Thi Thu Thanh	Deputy CEO	4,423,079,224	3,391,960,000
Ms. Pham Thi Bich Hong	Head of the Supervisory Board	818,679,987	574,811,108
Ms. Luong Thi Luu	Member of the Supervisory Board	216,666,667	200,000,000
Mr. Vu Duc Trung	Member of the Supervisory Board	216,666,667	200,000,000

In addition to the transactions with related parties mentioned above, other related parties had no transactions during the year and had no balance at the end of the fiscal year with the Company.

45. COMPARATIVE FIGURES

The comparative figures are figures in the Financial Statements for the fiscal year ended as at 31 December 2022, which was audited by AASC Auditing Firm Company Limited.

Nguyen Thi Thuy	Tran Sy Tien	Nguyen Chi Thanh
Preparer	Chief Accountant	CEO

Hanoi, 25 March 2024

2023 AUDITED PRUDENTIAL RATIO STATEMENT



REPORT OF THE BOARD OF MANAGEMENT

The Board of Management of Saigon - Hanoi Securities Joint Stock Company ("the Company") presents its report and the Company's prudential ratio statements as at 31 December 2023.

THE COMPANY

Saigon - Hanoi Securities Joint Stock Company which was established and operating activities based on License of securities operating activities No 66/UBCK-GP dated 15 November 2007 and Amended License of securities operating activities No.85/GPDC-UBCK dated 05 September 2022 issued by the State Securities Committee.

The Company's head office is located at: Floors 1-5 Unimex Hanoi Building, 41 Ngo Quyen, Hang Bai Ward, Hoan Kiem District, Hanoi City.

THE BOARD OF DIRECTORS, THE BOARD OF MANAGEMENT AND SUPERVISORY BOARD

The members of the Board of Directors during the fiscal year and to the reporting date are:

Mr.	Do Quang Vinh	Chairman
Mr.	Vu Duc Tien	Member
Mr.	Le Dang Khoa	Member
Mr.	Luu Danh Duc	Member
Mrs.	Nguyen Dieu Trinh	Member

The members of the Board of Management in the fiscal year and to the reporting date are:

Mr.	Nguyen Chi Thanh	CEO, Legal representative Appointed on 03/25/2024
Mr.	Vu Duc Tien	CEO, Legal representative Resigned on 03/25/2024
Mr.	Tran Sy Tien	Deputy CEO and Chief Accountant
Mrs.	Tran Thi Thu Thanh	Deputy CEO

The members of the Supervisory Board are:

Mrs.	Pham Thi Bich Hong	Head of Supervisory Board
Mrs.	Luong Thi Luu	Member
Mr.	Vu Duc Trung	Member

AUDITORS

The auditors of the AASC Auditing Firm Company Limited take the audit of Prudential ratio statement for the Company.

STATEMENT OF THE BOARD OF MANAGEMENT' RESPONSIBILITY IN RESPECT OF THE PRUDENTIAL RATIO STATEMENT

The Board of Management ensures that the information system and internal control system are built and maintained to ensure that the financial position of the company is reflected honestly and reasonably at any time in accordance with Circular No.91/2020/TT-BTC dated 13 November 2020 of the Ministry of Finance on prudential indicators and actions against securities-trading organizations that fail to achieve the prudential indicators.

The Board of Management confirms that the Prudential ratio statement give a true and fair view of prudential ratios of Company as at 31 December 2022, accordance with Circular No.91/2020/TT-BTC dated 13 November 2020 on prudential indicators and actions against securities-trading organizations that fail to achieve the prudential indicators in the preparation and presentation the Prudential ratio statements as at 31 December 2023.

OTHER COMMITMENT

The Board of Management pledges that the Company complies with Decree No. 155/2020/ND-CP dated 31 December 2020 on detailing and guiding the implementation of a number of articles of the Law on Securities and the Company does not violate the obligations of information disclosure in accordance with the regulations of the Circular No. 96/2020/TT-BTC dated 16 November 2020 issued by the Ministry of Finance guiding the disclosure of information on Securities Market.

On behalf of The Board of Management



Nguyen Chi Thanh
CEO

Hanoi, 25 March 2024

No.: 250324.028/BCTC.KT2

INDEPENDENT AUDITORS' REPORT

To: Shareholders, The Board of Directors and The Board of Management
Saigon - Hanoi Securities Join Stock Company

We have audited the Prudential ratio statement as at 31 December 2023 of Saigon - Hanoi Securities Joint Stock Company prepared on 25 March 2024, as set out on pages 06 to 16, was prepared by The Board of Directors of Saigon - Hanoi Securities Joint Stock Company in accordance with the Circular No.91/2020/TT-BTC dated 13 November 2020 of the Ministry of Finance on the prudential ratio and the handling measures for the securities institutions that fail to achieve the prudential ratio.

THE BOARD OF MANAGEMENT' RESPONSIBILITY

The Board of Management is responsible for the preparation of Prudential ratio statement that give a true and fair view in accordance with the Circular No.91/2020/TT-BTC dated 13 November 2020 of the Ministry of Finance on the prudential ratio and the handling measures for the securities institutions that fail to achieve the prudential ratio, and for such internal control as management determines is necessary to enable the preparation of Prudential ratio statement that are free from material misstatement, whether due to fraud or error.

AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these Prudential ratio statement based on our audit. We conducted our audit in accordance with Vietnamese standards on auditing No.800 - "The Auditor's report on special purpose audit engagements" and relevant others Vietnamese Standards on Auditing. Those standards require that we comply with standards, ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Prudential ratio statement are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Prudential ratio statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Prudential ratio statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of Prudential ratio statement that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Prudential ratio statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

AUDITOR'S OPINION

In our opinion, the Prudential ratio statement of Saigon - Hanoi Securities Joint Stock Company give a true and fair view of the prudential ratios of the Company as at 31 December 2023, in accordance with the provisions of Circular No.91/2020/TT-BTC dated 13 November 2020 of the Ministry of Finance on the prudential ratio and the handling measures for the securities institutions that fail to achieve the prudential ratio.

ACCOUNTING POLICY

Do not deny our opinion above, we draw readers' attention that Prudential ratio statement is prepared to help Saigon - Hanoi Securities Joint Stock Company to meet the requirements of the State Securities Commission. Thus, Prudential ratio statement may not suitable for other purposes.

OTHER MATTERS

Saigon - Hanoi Securities Joint Stock Company has prepared a Financial statements for the year ended at 31 December 2023 in accordance with Vietnamese Accounting Standards and System and comply with relevant statutory requirements relating to the preparation and presentation of financial statements and we have issued an Independent auditors' reports on that financial statements of Saigon - Hanoi Securities Joint Stock Company on 25 March 2024.

AASC Auditing Firm Company Limited

Vu Xuan Bien
Deputy General Director
Certificate of registration to audit practice
No.: 0743-2023-002-1

Le Cong Thang
Auditor
Certificate of registration to audit practice
No.: 4422-2024-002-1

Ha Noi, 25 March 2024

SAIGON - HANOI SECURITIES JOINT STOCK COMPANY
No.:
Prudential ratio statement

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

To: The State Securities Commission

PRUDENTIAL RATIO STATEMENT

As at 31 December 2023

We commit that:

1. The Statement is based on the data updated on the date of making this statement in accordance with the Circular No.91/2020/TT-BTC dated 13 November 2020 of the Ministry of Finance, on the prudential ratio and the handling measures for the securities institutions that fail to achieve the prudential ratio;
2. The issues that might affect the financial condition of the Company, which arise after this statement is made, shall be updated in the succeeding statement;
3. We are responsible before law for the accuracy of the statement.

Tran Sy Tien
Chief Accountant

Nguyen Thuy Hanh Mai
Head of internal control department

Nguyen Chi Thanh
CEO

Hanoi, 25 March 2024

PRUDENTIAL RATIO STATEMENT

As at 31 December 2023

I. LIQUIDITY

No.	CONTENT	LIQUIDITY		
		Liquidity	Deductions	Increases
A	**OWNER'S EQUITY**	**(1)**	**(2)**	**(3)**
1	Owner investment capital, excluding refunded preferred equity (if any)	8,131,567,480,000		
2	Equity surplus, excluding refunded preferred equity (if any)	721,752,950,800		
3	Treasury stocks	-		
4	Bond conversion option - Capital component	-		
5	Other owner's equity	-		
6	Differences in revaluation of assets at fair value	(48,728,904,420)		
7	Reserve fund for charter capital supplementation	77,136,777,489		
8	Financial provision and professional risk	-		
9	Other funds pertaining to equity	-		
10	After-tax profit	1,381,782,440,749		
11	Provision for impairment of assets	530,005,389,746		
12	Difference in revaluation of fixed assets	-		
13	Foreign exchange rate difference	-		
14	Convertible debts			-
15	Total decrease or increase of securities of financial investment		-	90,084,717,501
16	Other equity (if any)	-		
1A	**Total**			**10,883,600,851,865**
B	**SHORT-TERM ASSETS**			
I	**CASH AND CASH EQUIVALENTS**			
1	Cash and cash equivalents			
2	Fair value through profit and loss financial assets (FVTPL)			
	Securities with market latene risks			
	Securities be deducted from liquidity		-	
3	Held-to-maturity investments (HTM)			
	- Securities with market latene risks			
	- Securities be deducted from liquidity		-	
4	Loans			
5	Financial assets available for sale (AFS)			
	- Securities with market latene risks			
	- Securities be deducted from liquidity		-	
6	Provision for impairment of financial assets and mortgage assets			
7	Receivables from clients (Receivables from sale of financial assets; Receivables from and accruals for dividend and interest income)			
	- Receivables from customers having the remaining payment period of 90 days or less			
	- Receivables from customers having the remaining payment period of over 90 days		-	
8	Warrant certificate is not yet issued			
9	Basic securities for the purpose of risk prevention when issuing warrant certificates			
10	Receivables from services provided by the Company			
	- Receivables have the remaining payment period of 90 days or less			
	- Receivables have the remaining payment period of over 90 days		484,998,809,449	
11	Short-term internal receivables			
	- Internal receivables have the remaining payment period of 90 days or less			

No.	CONTENT	LIQUIDITY		
		Liquidity	Deductions	Increases
	- Internal receivables have the remaining payment period of over 90 days		-	
12	Receivables from securities trading error			
	- Receivables have the remaining payment period of 90 days or less			
	- Receivables have the remaining payment period of over 90 days		-	
13	Other receivables			
	- Other receivables have the remaining payment period of 90 days or less			
	- Other receivables have the remaining payment period of over 90 days		45,006,580,297	
14	Provision for impairment of receivables			
15	Advances to suppliers		1,750,718,531	
II	**OTHER SHORT-TERM ASSETS**		**-**	
1	Advances			
	- Advances have the remaining payment period of 90 days or less			
	- Advances have the remaining payment period of over 90 days		-	
2	Office supplies, tools		259,534,368	
3	Short – term prepaid expenses		4,628,757,347	
4	Mortgages, mortgages, collateral, short-term deposits		2,750,000	
5	VAT deducted		19,500	
6	Taxes and receivables to state budget		1,000,000	
7	Other short-term assets		99,405,521	
8	Provision for impairment of other short - term assets			
1B	**Total**			**536,747,575,013**
C	**LONG-TERM ASSETS**			
I	**LONG - TERM FINANCIAL ASSETS**			
1	Long-term receivables		-	
2	Investments			
2.1	Held-to-maturity investments (HTM)			
	- Securities with market latene risks			
	- Securities be deducted from liquidity		-	

No.	CONTENT	LIQUIDITY		
		Liquidity	Deductions	Increases
2.2	Investments in subsidiaries		-	
2.3	Other long-term investments		-	
II	**FIXED ASSETS**		**10,087,224,075**	
III	**INVESTMENT REAL ESTATE**		**-**	
IV	**COST OF CONSTRUCTION IN PROGRESS**		**10,660,476,000**	
V	**OTHER LONG-TERM ASSETS**			
1	Long - term mortgages, mortgages, collateral, short-term deposits		2,644,693,540	
2	Long – term prepaid expenses		18,380,114,417	
3	Deferred income tax assets		-	
4	Deposits to Settlement Assistance Fund		20,000,000,000	
5	Other long - term assets		10,000,000,000	
VI	**PROVISION FOR LONG-TERM ASSETS**			
	The asset targets are considered exceptions, contrary to or denied in the audited, reviewed financial statements without being deducted as prescribed in Article 5		-	
1C	**Total**			**71,772,508,032**
D	**COLLATERAL GUARANTEED ASSET**			
1	Collateral value			
1.1	Deposits to Settlement Assistance Fund (for derivatives market)		-	
1.2	Value of contributing to the clearing fund of the central payment for the opening position of the clearing member (for derivatives market)		-	
1.3	Cash deposit and bank guarantee value upon issuance of secured warrant certificate		-	
2	The value of the collateral for liabilities has a term of more than 90 days		-	
1D	**Total**	**-**		
LIQUIDITY = 1A-1B-1C-1D				**10,275,080,768,820**

PRUDENTIAL RATIO STATEMENT

As at 31 December 2023

II. RISK VALUE

A. MARKET RISKS

	Investment items	Risk coefficient	Scale of risk	Value of risk
		(1)	(2)	(3) = (1) x (2)
I	**CASH AND CASH EQUIVALENTS, INSTRUMENTS OF THE MONEY MARKET**			**-**
1	Cash (VND)	0%	851,889,363,555	-
2	Cash equivalents, term deposits	0%	-	-
3	Valuable papers, transferring instruments on the money market, certificates of deposit	0%	-	-
II	**GOVERNMENT BONDS**			**-**
4	Government bonds without interest	0%	-	-
5	Government bonds with coupon payment			
5.1	Government bond (including bonds and bonds for projects issued previously), Government bond of countries in OECD bloc or sponsored by Government or Central Bank of the countries in this bloc. The bond issued by international organizations IBRD, ADB, IADB, AfDB, EIB and EBRD.	3%	-	-
III	**GOVERNMENT BONDS**			**119,074,877,055**
6	The listed bond has the remaining maturity time of less than 01 year, including convertible bond	3%	-	-
	The listed bond has the maturity time from 01 to under 03 years, including convertible bond	8%		
	The listed bond has the maturity time from 03 to under 05 years, including convertible bond	10%	-	-
	The listed bond has the maturity time from 05 years or more, including convertible bond	15%	793,832,513,699	119,074,877,055
IV	**CORPORATE BONDS**			**56,068,603,544**
7	Listed bonds			
	The listed bond has the remaining maturity time of less than 01 year, including convertible bond	8%	439,420,329,522	35,153,626,362
	The listed bond has the maturity time from 01 to under 03 years, including convertible bond	10%	-	-
	The listed bond has the maturity time from 03 to under 05 years, including convertible bond	15%	139,433,181,210	20,914,977,182
	The listed bond has the maturity time from 05 years or more, including convertible bond	20%	-	-
8	Unlisted bonds			
	The unlisted bond has the remaining maturity time of less than 01 year, including convertible bond	15%	-	-
	Unlisted bonds issued by listed enterprises with remaining maturities from 1 year to less than 3 years, including convertible bonds	20%	-	-
	Unlisted bonds issued by listed enterprises with remaining maturities from 3 years to less than 5 years, including convertible bonds	25%	-	-
	Unlisted bonds issued by listed enterprises with remaining maturity of 5 years or more, including convertible bonds	30%	-	-
	Unlisted bonds issued by other enterprises with remaining maturity of less than 1 year, including convertible bonds	25%	-	-
	Unlisted bonds issued by other enterprises with remaining maturities from 1 year to less than 3 years, including convertible bonds	30%	-	-

	Investment items	Risk coefficient	Scale of risk	Value of risk
		(1)	(2)	(3) = (1) x (2)
	Unlisted bonds issued by other enterprises with remaining maturities from 3 years to less than 5 years, including convertible bonds	35%	-	-
	Unlisted bonds issued by other enterprises with remaining maturity of 5 years or more, including convertible bonds	40%	-	-
V	**SHARES**			**559,548,275,002**
9	Common stock and preferred stock of the listed organizations at HCM Stock Exchange; open treasury certificate	10%	2,905,855,140,220	290,585,514,022
10	Common stock and preferred stock of the listed organizations at Hanoi Stock Exchange	15%	307,932,092,800	46,189,813,920
11	Common stock and preferred stock of the public companies not listed and registered for trading via UpCom system	20%	576,391,735,300	115,278,347,060
12	Common stock and preferred stock of the public companies registering depository but not listed or registered for trading; Stocks are in the initial issuance (IPO)	30%	-	-
13	Shares of other public companies	50%	214,989,200,000	107,494,600,000
VI	**CERTIFICATE OF SECURITIES INVESTMENT FUNDS**			**-**
14	Public funds, including public investment companies	10%	-	-
15	Member funds, separate investment companies	30%	-	-
VII	**RESTRICTED SECURITIES**			**3,282,104,000**
16	Securities of unlisted public companies are warned due to the delay in disclosing information on audited or reviewed financial statements according to regulations	30%	-	-
17	Listed securities are warned	20%	-	-
18	Listed securities are controlled	25%	-	-
19	Securities temporarily suspended from trading	40%	-	-
20	Delisted or canceled securities	80%	4,102,630,000	3,282,104,000
VIII	**DERIVATIVE SECURITIES**			**331,162,834,638**
21	Stock index futures contract	8%	-	-
22	Government bond futures contract	3%	-	-

	Investment items	Risk coefficient	Scale of risk	Value of risk
		(1)	(2)	(3) = (1) x (2)
23	Shares listed in foreign markets included in the benchmark	25%	-	-
24	Shares listed in foreign markets not included in the benchmark	100%	-	-
25	Covered warrants listed on Ho Chi Minh Stock Exchange	8%	-	-
26	Covered warrants listed on Hanoi Stock Exchange	10%	-	-
27	Shares and bonds of un-issued companies that do not have the latest audited financial statements up to the time of reporting or have audited financial statements but have contrary audit opinions, disclaimer of opinion, or opinions that do not fully agree.	100%	52,226,834,638	52,226,834,638
28	Shares, capital contribution and other securities	80%	348,670,000,000	278,936,000,000
29	Covered warrants issued by the security companies			
30	Securites formed form hedging activities for the covered warrants issued (in case covered warrants are not profitable)			
31	The difference between the value of underlying securities used to hedge the risk and the value of underlying securities necessary to hedge against the risk of secured warranties			
IX	**THE ADDITIONAL RISK (IF ANY) (BASED ON THE LIQUIDITY AFTER MAKING ALL PROVISIONS)**			**-**

	Securities code	Risk coefficient	Scale of risk	Value of risk
1	...		-	-
2	...		-	-
3	...		-	-
A	**TOTAL MARKET RISK VALUE (A= I+II+III+IV+V+VI+VII+VIII)**			**1,069,136,694,239**

PRUDENTIAL RATIO STATEMENT

As at 31 December 2023

II. RISK VALUE

B. PAYMENT RISK

	Form of trading	Value of risk						Total value of risk
		(1)	(2)	(3)	(4)	(5)	(6)	
	Rate of	0%	0.8%	3.2%	4.8%	6.0%	8.0%	
I	**RISK BEFORE THE DUE DATE**							**18,200,003,869**
1	Term deposits, loans without collateral, and receivables from the securities trading and securities services and other potential payment risk items.	-	-	-	-	-	18,200,003,869	18,200,003,869
2	Given securities loans/economic agreements with the same nature	-	-	-	-	-	-	-
3	Taken securities loans/economic agreements with the same nature	-	-	-	-	-	-	-
4	Securities trading contracts with commitment to sell back/economic agreements with the same nature	-	-	-	-	-	-	-
5	Securities trading contracts with commitment to buy back/economic agreements with the same nature	-	-	-	-	-	-	-

Details of payment risk factors by partners are determined as follows:

No.	Payment partner for securities trading organizations	Cefficient of payment risk
1	Government, issuers guaranteed by the Government and Central Banks of OECD countries; People's Committees of provinces and cities under central authority;	0%
2	Stock Exchange, Vietnam Securities Depository and Clearing Corporation	0.8%
3	Credit institutions, financial institutions, securities business organizations established in OECD countries and having credit ratings that meet other conditions according to internal regulations of securities trading organizations	3.2%
4	Credit institutions, financial institutions, securities business organizations established outside OECD countries; or established in OECD countries and did not meet other conditions according to internal regulations of securities trading organizations.	4.8%
5	Credit institutions, financial institutions, securities business organizations established and operating in Vietnam	6.0%
6	Others	8.0%

II	**RISK AFTER THE DUE DATE**	**2,151,391,158**

	Overdue period	Risk coefficient	Scale of risk	Value of risk
1	0 – 15 days after the deadline of payment or securities transfer	16%	330,500,000	52,880,000
2	16 – 30 days after the deadline of payment or securities transfer	32%	320,000,000	102,400,000
3	31 – 60 days after the deadline of payment or securities transfer	48%	2,930,000,000	1,406,400,000
4	60 days or more	100%	589,711,158	589,711,158

III	RISK AFTER THE DUE DATE			860,000,000,000
		Risk coefficient	Scale of risk	Value of risk
1	Contracts, transactions, capital uses other than transactions and contracts are recorded at Points a, b, c, d, đ, e, g, Clause 1, Article 10 of this Circular; revenue from debt trading with trading partners other than Vietnam Asset Management Company (VAMC), Vietnam Debt Trading Company Limited (DATC) (Details of each entity)). The advance accounts for more than 5% of the equity with the remaining repayment period of fewer than 90 days (Details of each subject).	100%	860,000,000,000	860,000,000,000

IV.	INCREASED RISK (IF ANY)				-
No.	Details of each loan and each partner	Rate of increase	Risk coefficient	Scale of risk	Value of risk
1	...	10%		-	-
2	...	20%		-	-
3	...	30%		-	-
B	TOTAL VALUE OF RISK OF PAYMENT (B=I+II+III+IV)				880,351,395,027

PRUDENTIAL RATIO STATEMENT

As at 31 December 2023

II. RISK VALUE

	C. RISK OF OPERATION (WITHIN 12 MONTHS)	Giá trị rủi ro
I	**TOTAL EXPENSES ARISING WITHIN 12 MONTHS**	**780,709,953,542**
II	**AMOUNTS DEDUCTED FROM THE TOTAL EXPENSE**	**224,236,022,111**
	1. Depreciation expenses	7,929,824,486
	2. Expenses/Reversal of provision for diminution in value of short-term financial assets and mortgaged assets	-
	3. Expenses/Reversal of provision for diminution in value of long-term financial assets	-
	4. Expenses/Reversal of provision for impairment of receivables	20,825,637,863
	5. Expenses/Reversal of provision for impairment of other short-term assets	-
	6. Expenses from differences for diminution in the revaluation of financial assets recognized through profit/loss	136,738,090,940
	7. Interest expenses	58,742,468,822
III	**TOTAL EXPENSE AFTER DEDUCTION (III = I – II)**	**556,473,931,431**
IV	**25% OF TOTAL EXPENSE AFTER DEDUCTION (IV = 25% III)**	**139,118,482,858**
V	**20% OF LEGAL CAPITAL OF THE SECURITIES INSTITUTION**	**60,000,000,000**
C	**TOTAL VALUE OF OPERATION RISK (C=Max {IV, V})**	**139,118,482,858**
D	**TOTAL VALUE OF RISK (A+B+C)**	**2,088,606,572,124**

III. SUMMARY OF RISK AND LIQUIDITY

No.	Targets	Risk value/ Liquidity	Note (if any)
1	Total value of market risk	1,069,136,694,239	
2	Total value of payment risk	880,351,395,027	
3	Total value of operation risk	139,118,482,858	
4	Total value of risk (4=1+2+3)	2,088,606,572,124	
5	Liquidity	10,275,080,768,820	
6	Liquidity ratio (6=5/4)	491.96%	

Tran Sy Tien
Chief Accountant

Hanoi, 25 March 2024

Nguyen Thuy Hanh Mai
Head of internal control department

Nguyen Chi Thanh
CEO

REPRESENTATION

SAIGON - HANOI SECURITIES JOINT STOCK COMPANY

Hanoi, 12 April 2024

NGUYEN CHI THANH
CEO



Converting opportunities to value

SAIGON - HANOI SECURITIES JOINT STOCK COMPANY

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