TURNING OPPORTUNITIES INTO VALUE

PERSEVERANCE
FOR EXCEPTIONAL SUCCESS



ANNUAL REPORT 2022

TABLE OF CONTENTS

01

GENERAL INTRODUCTION 04

Message from the Chairman of the Board 06
Highlights of 2022 08
General information 11
Basic indicators 20

02

CORPORATE GOVERNANCE 22

Organization structure 24
Key personnel 26
Board of Directors 32
Supervisory Board 47
Internal control, internal audit and risk management 53
Salary, bonus, remuneration and other benefits 62
Execution of regulations on corporate governance 65
Information for shareholders 70

03

2022 BUSINESS REPORTS 96

Overview of Vietnam 's economy and stock market in 2022 98
Reports of the Board of Directors 113
Reports of the Board of Management 118

04

2023 BUSINESS PLAN 136

2023 overview 138
2023 business plan 155

05

SUSTAINABLE DEVELOPMENT 158

General introduction 160
2022 sustainable development report 163
Sustainable development plan in 2023 181

06

2022 AUDITED REPORTS 182

2022 audited financial statements 184
2022 audited prudential ratio statements 236



01

GENERAL INTRODUCTION

- MESSAGE FROM THE CHAIRMAN OF THE BOARD
- HIGHLIGHTS OF 2022
- GENERAL INFORMATION
- BASIC INDICATORS

MESSAGE FROM THE CHAIRMAN OF THE BOARD

One of the significant plans that SHS successfully implemented in 2022 was to increase its charter capital to over

VND 8,131 billion,

making SHS one of the securities companies with the largest charter capital in Vietnam stock market.



Dear Valued Shareholders, Investors, Business Partners and Customers,

We have gone through the year 2022 with many ups and downs, fluctuations in the economy, politics and society both domestically and internationally. These major changes have had a significant impact on SHS' business plans. Although the Covid-19 pandemic has been pushed back, Russia's "special military operation" in Ukraine, rising interest rates and inflation have created a whirlwind, sweeping away all the accumulated achievements of the Vietnamese stock market in 2021. As of December 31, 2022, VN-Index closed at 1,007.09 points, nearly 34% lower than the peak of 1,528.57 points set on January 6, 2022, marking the world's largest decline in the year.

In that context, in spite of maximum efforts, SHS only recorded a profit before tax of VND 197.3 billion in the year, reaching 9.7% of the set plan and 88.75% lower than that of last year. One of the significant plans that SHS has implemented in 2022 is the successful increase in its charter capital to over VND 8,131 billion, making SHS one of the securities companies with the largest charter capital in Vietnam stock market. We consider this a crucial step, improving the Company's financial capacity, creating a premise for building and development of competitive capacity in the new period. This step is even more meaningful in the context of the stock market falling into a severe crisis with lingering consequences until 2023. It can be affirmed that, SHS has steadily overcome many difficulties in 2022, maintained stability and safety in all activities, laying the foundation for new development steps.

Entering 2023, despite Vietnam's economy still facing unpredictable risks of inflation and high interest rates, the stock market is at an attractive valuation. Public investment activities will be the main driver of the economy. Many policies and legal regulations are expected to change, and forecasted to continue supporting the recovery and revival of the stock market. With this outlook, SHS will always be cautious, confident and steady in moving forward, leveraging its advantages and focusing on providing services to stable, long-term growth and financially transparent enterprises.

Also in 2023, in addition to business tasks, a key focus is to comprehensively enhance the management system's capacity to make effective use of the new charter capital. The organizational structure and processes of the entire system will be reviewed, adjusted, updated and standardized to meet the requirements of the capital scale.

With the persistent commitment of "Taking customers' net asset growth as the driving force", we place the company's activities in 2023 on comprehensively improving the quality of services and brokerage activities, with the expectation of bringing SHS back to the top of the largest market share of the Vietnamese stock market. In 2023, SHS will continue to focus on resources to promote digital transformation projects which are closely linked to diversifying, improving the quality and convenience of products and services to better serve customers' needs. This is a task that we must complete at all costs in 2023, laying a solid foundation for transitioning to an asset management-oriented operating model with the set direction.

We believe that with the solid foundation built over more than 15 years of formation and development, the SHS team will overcome the current difficult period, seize and effectively exploit business opportunities to develop strongly and remain persistently for exceptional success in 2023 and the years to come.

Ladies and gentlemen, here are some of my thoughts that I would like to share with you as the Chairman of the Board of Directors of the Company. More detailed information can be found in this Annual Report. We hope that you will continue to support the Company, the Board of Directors and Management in driving the Company's growth. On behalf of the Board of Directors, I would like to express our sincere gratitude for your trust and support, and for the positive and enthusiastic collaboration from our customers and partners. I would also like to extend a special thanks to all of the employees of SHS who have been with us through many difficulties and obstacles, to help build the strong foundation of SHS that we have today. I wish you and your family good health, happiness, lots of good luck in life and great success in your investment decision.

Sincerely yours,

On behalf of the Board

Chairman

Do Quang Vinh (Mr.)

HIGHLIGHTS OF 2022

SUCCESSFULLY INCREASED CHARTER CAPITAL TO VND **8,131.6** BILLION

RANKED **4TH** IN TERMS OF EQUITY AND CHARTER CAPITAL

IN THE SECURITIES INDUSTRY

1 TOP

MEMBER WITH **THE LARGEST GOVERNMENT BOND BROKERAGE MARKET SHARE** ON HNX (IN THE GROUP OF OVER 10% MARKET SHARE).

LAUNCHED SHTRADING APPLICATION WITH MANY IMPROVEMENTS FOR CUSTOMERS, AIMING TO DIVERSIFY TYPE OF TRANSACTIONS AND FOR PROFESSIONAL ASSET MANAGEMENT

TOP 10

FOR 4 CONSECUTIVE YEARS, **SHS IS IN THE TOP 10 BEST ANNUAL REPORTS** FOR MID-CAP GROUP

THE CURRENT RATIO REACHED **7.9**

AN INCREASE OF 3 TIMES COMPARED TO 2021, SHOWING A STRONG INCREASE IN CAPITAL CAPACITY

EQUITY IS **6.4** TIMES

HIGHER THAN LIABILITIES. OTHER FINANCIAL INDICATORS HAVE IMPROVED REMARKABLY.

OUTSTANDING MEMBERS OF HANOI STOCK EXCHANGE, HO CHI MINH STOCK EXCHANGE, VIETNAM SECURITIES DEPOSITORY CENTER (VSD)

COMPLETE THE PROCEDURES TO APPLY FOR A **BUSINESS REGISTRATION CERTIFICATE** FOR ALL OPERATING LOCATIONS



VISION

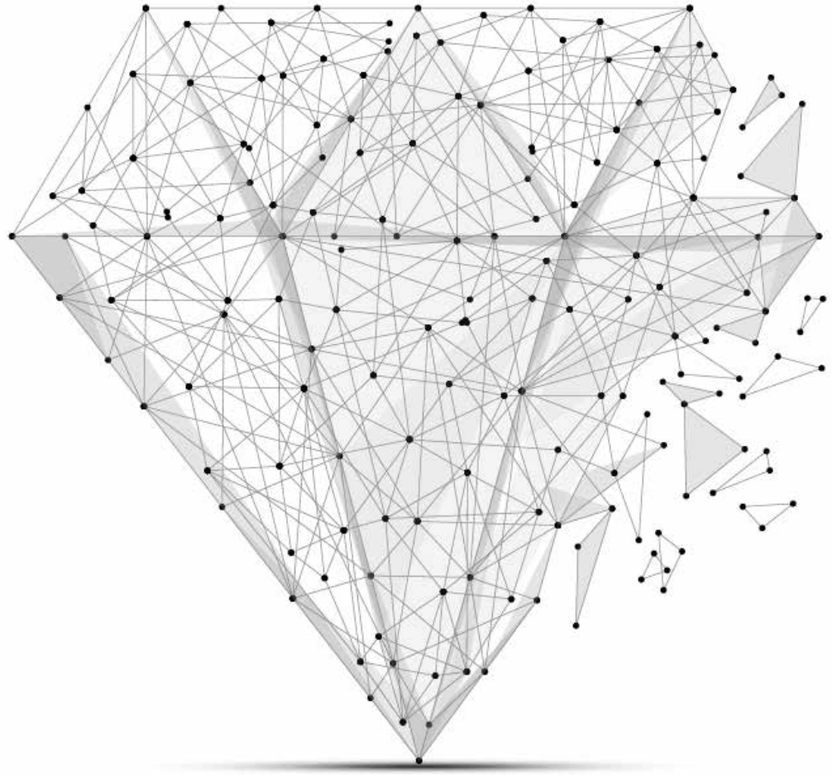
To become a leading securities company as an investment bank in Vietnam and a prestigious brand in the Asian stock market.

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.



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 in License for 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.

Certificate of business registration:

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

Ticker:

SHS

Member code:

069

Charter Capital:

VND 8,131.6 billion (from 09/09/2022)

Equity:

VND 8,853.3 billion (on 12/31/2022)

Address:

1-5 Floor, Unimex Hanoi Building, No. 41, Ngo Quyen, Hang Bai, Hoan Kiem, Hanoi, Vietnam

Tel:

84-24-38 181 888

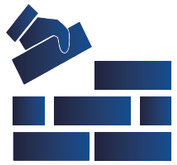
Fax:

84-24-38 181 688

Website:

www.shs.com.vn

HISTORY OF FORMATION AND DEVELOPMENT








2007

Officially established with chartered capital of VND 350 billion and a head office at 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 Dong Nai 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.



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

- **Listed securities services:** 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.
- **Securities trading channels/tools:** 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:** 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, and fund certificates in various 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, hold investment promotion seminar, company visit.....

Financial Advisory and Underwriting

- **Financial advisory services:** equity issuance agency (private and public), bond issuance agency listing consulting, equitization, business transformation, divestment andstake auction consulting, corporate restructuring, M&A, other consulting services (Annual General Meeting of Shareholders' organization, information disclosure, annual report, post-signing public companies, registering transactions, 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, with taking brokerage and financial advisory services as core foundation.

Brokerage activity

Being in the top-five securities companies with the largest brokerage market share on both HOSE and HNX, promoting the development of brokerage activities in both breadth and depth in quality, improving the quality of investment consulting activities, and maintaining the stability of financial resources to meet the investors' needs.

Providing Derivatives and Covered Warrants products - 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

Continue to maintain the investment portfolio that towards overweight long-term investment in firms with good business performance, solid foundation, work together to support the sustainable development of the firm. Short-term portfolios are invested 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, AFFILIATES

SHS has no subsidiaries or affiliates.



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

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

THANG LONG TRANSACTION OFFICE
Address: 3rd Floor, M5 Building, No. 91, Nguyen Chi Thanh Street, Dong Da District, Hanoi 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
Tel: 84-236-3525 777
Fax: 84-236-3525779
Email: contact-dn@shs.com.vn

HO CHI MINH CITY BRANCH
Address: Floor 1 & 3, AS Building
No. 236-238, Nguyen Cong Tru Street,
Nguyen Thai Binh Ward, District 1, Ho Chi Minh City
Tel: 84-28-3945 1368
Fax: 84-28-3915 1369
Email: contact-hcm@shs.com.vn



HONORS BY THE STATE MANAGEMENT AUTHORITIES

HANOI PEOPLE'S COMMITTEE

- Merit certification for achievements in the movement of the Association of Small and Medium Enterprise from 2015 to 2019and 2022.
- Merit certification for achievements in the movement thematic budget 2017.
- Merit certificate for achievements in paying to the State Budget in Hanoi city in 2019.
- 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

- Typical SOE Equitization and Equitization Consultant in 2014-2015.
- Typical IPO Consultant in 2016-2017.
- Prestigious securities company in 2015.
- Typical M&A consultant in 2017, 2018 and 2019.

MINISTRY AND DEPARTMENT OF LABOR - INVALIDS 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 city 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 2020 – Award for Securities Brokerage Service.

STATE SECURITIES COMMITTEE

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

HANOI STOCK EXCHANGE

- Typical securities companies in the period 2005-2015 and from 2015 to 2020.
- The best listed corporate governance company in 2016-2017.

HO CHI MINH STOCK EXCHANGE AND INVESTMENT NEWSPAPER

- Typical securities company from 2017 to 2020.
- Top 50 Best Annual Reports awarded in 2013, 2016, and 2017.
- Top 30 Best Annual Reports and Top 20 Best Governing Reports of the medium-cap group awarded in 2018.
- Top 10 Best Annual Reports of the medium-cap group awarded in 2019, 2020..

VIETNAM SECURITIES DEPOSITORY

- Typical securities companies in securities depository activities in 2016 and 2017.
- Typical members in payment activities in 2018 to 2020 and 2022.

HANOI TAX DEPARTMENT

- Taxpayer who implemented well tax law policies in 2017

HONORS BY OTHER ENTITIES

INTELLECTUAL PROPERTY OF VIETNAM

- Top 50 Famous Brands in 2018.
- Top 20 Famous Brands in 2020.

HANOI SMALL AND MEDIUM ENTERPRISES ASSOCIATION

- Typical Entrepreneurs and Enterprises in Hanoi Gold 2015.

VIETNAM ASSOCIATION OF ACCOUNTANTS & AUDITORS AND BUSINESS FORUM NEWSPAPER

- Achieved the Best Financial Capacity Index for three consecutive years (2017-2019).

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.

VIETNAM ASSESSMENT REPORT JOINT STOCK COMPANY (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.

ASIA PACIFIC ENTERPRISE AWARDS (APEA)

- Best Enterprise in Asia in 2021.

VIETNAM CHAMBER 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.

BASIC INDICATORS (KPIS)

BALANCE SHEET

(Unit: VND billion)

	2018	2019	2020	2021	2022
Total assets	4,869.0	6,072.7	6,929.7	10,910.9	10,899.6
Liabilities	3,003.6	3,380.4	3,7030.4	4,855.3	1,463.7
Owner's Equity	1,865.3	2,692.3	3,226.3	6,055.6	9,435.9
Charter Capital	1,054.0	2,072.7	2,072.7	3,252.7	8,131.6
Outstanding shares (share)	105,395,674	207,268,201	207,268,201	325,265,027	813,156,748

INCOME STATEMENT

(Unit: VND billion)

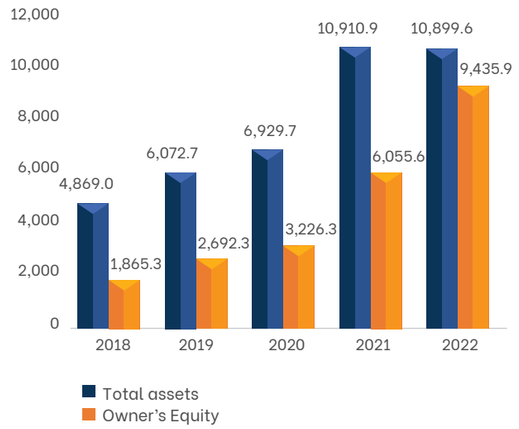
	2018	2019	2020	2021	2022
Total revenue and other income	1,247.9	1,072/4	1,808.5	2,899.8	1,547.7
Total expenses	837.2	760.4	869.6	1,146.9	1,350.4
Profit before tax	410.7	312.0	938.9	1,752.9	197.3
Profit after tax	358.1	254.6	754.3	1,396.3	162.2

OTHER RATIOS

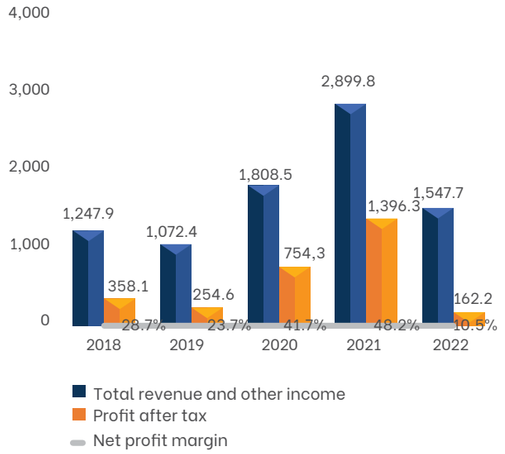
(Unit: VND billion)

	2018	2019	2020	2021	2022
Quick ratio	66.0%	31.2%	18.2%	15.5%	76.2%
Current ratio	375.5%	177.5%	191.2%	257.8%	793.6%
Return on Equity (ROE)	21.5%	11.2%	25.5%	30.1%	2.1%
Return on Asset (ROA)	8.0%	4.7%	11.6%	15.7%	1.5%
Capital adequacy ratio (CAR) at 12/31	351.6%	338.4%	347.9%	386.6%	291.17%
Book value per share (BV)	17,698	12,990	15,563	18,617	11,604
Basic earnings per share (EPS)	2,746	1,359	3,475	2,862	238
Price-to-Earnings ratio (P/E)	4.2	5.7	6.9	8.7	35.1
Price-to-Book value ratio (P/B)	0.7	0.6	1.6	2.7	0.7

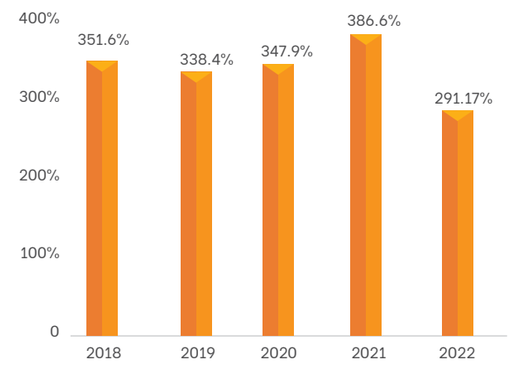
Total assets and Owners' equity growth (VND billion)



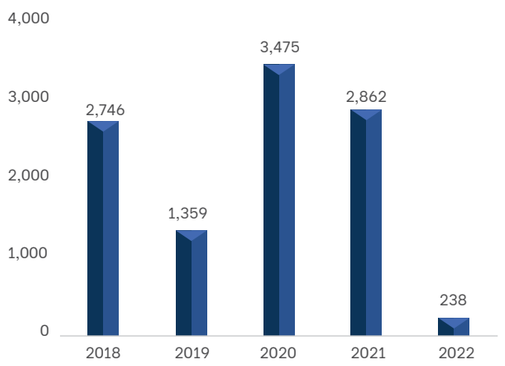
Total revenue and other income, net profit and profit margin (VND billion)



Capital adequacy ratio (CAR) at 12/31



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 Board (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

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: BOD Member – Deputy CEO - Head of Digital Banking Division at Saigon-Hanoi Commercial Joint Stock Bank (SHB)

Chairman – Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: Chairman – Saigon - Hanoi Insurance Joint Stock Corporation (BSHC)

Chairman - BVIM Fund Management Joint Stock Company (BVIM)

Vice Chairman - SHBank Finance Company Limited (SHB Finance)



Mr. LE DANG KHOA

BOD member (non-independent and non-executive member of the BOD)

Appointment, reappointment:
03/22/2013; 04/26/2017; 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, 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)

Member of the Board – Saigon - Hanoi Securities Joint Stock Company (SHS)

Member of the Board – Hanoi Textbook Printing Joint Stock Company (TPH)

At unlisted companies: Member of the Board – Saigon - Hanoi Insurance Joint Stock Corporation (BSHC)

Member of the Board – SHBank Finance Company Limited (SHB Finance)

Chairman - Lilama Land Corporation



Mr. VU DUC TIEN

BOD member - CEO (executive and non-independent member of the BOD)

Appointment, reappointment:
09/15/2014; 04/26/2017 and 04/27/2022 for the position of member of BOD

11/01/2014; 11/01/2017 and 11/01/2020 for the postion 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)

At unlisted companies: BOD Member – Saigon - Hanoi Insurance Joint Stock Corporation (BSHC)



Mrs. NGUYEN DIEU TRINH

BOD member (independent and non-executive member of the BOD)

Appointment, reappointment:
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)

Chairman - Hanoi Pharmaceutical Joint Stock Company (DHN)

At unlisted companies: BOD Member – Vietnam National Aviation Insurance Corporation (AIC)

BOD Member – Armephaco Military Medical Joint Stock Company Equipment

BOD Member – Hanoi School Book and Equipment JSC (HAB)



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: 375,000 shares with voting rights (0.05%)

Working experiences: Senior expert, many years of experience in large domestic and foreign corporations in the field of information technology for banking, finance, investment, 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)

At unlisted companies: Head of Information Technology Department – T&T Group

CHANGES TO BOARD OF DIRECTORS IN 2022

- New appointment: 02 members: Chairman Mr. Do Quang Vinh, Member Luu Danh Duc (04/27/2022)
- Dismissal: 02 members: Chairman Mr. Do Quang Hien (04/26/2022), Member Mai Xuan Son (04/26/2022)

KEY PERSONNEL

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.
- Mr. Do Quang Hien submitted his resignation letter from the Chairman position and was approved by the Board of Directors in Decision No. 22-2022/QD-HĐQT dated April 26, 2022. At the same time, Mr. Do Quang Hien also did not participate in nomination/election to the Board of Directors for the term 2022-2027.
- Mr. Mai Xuan Son - Member of the Board of Directors for the term 2017-2022, resigned from Board of Directors on 27th, April 2022 due to expiration of term, did not participate in the nomination/election to the Board of Directors for the term 2022-2027.
- At the Annual General Meeting of Shareholders 2022 on April 27, 2022, Board of Directors for the term 2022-2027 were elected as follows:

No.	Full name	Number of votes
1	Mr. Do Quang Vinh	210,420,577
2	Mr. Vu Duc Tien	177,588,780
3	Mr. Le Dang Khoa	163,328,590
4	Mr. Luu Danh Duc	143,330,423
5	Mrs. Nguyen Dieu Trinh	125,899,450

- On the same day, the Board of Directors held a meeting to elect the Chairman of the Board, unanimously electing Mr. Do Quang Vinh to hold the Chairman position for the term 2022-2027 and assign tasks to other members of the Board.
- Independent members:
  - For the term 2017-2022: Mr. Le Dang Khoa.
  - For the term 2022-2027: Mrs. Nguyen Dieu Trinh

SUPERVISORY BOARD



Mrs. PHAM THI BICH HONG
Head of Supervisory Board
(in charge member of the SB)

Appointment, reappointment: 01/15/2008, 04/06/2012; 04/26/2017 and 04/27/2022.

Date of Birth: 02/08/1968.

Education: Bachelor of Finace and Accounting – Academy of Finance; Securities brokerage practice certificate – SSC

Ownership: 355,299 shares with voting rights (0.04%)

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
Member
(non-in charge member of the SB)

Appointment, reappointment: 04/06/2012; 04/26/2017 and 04/27/2022.

Date of Birth: 12/25/1980.

Education: MBA – Edith Cowan University - Australia; Bachelor of Auditing – National Economics University; Certificate of auditor – Vietnam Association of Certified Public Accountants; Certificate of fund management - SSC

Ownership: 2,743,750 shares with voting rights (0.34%)

Working experiences: Many years of experience in the fields of Auditing, Commerce, Manufaturing, and Securities

Current positions:

At listed companies: BOD Member – Thang Long Corporation (TLG)

Member of Supervisory Board – Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: BOD Member, Deputy CEO – Saigon - Hanoi Insurance Joint Stock Corporation (BSHC)

BOD Member - BVIM Fund Management Joint Stock Company (BVIM)

BOD Member – Vietnam National Vegetable, Fruit And Agricultural Product Corporation Joint Stock Company (Vegetexco)



Mrs. LUONG THI LUU
Member
(non-in charge member of the SB)

Appointment, reappointment: 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: 62,578 shares with voting rights (0.01%).

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

CHANGES TO SUPERVISORY BOARD IN 2022

- Appoinment: None
- Dismissal: None

KEY PERSONNEL

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 BOD

11/01/2014, 11/01/2017, 11/01/2020 for the postion of CEO

Other information:

(please see the BOD section)



Mr. TRAN SY TIEN
Deputy CEO – Chief Accountant

Appointment, reappointment:
04/16/2014, 04/16/2017 và 04/16/2020 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: 1,112,500 shares with voting rights (0.14%)

Working experiences: Many years of experience in the fields of Banking, Securities, Finance & Accounting, Investment and Asset management, Treasury

Current positions:

At listed companies: Deputy CEO – Chief Accountant – Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: BOD Member – Vietnam National Aviation Insurance Corporation (AIC)



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 -

Ownership: 0 shares with voting rights (0%)

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



Mr. NGUYEN CHI THANH
Deputy CEO
Chief of Hai Phong Representative Office

Appointment, reappointment:
05/05/2014, 05/05/2017 and 05/05/2020 for the position of Deputy CEO

09/18/2020 for the position of Chief 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: 1,112,500 shares with voting rights (0.14%)

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)

Chief of Hai Phong Representative Office, Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: None



Mrs. TRAN PHUOC HA NHI
Director of Danang Branch

Appointment: 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: 75,750 shares with voting rights (0.01%)

Working experiences: Many years of experience in the fields of Securities, Finance, Investment, Management

Current positions:

At listed companies: Director of Danang Branch – Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: None



Mrs. LE NGOC QUANG THANH
Director of HCM 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: 125,000 shares with voting rights (0.01%)

Working experiences: Many years of experience in the fields of Securities, Finance, Investment, Management

Current positions:

At listed companies: Director of HCM Branch – Saigon - Hanoi Securities Joint Stock Company (SHS)

At unlisted companies: None

CHANGES TO BOARD OF MANAGEMENT IN 2022

- Appointment: Appointed Mrs. Le Quang Ngoc Thanh to hold the position of Director of Ho Chi Minh City Branch from September 6th, 2022
- Dismissal: Resigned from the Director of Ho Chi Minh City Branch for Deputy CEO Nguyen Chi Thanh from September 6th, 2022

BOARD OF DIRECTORS

MEMBERS OF THE BOARD OF DIRECTORS

NO.	Members	Position	Membership	Term	Start/End of the Term
1	Mr. Do Quang Hien	Chairman	Non-Independent and Non-Executive	2017-2022	12/03/2007 - 04/26/2022
2	Mr. Do Quang Vinh	Chairman	Non-Independent and Non-Executive	2022-2027	04/27/2022
3	Mr. Le Dang Khoa	Member	Independent and Non-Executive	2017-2022	03/22/2013
			Non-Independent and Non-Executive	2022-2027	
4	Mr. Mai Xuan Son	Member	Non-Independent and Non-Executive	2017-2022	01/24/2014 - 04/27/2022
5	Mr. Vu Duc Tien	Member & CEO	Non-Independent and Executive	2017-2022; 2022-2027	09/10/2014
6	Mrs. Nguyen Dieu Trinh	Member	Independent and Non-Executive	2017-2022 2022-2027	01/03/2020
7	Mr. Luu Danh Duc	Member	Non-Independent and Non-Executive	2022-2027	04/27/2022

(Please see details in the "Key Personnel" section).

SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

Before 2022 AGM of Shareholders (04/27/2022), The Board of Directors operates in accordance with the regulations approved by the AGM for the 2017-2022 term, has established sub-committees from previous years, assigned tasks to each member who is responsible for specific areas, including:

No.	Sub-committee	Person in charge	Responsibilities
1	General Governance	Mr. Do Quang Hien - Chairman	Managing and supervising executive activities, seeking and introducing resources to support the business activities of the Company and the Board of Directors' operations, ensure compliance with laws and governance practices
2	Development Policy		Developing and planning long-term and shortterm strategies
3	HR, Remuneration, and system administration	Mr. Do Quang Hien - Chairman; Mr. Vu Duc Tien - Member	Developing the salary, bonus and remuneration mechanism according to regulations standards and business activities, monitoring the Board of Management on implementation and measuring the efficiency
4	Risk management, Accounting and Finance, PR, Branding	Mr. Mai Xuan Son - Member	Examining the risk management system and the internal auditing process. Conduct internal inspections of the Company's activities on a regular and irregular basis without disrupting the operations; making reports and solutions for the Board of Directors and CEO to handle if necessary.
		Mrs. Nguyen Dieu Trinh - Member	
5	Risk Management and Internal Audit, Technology	Mr. Le Dang Khoa - Independent Member	

On 04/27/2022, the Board of Directors for the term 2022-2027 met and issued a Decision approving the establishment of Subcommittees under the Board of Directors as follows:

No.	Sub-committee	Person in charge	Sub-committee Head	Responsibilities
1	General Governance	1. Mr. Do Quang Vinh - Chairman 2. Mr. Vu Duc Tien - Member and CEO	Mr. Do Quang Vinh - Chairman	Managing and supervising executive activities, seeking and introducing resources to support the business activities of the Company and the Board of Directors' operations, ensure compliance with laws and governance practices
2	Development Policy	1. Mr. Do Quang Vinh - Chairman 2. Mr. Vu Duc Tien - Member and CEO 3. Mrs. Nguyen Dieu Trinh - Independent member	Mr. Vu Duc Tien - Member and CEO	Developing and planning long-term and shortterm strategies, making reports and solutions for the Board of Directors and CEO to handle if necessary. Indentifying, evaluating, and verifying the current status of the Company and the businesses that SHS invests and cooperates with; Determining the focus in SHS' business and evaluate short-term and long-term performance of SHS activities. Developing and proposing administrative direction for the management level of the Company.

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

- The number of members, functions and duties of the Sub-Committee are decided by the Board of Directors, which may change from time to time if appropriate.
- Each Sub-Committee ensures at least 01 person is a member of the Board of Directors and can invite more external members but in accordance with the appropriate regulations of SHS and the law.
- The sub-committee's activities are based on the responsibility, integrity and self-discipline and must comply with the provisions of the Board of Directors, the law and the 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.
- Ensuring decision implementation of the Board of Directors or of the sub-committees under the Board of Directors must be in accordance with the current legal provisions and the company's charter, internal regulations on corporate governance.
- Sub-committee's activities:
  - 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 an appropriate solution, especially in times of greatly volatile market and when the economy is affected by many policies.
  - On a monthly and quarterly basis, the Risk Management Division sends a report on trading activities and a list of identified important risks along with an action plan and monitoring results to the Risk Management Sub-committee. The Risk Management Subcommittee holds a meeting to review and approve transactions under its authority.

MEETINGS OF SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

No.	Sub-committee	No. of meetings	Contents	Meeting results
1	General governance	04	Developing 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 operations under the direction and supervision of the Board of Directors for the Board of Management, determine the role and limits of authority of the Board of Directors to the Company's business activities and to the Board of Management.	Developing and implementing specific and detailed strategies for business activities, actively exploiting opportunities, promote enterprise advantages to gain high position in the market as well as achieve business efficiency, achieve and exceed the business plan; Controlling, guiding, and supporting the Board of Management in the administration and operation of SHS' activities, appropriately responding to unusual changes, unexpected, prolonged and large-scale impact of the Covid-19 pandemic.
2	Policy development	06	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	

No.	Sub-committee	No. of meetings	Contents	Meeting results
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. Consider increasing or decreasing the scale of recruitment and training in some 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, guaranteeing that income and profit created by a single SHS officer is higher or at least equivalent to those in top securities companies.
4	Risk management and Internal Audit	04	Developing, revising, and implementing the risk management plan and internal audit on a regular and irregular basis, as well as setting up and operating the risk management system in accordance with SHS' business operation conditions; Examine suitability and adherence to policies, as well as taste and risk limits.	Regularly and irregularly inspecting, monitoring, and handling five types of significant risks according to the regulations of the State Securities Commission, ensuring the entire system's operation is in compliance with the law, financial safety, and sustainable efficiency.
5	Accounting & Finance and Internal Control	05	Checking the compliance and suitability of the financial accounting system and the financial statements prepared by the Board of Management and the auditor. Examine the internal control system, as well as the system of internal regulations, processes, and regulations, to ensure that the system is in compliance with the law and operates in a synchronized and consistent manner.	Ensuring financial statements are prepared in accordance with legal regulations and disclosed in a timely and transparent manner. Ensuring that the Company's business activities have complete, detailed, clear and feasible guidelines.
6	Technology, Services, Products, PR, Branding	04	Consulting and supporting to find service providers and senior personnel; coordinate with the Board of Management in building and implementing strategies and action plans to develop activities of Technology, Services, Products, Communications, Branding; especially investing in Digital Technology, upgrading transaction software, tracking and managing assets, promoting new products and services on the media	Building and implementing specific and detailed strategies for Technology, Communication, Services, Products activities; actively exploiting opportunities, take advantage of the enterprise's advantages to gain a competitive position in the market and achieve business performance that meets and exceeds the business plan. Controlling, guiding and supporting the Board of Management in the management and administration of the above activities of SHS.

ASSESSMENT OF ACTIVITIES OF SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

The sub-committees under the Board of Directors had well performed their roles and responsibilities, including directing, orienting, and advising the Board of Directors without deep interference in the business activities of the Company as well as the activities of each division. The Board of Management played an active role in its management and was in compliance with the law for the Company's activities. Through the activities of the sub-committees under the Board of Directors, the Company's key issues arising in each field were discussed and agreed upon solution. The sub-committees under the Board of Directors played an important role in advising the Board of Directors on important decisions that affect the Company's entire operation.

During the process of supervision and administration, the sub-committees under the Board of Directors noted a strong growth rate and a transformation of the Company's business activities in both quantity and quality in the context of the exciting developments in the stock market, along with increased risks in the following activities: investment, capital management, and financial consulting. Therefore, it is necessary to strengthen the supervision and risk management of the Board of Directors.

The business activities that the Board of Directors paid special attentions to are: investment in listed and unlisted stocks, capital mobilization, treasury, financial advisory, margin lending, bond trading activities. With these activities, the throughout tasks of the sub-committees in 2022 and the following years are to strengthen its meetings, discussion, examination, and review the financial situation, operation, operation management, regularly updating 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, upgrading the transaction software system, tracking and managing assets, promoting communication about new products and services; building and implementing specific and detailed strategies in each stage for technology, communication, service and product activities; actively exploit opportunities, take advantage of SHS' capital and network to gain a competitive position in the market and achieve business performance that meets and exceeds the business plan.

DEPARTMENTS AND INDIVIDUALS SUPPORTING THE BOARD OF DIRECTORS

Office of The Board of Directors

- Implementing the direction of the Chairman of the Board of Directors in organizing the General Meeting of Shareholders, organizing the work of the Board of Directors and the Supervisory Board.
- Managing shareholders' information of the Company and supporting shareholders to exercise their rights.
- Preparing and archiving documents related to the General Meeting of Shareholders and BOD.

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 report on internal audit activities at the request of the Board of Directors and the State Management Agency.

Company Secretary
Person in charge of Investor Relations
Person in charge of Corporate Governance

- Mrs. Doan Thi Nhu Quynh - Deputy Chief of the BOD's Office
- Education: Bachelor of Diplomatic Academy of Vietnam
- Working experiences: 13 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 2022

In 2022, the Company's operations follow the fluctuations of the Stock Market and the recovery of the economy after the impact of the Covid-19 pandemic. SHS has a strong growth momentum due to internal resources and new capital, the Board of Directors and Board of Management continue to focus on monitoring and orienting the comprehensive development of SHS' business activities, strengthening risk management, seeking new investment opportunities and improving capacity development, in order to increase the competitiveness of SHS.

In 2022, the Company has faced many great challenges, affecting all aspects of the Company's operations due to the occurrence of events related to violations of law, violations of the governance of some securities companies and the state's securities management apparatus, witnessing and being heavily affected by the significant fluctuation of key indexes on the stock market and investors' cash flow..

- The Board of Directors directs and closely follows the Board of Management in implementing the resolutions of the Board of Directors and the General Meeting of Shareholders.
- The Board of Directors supervised the timely completion, submission and disclosure of information the periodic Financial Statements and Annual Report of 2021, information disclosure documents under its authority.
- The Board of Directors oversaw the organization of the extraordinary meeting in 2022 (01/28/2022) and the AGM 2022 on April 27, 2022 at No. 1 Nguyen Tri Phuong, Ba Dinh, Hanoi and via the online streaming channel http://dhcd.shs.com.vn in accordance with current law provisions, ensuring safety and suitability for business activities.
- The Board of Directors directs and supports the development of financial advisory and underwriting activities, consulting on corporate equitization/divestivization/share offering/stock listing, brokerage, and self-trading activities.
- The Board of Directors strengthened its supervision on financial advisory activities, financial services, cost control over corporate and management expenses, risk management, inventory and bad debt restructuring; Members of the Board of Directors in charge of risk management and finance must attend monthly or quarterly meetings with the CEO and the Head of the Supervisory Board to update the Company's business performance, discuss about the issues arise and solutions applied.
- The Board of Directors held 25 official meetings as well as informal meetings between the Chairman of the Board of Directors and members of the Board of Directors, the Board of Management, and the Supervisory Board to discuss and approve issues concerning the Company's strategic direction, decide on issues under the authority of the Board of Directors, such as: completing the increase of charter capital and using the mobilized capital effectively and according to the plan approved by the General Meeting of Shareholders; paying cash dividends to shareholders, expanding the derivatives business, issuing covered warrants, issuing shares, issuing bonds, investing in bonds and stocks, establishing financing plans, and following up with the matters submitted to the Annual General Meeting of Shareholders for approval and an implementation plan thereafter
- Reviewing and approving the strategic investments of the Company, senior management personnel structure issues, salary and bonus issues, personnel structure under the authority of the Board of Directors.
- The Board of Directors focuses on continuing to expand and increase the brokerage market share, in parallel with ensuring the safety of capital of the Investor and the Company; developing a variety of brokerage products to meet the needs of investors, focus on investing in infrastructure and information technology platform to serve the activities of account management, brokerage, securities trading and securities custody.
- The Board of Directors issued 06 Resolutions, signed and approved nearly 170 documents including Regulations, Minutes, Resolutions, Decisions and Reports related to many key issues of the Company, serve as a basis and orientation for the Board of management to implement tasks.



MEETINGS OF THE BOARD OF DIRECTORS

In 2022, the Board of Directors held 25 meetings, gave opinions, discussed and approved the contents under its authority, participate in the Extraordinary and Annual General Meeting of Shareholders in 2022 as the Presiding team:

NO.	Member	No. of meetings	Attendance rate	Note
1	Mr. Do Quang Hien	10	100%	To 04/27/2022
2	Mr. Do Quang Vinh	15	100%	From 04/27/2022
3	Mr. Le Dang Khoa	25	100%	
4	Mr. Mai Xuan Son	10	100%	To 04/27/2022
5	Mr. Vu Duc Tien	25	100%	
6	Mrs. Nguyen Dieu Trinh	25	100%	
7	Mr. Luu Danh Duc	15	100%	From 04/27/2022

DOCUMENTS APPROVED BY THE BOD

In 2022, the Board of Directors approved 6 resolutions and 48 decisions as follows:

NO.	Number	Date	Details
I	**Resolution**		
1	01-2022/NQ-HDQT	03/01/2022	Making shareholders register and holding AGM 2022
2	02-2022/NQ-HDQT	03/01/2022	Amending and supplementing the Charter and applying the amended Charter
3	03-2022/NQ-HDQT	06/03/2022	Increasing Charter Capital to VND 6,500 billion
4	04-2022/NQ-HDQT	06/28/2022	Amending and supplementing the Charter and applying the amended Charter
5	05-2022/NQ-HDQT	08/15/2022	Increasing Charter Capital to VND 8,131.6 billion
6	06-2022/NQ-HDQT	09/06/2022	Amending and supplementing the Charter and applying the amended Charter
II	**Decisions**		
1	01-2022/QĐ-HDQT	01/14/2022	Cooperation between SHS and SHB to launch bond retail activities
2	02-2022/QĐ-HDQT	01/28/2022	Implementing the plan to offer shares to increase charter capital
3	03-2022/QĐ-HDQT	01/28/2022	Commitment to complying with legal regulations
4	04-2022/QĐ-HDQT	01/28/2022	Commitment to listing shares on the Stock Exchange system
5	05-2022/QĐ-HDQT	01/28/2022	The plan to ensure that the stock offering to increase charter capital meets the regulations on foreign ownership ratio
6	06-2022/QĐ-HDQT	01/28/2022	Approving the application file for the sale of shares to increase charter capital

NO.	Number	Date	Details
7	07-2022/QĐ-HDQT	02/17/2022	Resigning from holding the position of concurrently in charge of the Office of the Board of Directors
8	08-2022/QĐ-HDQT	01/28/2022	Resigning for approval and signing of the Dossier of Offering Shares to Shareholders in 2022
9	09-2022/QĐ-HDQT	02/21/2022	Holding the AGM 2022
10	10-2022/QĐ-HDQT	03/01/2022	Amending and supplementing the Charter and applying the amended Charter
11	11-2022/QĐ-HDQT	03/03/2022	Loan at Eximbank - Hanoi Branch
12	12-2022/QĐ-HDQT	03/21/2022	Loan at Bac A Bank
13	13-2022/QĐ-HDQT	03/21/2022	Deploying cash advanced services from sale of securities
14	14-2022/QĐ-HDQT	03/24/2022	Establishment of a shareholder qualification inspection committee at the AGM 2022
15	15-2022/QĐ-HDQT	03/28/2022	Exercising the right to buy shares offered by SHS to shareholders
16	16-2022/QĐ-HDQT	04/08/2022	Cooperation in providing cash collection and payment services and other banking services between SHS and SHB Dong Do
17	17-2022/QĐ-HDQT	04/13/2022	Termination of labor contract for Mr. Tran Dinh Dung - Head of Underwriting and Financial Advisory Division
18	18-2022/QĐ-HDQT	04/20/2022	Approving the list of candidates to join the Board of Directors and Supervisory Board for the term 2022-2027
19	19-2022/QĐ-HDQT	04/20/2022	Loan at SHB – Dong Do Branch
20	20-2022/QĐ-HDQT	04/22/2022	Appointment of Chief of Office of the Board of Directors
21	21-2022/QĐ-HDQT	04/18/2022	Promulgating the Regulation on Organization and Operation of the Office of the Board of Directors
22	22-2022/QĐ-HDQT	04/26/2022	Mr. Do Quang Hien has no longer hold the position of Chairman of the Board of Directors
23	23-2022/QĐ-HDQT	04/26/2022	Voting Mr. Vu Duc Tien - Member of the Board of Directors holding the position of Presiding of the AGM 2022
24	24-2022/QĐ-HDQT	04/27/2022	Electing the Chairman of the Board of Directors
25	25-2022/QĐ-HDQT	04/27/2022	Establishing subcommittees and assigning tasks to members of the Board of Directors
26	26-2022/QĐ-HDQT	05/05/2022	Cooperation in providing collection and payment services between SHS and SHB
27	27-2022/QĐ-HDQT	05/06/2022	Termination of labor contract for Head of Information Technology division
28	28-2022/QĐ-HDQT	05/10/2022	Paying remuneration, allowances and other benefits to the Board of Directors and Supervisory Board in fiscal year 2022
29	29-2022/QĐ-HDQT	05/17/2022	Providing consulting services for offering and listing shares between SHS and RCC
30	30-2022/QĐ-HDQT	05/25/2022	Handling the remaining shares of the Public Offering to Shareholders in 2022
31	31-2022/QĐ-HDQT	05/31/2022	Results of the Public Offering of Shares to Shareholders in 2022
32	32-2022/QĐ-HDQT	06/07/2022	Implementing the plan to issue shares to pay dividends in 2021 and issue shares to increase share capital from equity
33	33-2022/QĐ-HDQT	06/10/2022	Signing an office rental service contract between SHS and RCC
34	34-2022/QĐ-HDQT	07/07/2022	Last registration date to exercise the right to receive bonus shares
35	35-2022/QĐ-HDQT	07/07/2022	Loan at Indovinabank
36	36-2022/QĐ-HDQT		Not issued
37	37-2022/QĐ-HDQT	07/28/2022	Approving the handling of the remaining shares of the Share Issuance to pay dividends in 2021 and the issue of shares to increase share capital from equity
38	38-2022/QĐ-HDQT	08/15/2022	Loan plan at ABB in 2022
39	39-2022/QĐ-HDQT	08/26/2022	Appointment of personnel
40	40-2022/QĐ-HDQT	08/26/2022	Paying income for personnel appointed by the Board of Directors
41	41-2022/QĐ-HDQT	09/06/2022	Stopping concurrently holding the position of Director of Ho Chi Minh City Branch for Deputy CEO Nguyen Chi Thanh
42	42-2022/QĐ-HDQT	09/06/2022	Appointment of Director of Ho Chi Minh City Branch
43	43-2022/QĐ-HDQT	09/27/2022	Advising on the issuance of shares to increase charter capital for SHB
44	44-2022/QĐ-HDQT	09/28/2022	Changing the location of Ho Chi Minh City Branch
45	45-2022/QĐ-HDQT	11/15/2022	Loan at CTBC HCMC
46	46-2022/QĐ-HDQT	11/30/2022	Closing Dong Nai Representative Office
47	47-2022/QĐ-HDQT	12/20/2022	Loan at VPB
48	48-2022/QĐ-HDQT	12/26/2022	Rewarding for excellent employees

ACTIVITIES OF THE INDEPENDENT MEMBERS OF THE BOARD OF DIRECTORS

In the structure of the Board of Directors on April 27, 2022, the Company has 2/5 independent members, and 4/5 of BOD members are non-executive. After the meeting to elect the Chairman and Members of the Board of Directors, the Company has 1/5 independent members, and 4/5 of BOD members are non-executive.

Independent BOD members of SHS actively and proactively participated in the management, supervision, and guiding the Company's business activities, utilizing their professional knowledge, expertise, and many years of experience in the field of their own to advise, recommend, and propose to the Company's Board of Directors and the Board of Management.

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

Independent members of the Board of Directors fully attended the General Meeting of Shareholders and the meetings of the Board of Directors, and regularly met directly with the Chairman of the Board of Directors and members of the Supervisory Board, 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 BOD members coordinate 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, the Board of Management, conducting periodic and extraordinary internal inspection on specific matters. At many important moments, the independent BOD members had made recommendations to the Board of Directors and the Board of Management to adjust several activities of the Company.

The Company does not make any distinction between independent members of the Board of Directors and other members of the Board of Directors. The independent members of the Board of Directors are engaged in their task and have actively contributed to the general decision-making of the Board of Directors.



TRAINING ON CORPORATE GOVERNMENT

In 2022, officers of the Office of the Board of Directors participated in online training courses on corporate governance organized by the Vietnam Institute of Directors (VIOD), the training program on corporate governance in 2022 at the SSC organized and certified by the Securities Research and Training Center (SRTC).

Training courses on corporate governance that the members of the Board of Directors, members of the Supervisory Board, the CEO, other managers, and the Company Secretary participated in:

No.	Participants	Courses
1	Secretary of the Board of Directors	▶ Workshop on Sustainable Development Report, Annual Report organized by SSC and IFC ▶ Workshop on Corporate Governance organized by HNX and member securities companies. ▶ Workshop on Company Secretary, Corporate Governance.
2	Board of Management	▶ Seminars and instructions of the State Securities Commission, the Stock Exchange, and VSD on access and implementation of new legal documents on information disclosure, corporate governance, organization and operation of securities companies, etc
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 issued by the Securities Research and Training Center (SRTC). ▶ Annual Forum on Corporate Governance Promoting Corporate Governance in the New Normal, an event organized by the Vietnam Board of Directors (VIOD) in collaboration with the State Securities Commission. ▶ HNX Member Conference Forum on Corporate Governance coordinated by HNX with the State Securities Commission, the Vietnam Securities Depository (VSD), the Ho Chi Minh City Stock Exchange, Vietnam Securities Business Association, 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 Supervisory Board	▶ Senior Management Training Program 7th Board Member Certification – DCP7.

OPERATION PLAN AND ORIENTATION OF THE BOARD OF DIRECTORS IN 2023

Remarks by the Board of Directors of Saigon-Hanoi Securities Joint Stock Company (SHS):



SHS has experienced a year of 2022 full of ups and downs with many unusual fluctuations in the stock market and the marco economy. Therefore, the Company's operating, administrative and business activities are affected by the market in general. Although business results were profitable, it did not achieve the business plan. The Board of Directors and the Board of Management have made assessments and plans for the strong fluctuations in the stock market last year. On the basis of positive changes, albeit slowly but surely, in the last months of 2022, the Board of Directors evaluates and forecasts: "*Vietnam economy will recover thanks to the Government's flexible and open policies, SHS expects that in 2023 the market will "transform" positively to bring the Company and investors new opportunities with more profits and less risks. In 2023, the Vietnam Stock Market is forecasted to continue the trend of forming a new price level and entering the accumulation process with the support level around 950 points and the upper threshold around 1,050 - 1,100 points. The stock market is still the key 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 company*".

SHS persists in sustainable development for the goal of **"All for the growth of customers' net assets"**, the Company continues to develop sustainably, safely, effectively, with strong financial capacity, provide diverse and unique products and services.

Some sectors that the Company will focus on are technology, seaports, logistics, industrial real estate, oil and gas, public investment, banking, and financial services.

SHS is expected to build a business plan in 2023 with revenue and profit will grow at a minimum rate of 20%.

In 2023, SHS will focus on strengthening brokerage-related services, growing the number of new accounts and customers' net asset value. The company has launched the new SHTrading software system and continuously upgraded the software, implement the cash advance, collection services, margin lending...

Derivatives and covered warrants have not been implemented in 2022. On March 01, 2022, SHS received the certificates of eligibility for derivatives trading issued by the State Securities Commission and starting to implement Derivatives activities under the License. SHS has not been granted Certificate of offering covered warrant license and is expected to apply for permission from SSC and put it into operation as soon as possible.

Operation orientations of Board of Directors and the Company in 2023 are as follows:

The company will continue to affirm its capacity, vision and sustainable resilience, steadfastly pursuing the goal of maintaining its position as a leading securities company in Vietnam. The company focuses on providing a variety of services, consulting solutions, comprehensive asset management and development for customers. Along with that, the Company continues to closely follow the digital transformation plan, applies modern technology systems to all activities of the Company, creates and anticipates new growth opportunities and increases surplus value for the Company, investors, shareholders and customers.

- The Board of Directors for the term 2022-2027 will continue to innovate in thinking, organization, and management methods to keep up with the positive changes from the legal corridor, micro and macro economy, and the stock market.
- The Board of Directors strongly prioritizes financial investment in businesses with stable business operations, long-term growth, healthy financial situation, and transparency.
- The Company's key business activities including investment, Treasury, Brokerage, Financial Advisory are focused on consolidating, developing a separate development strategy that is suitable and synchronized with the overall plan, strengthening risk management, monitor legal compliance and financial safety.
- The segment that needs to develop more in 2023 is brokerage. SHS aims to be in the group of securities companies with the largest stock brokerage market share on both HOSE and HNX. The Board of Directors will establish a Development Strategy Research Committee and hire a foreign consulting firm to restructure and reform SHS, building vision in 3 years, 10 years, 15 years, focusing on two goals: Phase 1: Business development and Phase 2: Technology development.
- The Board of Directors prioritizes concurrently developing and implementing a long-term, effective and sustainable development strategy, in parallel with controlling and managing risks, maintaining achievements, protect the interests of investors and shareholders.
- The Board of Directors continues to play a key role in orienting the entire business strategy of the Company.
- The Board of Directors maintains regular meetings and discussions on issues under the authority of the Board of Directors and strategic issues for the Company's development.
- All members of the Board of Directors must actively participate in the activities of the Board of Directors and its sub-committees to promptly grasp market fluctuations as well as the Company's activities.
- The sub-committees under the Board of Directors strengthened activities on updating, advising and reporting to the Board of Directors on the current situation of the Company to suggest timely solutions.
- The Board of Directors supervises and promotes information technology innovation, applies a new salary mechanism, and closely monitors risks.
- The Board of Directors supports and advises the Board of Management in finding, accessing and exploiting external resources (from partners, customers, enterprises...) to increase capital scale, expand business activities, increase customers and develop products.
- The Board of Directors has and will continue to support and advise the Board of Management, the Office of the Board of Directors and related divisions to amend, supplement and complete the Company's Charter, Internal Governance Regulations, Organizational Regulations and activities of the Board of Directors, Supervisory Board and relevant documents/regulations of SHS to serve as a legal corridor for SHS' business activities to be implemented in compliance with the provisions of law.
- Agreeing with the Board of Management to seek and exploit innovative and breakthrough solutions in business activities, breaking out from traditional business activities, markets, products and customers...
- Continuing to improve governance capacity according to international and Vietnamese standards; strengthen internal inspection, control, risk management and financial adequacy ratio.
- Completing the implementation of solutions to maintain and increase brokerage market share, in the context that the cash flow of foreign investors (especially foreign institutional customers) investing in the Vietnamese market has increased sharply in recent years.
- Completing the implementation of solutions related to controlling operating costs and financial safety ratio of SHS in the context of the restructuring of the securities industry are taking place along with many new legal regulations. This is considered to have an impact on operating costs, financial safety indicators of SHS, and affecting the flexibility in management and administration of SHS.
- Completing the implementation of solutions to deal with potential challenges, ensuring SHS' operations are flexible and agile, and able to seize opportunities.
- Completing the implementation of solutions to increase SHS' competitive advantage through innovating and developing service quality, continue to invest in human resources and technology, maintain and improve market share, Company image; invest in research and application of AI technology in business activities and corporate governance in the near future.



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

- Successfully carrying out the strategic objectives assigned by the General Meeting of Shareholders, strictly comply with the law, the Company's Charter and the operational orientation of the State management agencie.
- Continuing to take enhanced measures to improve governance capacity in accordance with international standards on corporate governance, risk management and financial safety; ensure that SHS' operations to be transparently, safely, effectively and in compliance with the regulations.
- Continuing to complete the regulations and processes system, creating a legal framework for business activities on the basis of compliance with legal regulations and improved professionalism.
- Continuing to diversify products and services; Completing the regulations and business process system on the basis of compliance with legal regulations and improving professionalism.
- Continuing to invest in listed securities, materialize the private investments, and rebalance the investment portfolios through participation in equalization auctions, IPOs of SOEs, divestment of non-core capital of the groups, corporations, debt restructuring activities of banks.
- Continuing to utilize and develop SHS' business advantages in its ecosystem of industries and companies (Major Shareholders, Strategic Shareholders, strategic and long-term clients, etc.) for the highest benefits of these partners.
- The issuance and listing on the stock market is assessed as having many great changes, decreasing in quantity, increasing in quality, and creating different opportunities and challenges for Investment, Brokerage, and Consulting and Underwriting
- Effectively ultilizing the newly raise charter capital in reasonable situations and timelines to increase SHS' competitive advantage under fierce competitive pressure from other securities companies with more abundant funding and charter capital; at the same time, to meet new requirements on business capital for new products and services introduction
- Implementing the business plans for derivatives and covered warrants, investment, advisory, brokerage activities on bond products
- Upholding the spirit of Integrity - Solidarity - Responsibility - Discipline in each employee of the Company in order to establish and maintain a collective strength.
- Developing SHS sustainably, with a focus on community work, environmental protection and social security, showing high responsibility to society and the community.

SUPERVISORY BOARD

MEMBERS

No.	Name	Title	Membership	Term	Start/End date
1	Pham Thi Bich Hong	Head of SB	In charge	2022-2027	04/27/2022
2	Vu Duc Trung	Member	Non-in charge	2022-2027	04/27/2022
3	Luong Thi Luu	Member	Non-in charge	2022-2027	04/27/2022

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

MEETINGS OF THE SUPERVISORY BOARD IN 2022

No.	Meeting	Contents	Number of members attending	Attendance rate
1	Meeting on 01/10/2022	Approving the document of the Extraordinary General Meeting of Shareholders on 01/28/2022.	3/3	100%
2	Meeting on 02/15/2022	Appraising the 2021 financial statements to submit to the 2022 AGM. Preparing report of the Supervisory Board to submit to the AGM 2022. Meeting to implement the Extraordinary General Meeting of Shareholders on 01/28/2022.	3/3	100%
3	Meeting on 04/27/2022	Electing Head of Supervisory Board for the term 2022-2027	3/3	100%
4	Meeting on 05/06/2022	Evaluating the activities of the Supervisory Board in the Q1/2022 and implementing the activities of Q2/2022. Operational inspection plan of Financial Services division in the first 4 months of 2022. Operational inspection plan of Ho Chi Minh City Branch in 2021 and the first 5 months of 2022. Selecting an independent auditor to audit the financial statements and financial adequacy ratio report of the interim and fiscal year 2022. On that basis, proposing the Board of Directors for approval Meeting to assign tasks to members of the Supervisory Board for the term 2022-2027.	3/3	100%

No.	Meeting	Contents	Number of members attending	Attendance rate
5	Meeting on 07/13/2022	Evaluating the activities of the Supervisory Board in the 1H2022 and implement the operation plan for Q3/2022. Operational inspection plan of the Treasury Division in the first 4 months of 2022. Attending 1H/2022 review conference of the Company.	3/3	100%
6	Meeting on 09/12/2022	Meeting to summarize the work done in the first 8 months of 2022 and plans in the following months of 2022. Meeting to approve the operational inspection plan of Da Nang Branch in 2021 and the first 8 months of 2022.	3/3	100%
7	Meeting on 10/15/2022	Evaluating the activities of the Supervisory Board in the first 9 months of 2022 and implement the action plan for Q4/2022. Meeting to approve the Promulgation of Control Process of the Supervisory Board.	3/3	100%
8	Meeting on 12/29/2022	Meeting to review the activities of the Supervisory Board in 2022 and the first quarter of 2023 operation plan. Operational inspection plan of Underwriting and Financial Advisory Division in 2022. Anti-money laundering inspection plan in 2022 at SHS. Reviewing the implementation of the Resolution of the General Meeting of Shareholders, Resolutions and Decisions of the Board of Directors in 2022, evaluating the completion of the Company's business plan in 2022.	3/3	100%





SUPERVISORY BOARD'S OPERATIONS IN 2022

Supervisory Board's operations

Based on the responsibilities and rights of the Supervisory Board stipulated by the Company's Charter, Operational Regulation of the Supervisory Board and its operational plans in 2022, the Supervisory Board conducted the following:

Supervising legal compliance, the execution of the Company's Charter and implementation of the Resolution of the Annual General Meeting of Shareholders

- In 2022, The Supervisory Board monitored the compliance with legal provisions and the Company Charter of the members of the Board of Directors, Board of Management and the Chief Accountant to ensure that the Company strictly complied with the provisions of law and the Company's Charter in its operations.
- The Supervisory Board also closely monitored the implementation of Resolution No. 01-2022/NQ-DHDCD dated January 28th, 2022 issued by the Extraordinary General Meeting of Shareholders and implementation of Resolution No. 02-2022/NQ-DHDCD dated April 27th, 2022 issued by the Annual General Meeting of Shareholders. The issues raised in the Resolution have been fully and seriously implemented by the Board of Directors and Board of Management.
- The Supervisory Board participated in counting votes at the Extraordinary General Meeting of Shareholders 2022 on January 28th, 2022.
- The Supervisory Board participated in counting votes at the Annual General Meeting of Shareholders 2022 on April 27th, 2022 and provided comments on the scope of its responsibilities and rights.
- The Supervisory Board also closely monitored the implementation of information disclosure obligations for listed companies, securities companies, major shareholders, internal shareholders and related persons. In 2022, there were no serious violations related to the obligation of information disclosure.

Supervising the activities of the Board of Directors

- 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 important issues of the Company as well as the Meeting Minutes, Resolutions, and Decisions issued by the Board of Directors.
- In 2022, the Board of Directors held 25 meetings by direct meeting and collecting written opinions, the Board of Directors issued 6 Resolutions, 48 decisions, and 14 reports related to the Company's key issues such as: Approving plans for borrowing; implementing business plans; holding Annual General Meeting of Shareholders, Extraordinary General Meeting of Shareholders; amending the Company's Charter, approving the remuneration of the Board of Directors and the Supervisory Board, share offering to raise capital, issuing share to pay 2021 dividend ; appointment of HCMC Branch Director; change HCMC Branch location, rewards for excellent team in 2021...

Monitoring the Company's activities

The Supervisory Board has supervised the activities of the Company through periodic inspections, directly at the Head Office of the Company and its branches, representative offices or indirectly through reports of the Board of Management, Internal Control Department, and Internal Audit Department. Inspection and supervision activities focus on the following key areas:

- Inspecting and supervising the compliance with the law, the Resolution of the 2022 Annual General Meeting of Shareholders, the implementation of the business plan, the financial situation of the Company, the organization and administration of the Company.
- Inspecting and evaluating risk management in business activities.
- Checking the compliance with processes and regulations in the majority of divisions of the Company as well as the effectiveness of inspection and control activities.
- Checking and evaluating the effectiveness of business activities.
- In 2022, the Supervisory Board completed the inspection report on the operation of the Financial Services division in the first 4 months of 2022, the inspection report on the operation of the Treasury Division in the first 6 months of 2022, Inspection report on operation of Ho Chi Minh City Branch in 2021 and the first 5 months of 2022, Inspection report on operation of Da Nang Branch in 2021 and the first 8 months of the year, Inspection report on investment activities in 2022 , Operational inspection report of the Underwriting and Financial Advisory Division in 2022...

Proposing the selection of an independent auditor and appraise the audited financial statements

- The Supervisory Board appraised and confirmed the correctness of the figures of the Financial Statements for 2022 and reviewed the Company's financial statements which were 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 December 31st, 2022, and the results of its operations, cash flows and changes in equity for the year ended December 31st, 2022, the statement of financial adequacy ratio as of December 31st, 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 2022.

Resolving shareholders' inquiries to the Company

- In 2022, the Supervisory Board did not receive any inquiries from shareholders or groups of shareholders holding 5% or more of voting shares requesting a review of the Company's operations, the activities of the Board of Directors or the Board of Management.

Establishing and completing the regulations and procedures of the Company and other tasks of the Supervisory Board

- The Supervisory Board completed the Operational Regulations of the Supervisory Board and promulgated on October 15th, 2022, commented on the development of Financial Regulations, Internal Audit Regulations, Company Charter...

THE SUPERVISORY BOARD'S EVALUATION

Based on the operating results of the SB in 2022, the SB evaluates aspects of the Company and its activities as follows:

No.	Contents	Results
1	Compliance with laws and regulations on accounting	The Company has strictly implemented the provisions of current laws in business activities and complied with the current accounting standards in the preparation of financial statements and report on capital adequacy ratio.
2	Management of the Board of Directors, Board of Management and other managers	The Board of Directors strictly complied with the provisions of the law and the Charter, 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 difficult market conditions with many adverse factors occurring. The Board of Management of the Company was united, proactive, creative, decisive and flexible in operating activities to implement the business plan that has been approved by the AGM 2022. Although the completion level is not much, but the Company has preserved capital as a basis for business activities in the following years. The management staff were dedicated, professional, made great efforts in the management work as well as successfully completed the assigned work. The Supervisory Board did not notice any abnormal signs, non-compliance with the laws and regulations of the Company in the direction, administration and management of the Board of Directors, the Board of Management and other managers.
3	Company's performance	In 2022, due to unfavorable stock market conditions, the completion rate of the business plan was still low, However, the Board of Directors, Board of Management and all officers and employees of the Company have made great efforts in preserving capital and responding well to fluctuations in the market. The company has well managed risks, did not generate any more bad debts, comply with the provisions of law in business activities, financial accounting and information disclosure.
4	Evaluation on coordination between the Supervisory Board and the Board of Directors, the Board of Management, shareholders	The Supervisory Board has maintained a good relationship with the Board of Directors and the Board of Management based on the principle of maximizing shareholders' interests, complying with the law and regulations of the Company. In 2022, the Supervisory Board maintained a good relationship with the shareholders and did not receive any complaints from the shareholders regarding the direction, administration and management activities of the Board of Directors, 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 has fully performed its responsibilities in accordance with the provisions of law and the Charter of the Company.

OPERATION PLAN FOR 2023

To comply with the supervisory responsibilities stipulated by the Law on Enterprises and the Company Charter, the Supervisory Board set forth the operation plan for 2023 as follows:

Overall responsibilities:

- Continuing to inspect and supervise the operation and management activities of the Board of Directors and the Board of Management, and check the rationality, legality, compliance, honesty and prudence in management and operation of the business 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, labor, salary, bonuses, and other policies related to the Company and its employees.
- Reviewing the inspection and control results of the Internal Control Department, Internal Audit Department and feedback of the Board of Directors and 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, Board of Management and the divisions in the Company.
  - Participating in training classes to improve professional qualifications and attending all 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 assigned works
1	Pham Thi Bich Hong	Head of the SB	Overall management. In charge of inspection and control of the Investment Division, Capital Markets Division, Accounting and Finance Division, Internal Auditing Division, Legal and Risk Management Division.
2	Vu Duc Trung	Member	In charge of inspection and control of the Investment Banking Division, IT Department, PR & Marketing Division, Administration Division and Debt Handling Board.
3	Luong Thi Luu	Member	In charge of inspection and control of the Brokerage Division and Financial Services Division.

DETAILED TASKS IN 2023

- Together with the Office of the Board of Directors, the Legal Division reviewed the entire system of internal regulations of the Company to ensure compliance with the newly issued regulations of the State such as: Financial Regulations, Salary Regulations. At the same time, review and propose the Company to correct and rebuild inappropriate and outdated processes, supplement and build new missing processes for safe and effective operation of the Company and reduce risks.
- Strengthening the management of the Company through establishing strong internal audits.
- Regularly advising and providing professional support to departments and divisions on the issuance of documents and the implementation of transactions and contracts to ensure compliance with the law and the Company's Charter.
- Inspecting all divisions at the Head Office, Branches, and Representative Office according to the quarter, semi-annual, and annual plan.

INTERNAL CONTROL, RISK MANAGEMENT AND INTERNAL AUDIT

INTERNAL CONTROL

Internal control comprises of the internal control system and internal control department.

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:

- The Company's operations comply with the provisions of law, while being safety and efficiency.
- Ensuring the rights of clients.
- Safe and effective protection, management and use of the Company's assets and resources.
- 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, dedicated to the Legal & Risk Management Department and under the Board of Directors 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 the provisions of law and regulations of the Company for the functional departments 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 2022

Regarding the Internal Control System

In 2022, the Company continued to improve and complete the quality of its internal control system including evaluation and improvement of internal processes and regulations; improve the control capacity of the whole system, contributing to improving the business efficiency of the Company. Controlling activities are established to exist in all business divisions, at all levels and in all activities throughout the Company. Depending on the objectives, each process, characteristics of each division have its own control operations: compliance or automatic 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 2022, 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 each officer and employee; (ii) Monitoring the activities with potential conflicts of interest mainly in activities such as brokerage, investment, margin financing; (iii) The enforcement of responsibilities of officers and employees such as brokerage, settlement, margin financing, debt collection, installation of systems, authorization; (iv) The compliance with the rules of professional ethics of the employees; (v) The compliance with the limits of mobilization, lending, investment, guarantee issuance; (vi) The signing of contracts such as account opening, contracts on financial services products, etc.; (vii) The completion of documents such as contracts, orders; the preparation and presentation of external reports, etc.

For periodic control testing activities, the Internal Control Department focused on controlling the inadequacy of systems, procedures, regulations internal; 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 Directors on the limitations and shortcomings of the internal processes, regulations, financial and operational issues of the Company. Simultaneously, coordinate with the relevant departments 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 Division and functional divisions to assess the effects of the new policies and regulations of the State Management Agency to help the Company proactively comply with and apply these new changes in completing software upgrades and adding new features.

Internal control plan for 2023

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.

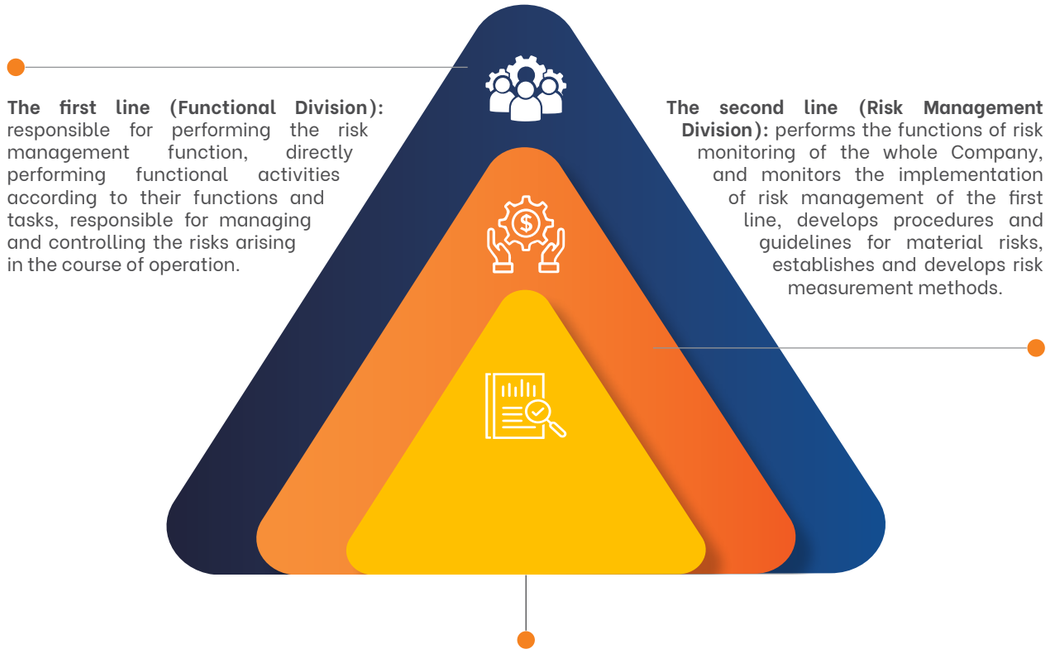
Regarding the Internal Control Department

Implementing the annual inspection and control plan approved by the CEO, focus on assessing and well controlling the risks of the Company, contributing to the prevention and timely detection of errors and fraud. Closely coordinating with the Information Technology Innovation Project Division and functional divisions in the completion of the software upgrade and the inclusion of new features. Closely coordinating with the Product Development Project Division 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:



The first 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 in the course of operation.

The second line (Risk Management Division): performs the functions of risk monitoring of the whole Company, and monitors the implementation of risk management of the first line, develops procedures and guidelines for material risks, establishes and develops risk measurement methods.

The third line (Internal Audit Department under the Board of Directors): performs 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 risk management strategy implementation monitoring.

Role	Division
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 all types of 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 tracking

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

In case, the risk is unacceptable. Identifying and evaluating the handling plan. Selecting the handling plan for the handling of the unacceptable risks



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.**

1 Legal risk

- **Identification:** Legal risks are the types of risks 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 risks are identified during the process of the Legal Division coordinating with the relevant divisions to review the applications of the current and newly issued legal regulations to the actual practices in the Company.
- **Risk detection and mitigation measures:** The Company has established a Legal Division to provide legal advice to the Board of Directors and 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 Directors and division managers on the basis of strengthening the exchange, training, sharing legal knowledge and experience with the Legal Division and State management agencies related to legal activities.



2 Operational risk

- **Identification:** Operational risk is the risk that occurs due to technical errors, system errors of information technology systems; due to inadequate business processes and procedures; due to human error, improper or deliberate misconduct; due to financial control and late and erroneous reporting; due to lack of business capital and other external objective reasons.
- **Identification methods:** Operational risks are identified during the process of the Legal Division, Internal Control Department and Risk Management Division 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, the Company also took several measures to mitigate this risk, such as: issuance of the Professional Codes of conduct and supervising the compliance of this code; frequently review, amend, supplement, and update the 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.

3 Market risk

- **Identification:** Market risk is the risk arising in the Company's investment activities, deposits, margin financing, 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 Division and the relevant functional divisions such as Investment, Financial Services, and Capital Market.
- **Risk detection and mitigation measures:** The Company takes various measures to prevent and detect market risks such as:
  - Regarding investment in listed and unlisted stocks and fund certificates, the Investment Division is required to perform the analysis, forecasting, closely monitor market developments and securities prices, apply risk assessment tools, etc. to perform timely enter and exit transactions.
  - Regarding investment in government bonds, corporate bonds and other financial instruments, the Capital Market Division is responsible for closely monitoring the fluctuation of the interest rates in the market for quick and timely trading decision.
  - Regarding bank deposit activities, the Capital Market Division is responsible for updating the 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 the maximum benefits of SHS.
  - Regarding margin financing activities, the Analysis Division and the Financial Services Division are responsible for updating the 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 and mortgaging securities.

4 Credit risk

- **Identification:** Credit risk is the risk arising when the clients, banks, or partners fail to pay, not fully and timely pay back to SHS the margin loans, deposits, and investment in fixed-income instrument under the form of bonds, etc.
- **Identification methods:** Credit risk is determined by each client, partner and debt in the process of functional divisions such as Financial Services, Capital Market, etc. in coordination with the Risk Management, Internal Control and Legal Division to monitor, manage and evaluate the clients, partners and debts.
- **Risk detection and mitigation measures:** The Company takes various measures to prevent and detect credit risk such as:
  - Regarding margin financing 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 marginable securities and lending ratios, maintenance ratios and force sell ratios in accordance with the provisions of law and regulations of the Company; force sell and call for additional collateral and timely debt recovery
  - Regarding bond investment activities including government bonds and corporate bonds, the Company shall comply with the investment limits as prescribed by law, the Company's Charter and the report approved by the Board of Management; carefully evaluate the credibility, solvency and collateral of the issuer; develop specific policies to deal with collateral of the issuer in case of facing the risk of insolvency.
  - Regarding bank deposit activities, the Company complies with the annual deposit limit set forth by the BOD; select the highly credit ratting financial situations to deposit cash; diversify the maturities and the deposited banks.

5 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 analysis on the basis of close coordination between the Risk Management Division and related operational divisions such as Capital Market and Financial Accounting.
- **Risk detection and mitigation measures:** The Company expanded the form and size of mobilized capital such as merger, capital increase, issuance of corporate bonds; expanded the number of credit institutions lending to the Company; enhanced 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 loans and loans; rationally allocate funds for activities; leverage idle deposits to maximize the efficiency of using resources as well as contribute to payment stability

6 Branding 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 affecting 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 the effects and impacts of the 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; improves the organizational structure and operating apparatus; constantly builds good relationships with shareholders, clients and partners; internal and external communication effectively through the diversification of information channels, communication is proactive, consistent, maintaining the frequency of appearance in the media; promote regular official information in English to enhance information for investors and international partners; appoint specialized officers in charge of communication, reporting and publishing full, timely and transparent information; proactively make contingency plans for branding risk management.



7 Other risks

- In addition to the above 6 types of material risks, some other risks are also considered and evaluated by the Company in the course of operation such as risks of the business environment, strategic risks, competitive risks, etc. In details:
  - *Regarding business environment risk*: SHS operates in the financial sector, so the factors of the business environment such as politics, economy, culture, etc. all significantly affect the business activities of SHS. Therefore, the Company regularly updates the changes of the business environment and assesses its impacts on all aspects of the Company's operations whenever the 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 set 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 competitor's situation affecting the Company's operations; establishing a viable and effective annual business strategy; persistence in implementing the set strategy; flexible application according to the development of the market and competitors, etc.



Risk management activities in 2022

In 2022, the Company promotes its risk management practice to improve the Company's business performance, ensuring the Company's safe and effective development. The Risk Management Division coordinates with the functional departments to identify and detect potential risks, evaluate and develop appropriate solutions for each type of risk after identification. Actively apply software technology in risk measurement and tracking.

Risk Management Plan for 2023

Continue to identify risks, propose risk management measures according to the identified list. Organize the implementation of risk management according to the approved plan. The Risk Management Division strengthens risk management supervision in order to successfully complete the task of risk management.

In the context of a strong information technology boom, especially eKYC, AI, Block chain technology, with the plan to complete the upgrade of securities core software as well as add new features to the system in 2022, the Risk Management Division plans to coordinate effectively with the Information Technology Innovation Project Division and related divisions in the Company to complete the software upgrade and add new features of the system. Along with that, continue to build automated risk management tools on the system, build risk management processes as well as coordinate with divisions to build full, timely and effective business processes.

.

INTERNAL AUDIT

Internal audit model

The Internal Audit Department is under the BOD 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:

- Independent assessment of the appropriateness and compliance of legal policies, the Company's Charter, decisions of the General Meeting of Shareholders, BOD.
- Assessing business compliance with internal policies and procedures.
- Advising on the establishment of internal policies and procedures.
- Checking, review 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 the activities.
- Investigating of violations within the Company.
- Implementing the topics of internal audit of the Company under the direction of the BOD.
- Recommending measures to correct, rectify and deal with errors and violations.

Internal audit process

The Internal Audit process at SHS includes the following steps:

- Risk assessment.
- Audit planning.
- Audit plan approval.
- Announcement of the audit plan.
- Conducting thematics/audits.
- Audit reporting.
- Following up on post-audit remedial actions.

Internal audit activities in 2022

In 2022, the Internal Audit Department implemented the internal audit plan on the basis of the report approved by the Board of Directors, including periodic audit plans and thematic extraordinary audit plans. The internal audit process in 2021 discovered a number of material issues related to the suitability of the organizational apparatus in the new period, the operational efficiency of the information technology system, activities such as investment, lending, human resource management and the deployment of new products. 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 2023

In addition to complying with the internal audit plan approved by the Board of Directors, the focus of the division's 2023 operational plan is implementation of human resource consolidation, internal audit regulations/processes, performance evaluation of Accounting - Finance, human resource management, the responsiveness of the information technology system in the implementation new products and according to customer needs.The objective of the Internal Audit in 2023 is to detect material risks, find solutions to accomplish and improve the Company's operational capacity and competitive advantages, towards the goal of safe and sustainable development, especially for financial activities, human resource management and information technology platforms.

SALARIES, BONUSES, RENUMERATION, AND BENEFITS

SALARIES, BONUSES, AND REMUNERATION

Payment Principles

For members of the Board of Directors, members of the Supervisory Board.

The 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 2022 Annual General Meeting of Shareholders approving the report and recommendations of the Board of Directors in the Report No. 08-2022/TTr-DHDCD for the budget, remuneration, bonuses and allowances of the Board of Directors, the Supervisory Board for the fiscal year 2021 and 2022.
- Ensuring competition, retaining and attracting talents in comparison 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 remuneration fund for members of the Board of Directors and Supervisory Board in 2022 of the Company is 1.5% of profit after tax but not lower than VND 4.6 billion. The detailed allocation for each member of the Board of Directors and Supervisory Board will be decided by the Board of Directors in accordance with the business results in 2022 of the Company.

For Members of the Board of Management

The payment of salaries to the members of the Board of Management shall comply with the Charter of the Company, the Regulations on salaries and the Employment Contract. In addition, the Board of Directors will decide the bonuses for the members of the Board of Management based on criteria such as: position in charge, concurrently, personal capacity, practical contribution, the business results and performance 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 the Employment Contract. In addition, the Board of Management will decide on bonuses for managers based on many of the same criteria as members of the Board of Management.



SALARY, BONUS AND REMUNERATION IMPLEMENTED IN 2022

Revenue and expenditure of the remuneration fund of the BODs and Supervisory Board

No,	Content	Amount spent to the Board of Directors (VND)	Amount spent to the Supervisory Board (VND)	Total (VND)
1	Funds balance as of 01/01/2022	0	0	0
2	Setting up funds in according with the Resolution of the 2022 Annual General Meeting of Shareholders	3,600,000,000	974,811,108	4,574,811,108
3	Funds expenditures in 2022 (*)	3,600,000,000	974,811,108	4,574,811,108
4	Funds balance as of 12/31/2022	0	0	0

Details of the payment are as follows:

No.	Fullname	Title	Remuneration	Bonus
I	MEMBERS OF THE BOARD OF DIRECTORS			
1	Do Quang Hien	Chairman of BOD (from 01/01/2022 to 04/26/2022)	v	v
2	Le Dang Khoa	Member of BOD	v	v
3	Vu Duc Tien	Member of BOD	v	v
4	Mai Xuan Son	Member of BOD (from 01/01/2022 to 04/27/2022)	v	v
5	Nguyen Dieu Trinh	Member of BOD	v	v
6	Do Quang Vinh	Chairman of BOD (from 04/27/2022)	v	v
7	Luu Danh Duc	Member of BOD (from 04/27/2022)	v	v
II	MEMBERS OF THE SUPERVISORY BOARD			
1	Pham Thi Bich Hong	Head of SB	v	v
2	Vu Duc Trung	Member of SB	v	v
3	Luong Thi Luu	Member of SB	v	v

Salary and bonus of the Board of Management

Total payments

VND **16,888,997,576**

Expenses for salary

VND **8,689,976,909**

Bonuses on business results

VND **8,199,020,667**

Details of the payment are as follows:

No.	Fullname	Title	Salary	Bonus
1	Vu Duc Tien	CEO	v	v
2	Tran Sy Tien	Deputy CEO cum Chief Accountant	v	v
3	Tran Thi Thu Thanh	Deputy CEO	v	v
4	Nguyen Chi Thanh	Deputy CEO Director of HCMC Branch (from 01/01/2022 to 09/05/2022) Head of Hai Phong Representative Office	v	v

Salary and bonus of Managers

Total payments

VND **28,680,640,359**

Expenses for salary

VND **16,176,596,140**

Bonuses on business results

VND **12,504,044,219**

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 2022 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;
- Gasoline, telephone and business stipend fee benefits.

EXECUTION OF REGULATIONS ON CORPORATE GOVERNANCE

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 issued by the Minister of Finance;
- Circular 116/2020/TT-BTC guiding the corporate governance applicable to public companies.

Internal documents of SHS

- The Revised Charter effective on September 6th, 2022;
- The Internal Governance Regulations effective on June 16th, 2021;
- Other internal regulations, processes and regulations.

THE IMPLEMENTATION OF REGULATIONS ON CORPORATE GOVERNANCE IN 2022

The Company was particularly focused on governance, administration, risk management, information disclosure, internal control and audit, compliance with current legal regulations and the Company's Charter, especially the regulations on the establishment and organization of operations, governance and administration 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 Auditor, Board of Management, relevant divisions and branches. The system of departments is separated into direct and operational, at the Head Office, all branches and representative offices.

The Company's management and administration activities comply with the provisions of the Enterprise Law, the Securities Law, the Civil Law, and the Social Insurance Law, etc., including the supporting documents and implementation guidelines. The Company continuously updates and publishes the application and implementation of the regulations and the amended and supplemented versions. The Company also sends its employees to training courses on securities management and practice to update and apply the knowledge in practices.

The Company selectively complies with the corporate governance practices, financial reporting standards, annual reports, and sustainability reports under the guidance of the international economic organizations and the State Securities Commission which are suitable to the operating conditions of the Company to gradually adapt to becoming a resourceful, reputable, and professional financial institution, a partner of domestic and foreign clients and investors.

The Company approved the amendment and promulgated amendments in accordance with the Law on Securities, the Law on Enterprises at the Annual General Meeting of Shareholders in 2021, including:

- Internal Regulations on Corporate Governance;
- Regulations on organization of the online congress, online voting, remote voting;
- Regulations on organization and operation of the Board of Directors;
- Regulations on organization and operation of the Supervisory Board.



These Regulations are still in effect from June 16th, 2021. However, the Company continues to adjust, supplement, amend and complete these Draft Regulations to submit to the 2023 Annual General Meeting of Shareholders for approval and promulgation to ensure compliance with changes in the Company's law and charter.

In 2022, the Company has amended its Charter five (05) times and the revised content complies with the Enterprise Law, the Securities Law and documents amending and supplementing the implementation guidance of the Law.

- On January 28th, 2022, the Extraordinary General Meeting of Shareholders in 2022 approved the amendment of the Charter and applied the amended Charter from January 28th, 2022.
- On March 1st, 2022, the Board of Directors authorized by the General Meeting of Shareholders approved the amendment and supplement of the content of the maximum foreign ownership ratio of 49% and issued the Charter and applied the amended Charter from March 1st, 2022.
- On April 27th, 2022, the Annual General Meeting of Shareholders in 2022 approved the amendment of the Charter and applied the amended Charter from April 27th, 2022.
- On June 28th, 2022, the Board of Directors authorized by the General Meeting of Shareholders approved the amendment and supplement of the new charter capital according to the Adjustment License issued by the State Securities Commission, recording the content of the new charter capital of SHS as VND 6,505,300,540,000 in the Appendix of the Charter.
- On August 15th, 2022, the Board of Directors authorized by the General Meeting of Shareholders approved the amendment and supplement of the new charter capital according to the Adjustment License issued by the State Securities Commission, recording the content of the new charter capital of SHS as VND 8,131,567,480,000 in the Appendix of the Charter.

Other contents on corporate governance 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 Law on Enterprises;
- Number of legal representatives of the company: 01 person (CEO);
- Holding the Extraordinary General Meeting of Shareholders: January 28th, 2022;
- Posting documents of the Extraordinary General Meeting of Shareholders in the reporting period: January 7th, 2022;
- Announcement of Resolution and Minutes of Extraordinary General Meeting of Shareholders in 2022: January 28th, 2022;
- Holding the Annual General Meeting of Shareholders: April 27th, 2022;
- Posting documents of the Annual General Meeting of Shareholders in the reporting period: April 5th, 2022;
- Publication of Resolution and Minutes of the 2022 Annual General Meeting of Shareholders: April 27th, 2022;
- The Company successfully held the Annual General Meeting of Shareholders for the first time;
- The Company is not sued for the organization of the General Meeting of Shareholders, Minutes and Resolutions of the General Meeting of Shareholders;
- The Company has not been reminded and noted by the State Securities Commission of Vietnam/ Vietnam Exchange regarding the organization and disclosure of information about the General Meeting of Shareholders and reminders and notices about transactions with related parties;
- The company has established sub-committees with independent members of the Board of Directors in charge of salary, bonus and human resources issues;
- The head of the Supervisory Board has a full-time position at the Company;
- All Supervisory Board members are Accountants or Auditors, not holding managerial positions/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;
- The company's website (www.shs.com.vn) provides full information to shareholders as prescribed;
- The Company paid dividends within 6 months from the closing date of the Annual General Meeting of Shareholders.

Activities of the Person in charge of Corporate Governance

The Person in charge of Corporate Governance, Insiders and related individuals are regularly disseminated and accessed to changes in the system of legal documents on securities and businesses, governance.; participated in training courses of Vietnam Institute of Directors (VIOD), State Securities Commission of Vietnam and Vietnam Exchange, the Vietnam Securities Depository to improve professional qualifications, strengthen supervision to ensure reporting responsibility about the interests of insiders and stakeholders; being responsible for reporting and disclosing information about the Company's transactions with related people as well as the approval of transactions, which need to be approved by the General Meeting of Shareholders, the Board of Directors in accordance with the current law.

- Advising the Board of Directors in organizing the 2022 General Meeting of Shareholders in accordance with regulations and related work 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 the procedures of meetings;
- Attending meetings;
- Advising on procedures for making resolutions/decisions of the Board of Directors in accordance with the law;
- Providing financial information, copies of Board meeting minutes and other information to members of the Board of Directors and Supervisors;
- Monitoring and reporting to the Board of Directors on the Company's information disclosure activities;
- Implementing the information security regime in accordance with the law and the company's charter.

IMPLEMENTATION PLAN OF THE REGULATIONS ON CORPORATE GOVERNANCE IN 2023

- Complying with the law, applicable principles of law on corporate governance and transparent disclosure of information as a securities company and a large-scale public enterprise listed on the Stock Exchange.
- Proposing the General Meeting of Shareholders (GMOS) to approve the completion, amendment, supplement, and promulgation of the Company's Charter, Internal Regulations on Corporate Governance, Regulation on organization and operation of the Board of Directors (BOD) and Supervisory Board, etc., according to the Enterprise Laws, Law on Securities and related legal documents.
- Ensuring the rights and obligations of shareholders in accordance with Law on Securities, Enterprise Law, Company's Charter and relevant laws by setting up and perfecting the corporate governance system, the system of facilities and infrastructure in service of shareholder management, stocks, shares, and organizing Company's GMOS with professional standards, being legally permissible, and being convenient for shareholders.
- Deploying and implementinng contents that must be approved by the GMOS in accordance with the Enterprises Law; developing, synthesizing, preparing documents and submitting it at the nearest GMOS the contents under the authority of the GMOS for their approval.

- The contents approved at the previous GMOS have not been implemented, the BOD must summarize and report to the GMOS at the nearest annual meeting. In case there is a change in content falling under the decision-making authority of the GMOS, the BOD must summarize, prepare documents and submit to the GMOS for approval before implementing.
- Implementing the GMOS in full compliance with the order and procedures for convening the GMOS in accordance with the provisions of the Enterprise Law, the company's charter and internal regulations on corporate governance, information disclosure; ensuring that Shareholder are allowed to attend the meeting or authorize a representative to participate in the meeting as regulated by the law.
- If the BOD, the Supervisory Board, or another convenor of the GMOS requests that the GMOS 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 GMOS as regulated by law.
- Continuing to improve the quality and effectiveness of the Online GMOS by applying modern technology so that shareholders can attend and express their opinions at the GMOS through online meetings, electronic voting, and other electronic form as prescribed by law.
- Informing, guiding, supporting and supervising the compliance with regulations on governance of the members of the BOD, the Supervisory Board to ensure that the members are appointed fully qualified as Board members, independent members of the BOD, and member of the Supervisory Board in accordance with the law and the Company's Charter.
- Ensuring that the Company's BOD structure has independent BOD members and at least one third (1/3) of the total number of BOD are non-executive members;
- Ensuring the structure of the Supervisory Board with a full-time position Head and sufficient number of other members as prescribed, in which all members are eligible to be members of the Supervisory Board in accordance with the law and the SHS Charter.
- Ensuring that the members of the BOD/ Supervisory Board are facilitated and supported to fully exercise their rights and obligations in accordance with the law 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 Company's units; performing their duties of monitoring and reporting to the GMOS and the obligation to disclose information to the State management agencies, receiving training in corporate governance and necessary skills.
- Ensuring that the members of the BOD, the Board of Directors' Subcommittees are able to exercise their powers and duties as stipulated in the legal documents and the Company's Charter, Regulation on organization and operation of the BOD and internal regulations of the Company.
- Informing, guiding, supporting and supervising the compliance with legal regulations on the responsibility of honesty and prevent conflicts of interest of the Members of the BOD/ Supervisory Board/ Board of Management and other managers in the Company; ensuring the legal rights of Company's related people; carrying out responsibilities to the community in accordance with current laws and the Company's Charter; complying with the provisions of the law 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 BOD, Supervisory Board, and Board Management and transactions between Company and major shareholder, insiders mentioned in regulations on information disclosure; developing and issuing regulations on information disclosure of the Company in accordance with the law.

INFORMATION FOR SHAREHOLDERS

THE INFORMATION OF SHS SHARES

Ticker:

SHS

Exchange listed:

HNX

The information in 2022

Lowest price:

VND 5,400 / share

Highest price:

VND 27,474 / share

Total trading volume in 2022

2,642,357,405 (shares)

Total transaction value in 2022:

VND 42,661.9 billion

EPS:

238 (VND/share)

P/B:

0.7

P/E:

35.3

The information of SHS shares as of 12/31/2022:

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 owner's equity 2022:

Increasing from VND 3,252.7 billion as of January 1st, 2022 to VND 8,131.6 billion from September 2022.

Treasury stock transactions:

None

Market price

VND 8,400 / share

Market capitalization:

VND 6,830.5 billion

Book Value per share:

VND 11,604 / share

OTHER INFORMATION:

Organization of the 2022 Extraordinary General Meeting of Shareholders:

- Last registration date to make a list of shareholders attending the Extraordinary General Meeting of Shareholders in 2022: 12/31/2021
- Organization date: 01/28/2022

Organization of the 2022 Annual General Meeting of Shareholders:

- Last registration date to make a list of shareholders attending the Annual General Meeting of Shareholders in 2022: 03/28/2022
- Organization date: 04/27/2022

Public offering of shares: Subscription ratio 1:1, Price VND 12,000 /share

- Last registration date: 04/15/2022
- Time period for right transfer: from 04/22/2022 to 05/11/2022
- Time period for subscription and making relevant payment: from 04/22/2022 to 05/16/2022
- Closing date of the offering: 05/31/2022

Stock dividend, ratio of 100:18; Stock bonus, ratio of 100:7

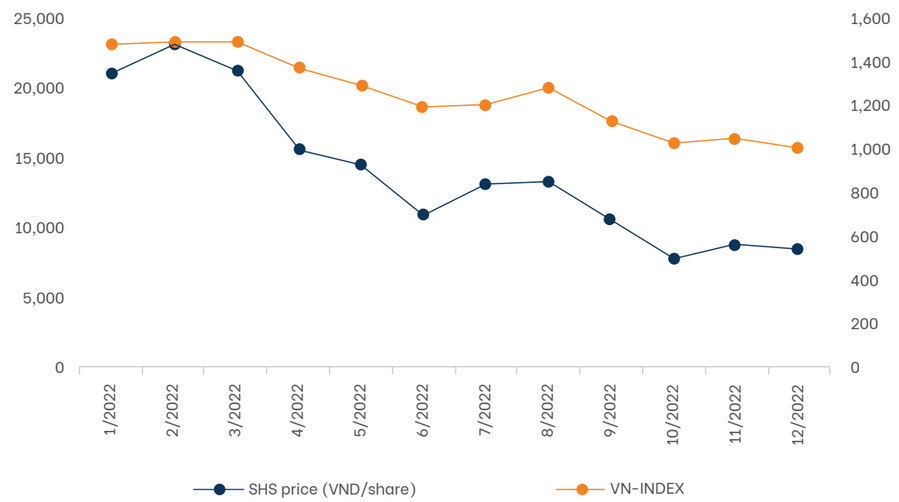
- Last registration date: 07/25/2022
- Ex-dividend date: 07/22/2022

CHANGE OF SHS SHARES IN 2022

	VN-Index	HNX-Index	SHS (VND/share)
Index/ Price at the beginning of the year	1,525.58	474.10	27,158
Index / Price at the ending of the year	1,007.09	205.31	8,400
Lowest index/ price	911.9	175.78	5,400
Highest index/ price	1,528.57	493.84	27,474
The fluctuation between the index/ price at the ending of the year and that of at the beginning of the year	-33.99%	-56.69%	-69.07%
The fluctuation between the highest index/price and the lowest one	-40.34%	-64.41%	-80.35%
	VN-Index	**HNX-Index**	**SHS (VND/share)**
Trading volume at beginning of the year (share/session)	842,087,429	100,089,923	5,949,537
Trading volume at ending of the year (share/session)	390,088,283	43,917,147	7,070,356
Lowest trading volume (share/session)	372,539,627	34,529,323	2,271,270
Highest trading volume (share/session)	1,428,258,054	190,843,836	49,679,023
The fluctuation between the trading volume at the ending of the year and that of at the beginning of the year	-53.68%	-56.12%	18.84%
The fluctuation between the lowest trading volume and the highest one	-73.92%	-81.91%	-95.43%

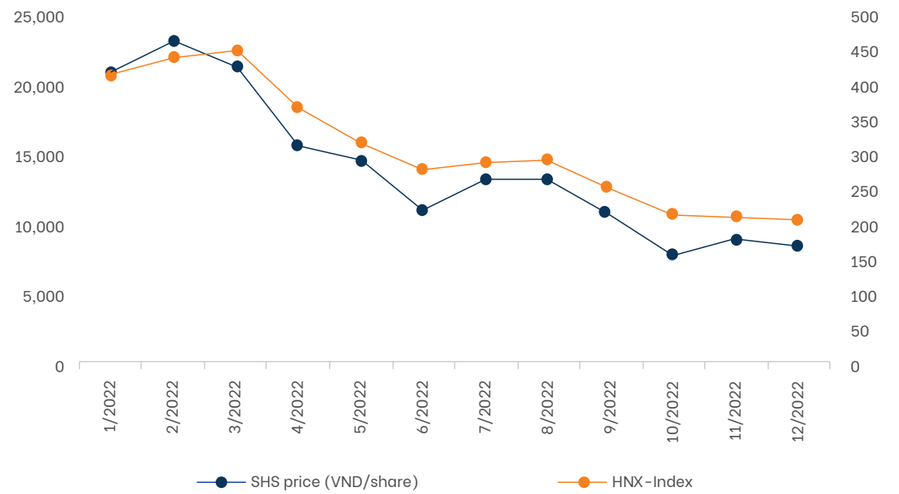
Comparing SHS shares with the VN-Index and HNX-Index in 2022 in terms of price movement, trading volume, the fluctuation between year-end and beginning of the year prices, the fluctuation between the highest price and the lowest price, show that SHS shares have outperformed the two indexes.

Closing price movement of SHS shares compared to VN-Index from January 2022 to December 2022



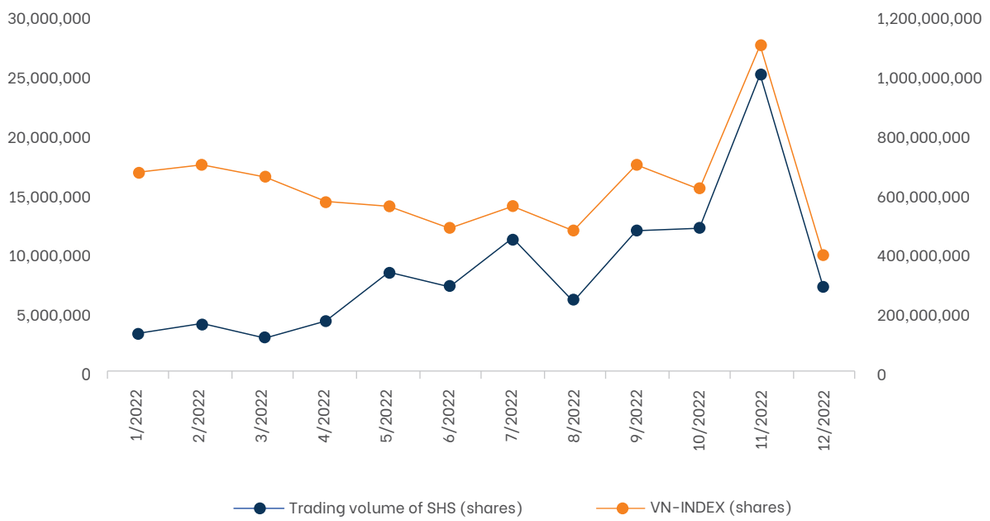
(Source: SHS Research)

Closing price movement of SHS shares compared to HNX-Index from January 2022 to December 2022



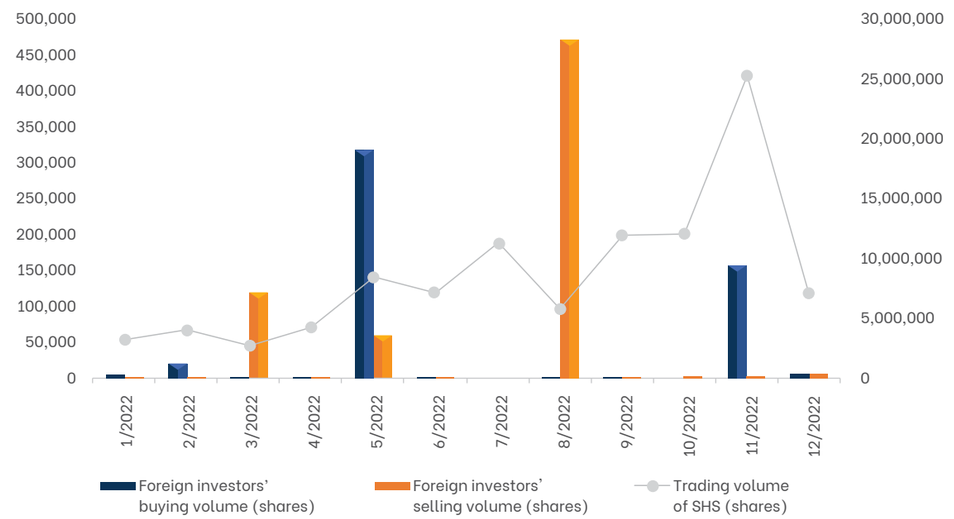
(Source: SHS Research)

Change in trading volume of SHS shares compared to VN-Index from January 2022 to December 2022



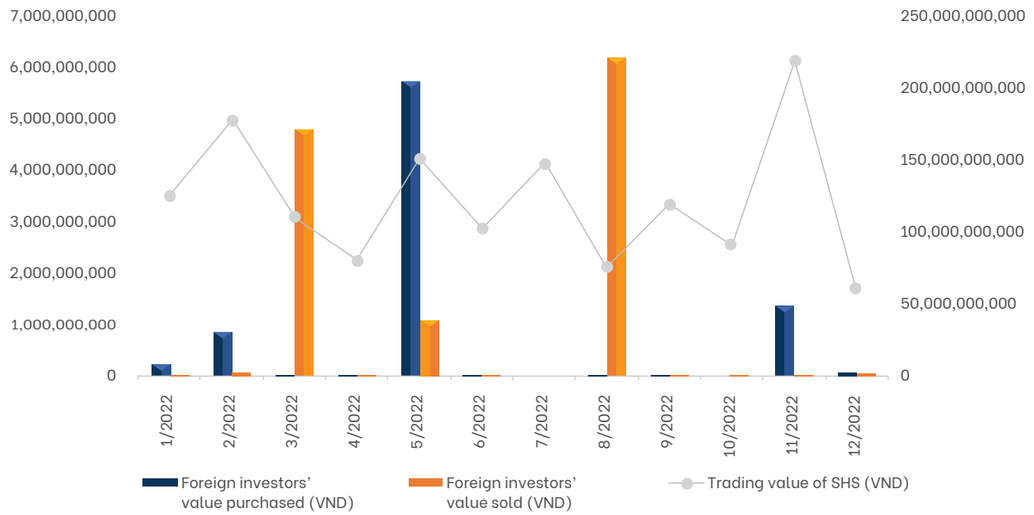
(Source: SHS Research)

Changes in trading volume of SHS shares and trading volume of foreign investors in SHS shares from January 2022 to December 2022



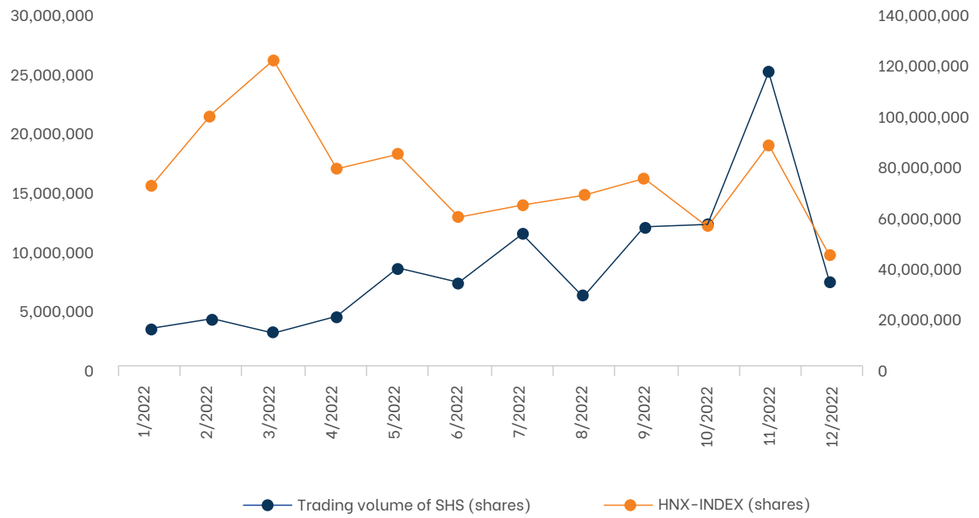
(Source: SHS Research)

Change in trading volume of SHS shares compared to HNX-Index from January 2022 to December 2022



(Source: SHS Research)

Movement of trading volume of SHS shares compared to HNX - Index from January 2022 to December 2022



(Source: SHS Research)

SHAREHOLDER STRUCTURE

Based on the list of shareholders as of the latest date before December 31st, 2022, the list of state shareholders, major shareholders, strategic shareholders, and treasury shares is as follows:

No.	Category	List as of 12/31/2022			
		Number of shareholders (person)	Number of shares (shares)	Value(VND)	Ownership Ratio (%)
TOTAL		**46,928**	**813,156,748**	**8,131,567,480,000**	**100.00**
I	Domestic	46,716	766,520,453	7,665,204,530,000	94.26
1	Institutional shareholders	59	54,217,192	542,171,920,000	6.66
2	Individual shareholders	46,657	712,303,261	7,123,032,610,000	87.60
II	Foreign	212	46,636,295	466,362,950,000	5.74
3	Institutional shareholders	27	43,653,928	436,539,280,000	5.37
4	Individual shareholders	185	2,982,367	29,823,670,000	0.37
5	Major shareholders own more than 5% of voting shares	1	45,505,734	455,057,340,000	5.60
	Local shareholders	1	45,505,734	455,057,340,000	5.60
	Foreign shareholders	-	-	-	-
6	Shareholders owning less than 5% of voting shares	46,927	767,651,014	7,676,510,140,000	94.40
	Local shareholders	46,715	721,014,719	7,210,147,190,000	88.66
	Foreign shareholders	212	46,636,295	466,362,950,000	5.74
7	Treasury shares	0	0	-	-

TRANSACTIONS OF MAJOR SHAREHOLDERS

List of major shareholders of SHS as of December 31st, 2022:

No.	Name of organization/ individual (Representative)	Classification of shareholders	Number of shares owned (share)	Ownership Ratio (%)	Note
1	T&T Group Joint Stock Company	Major share holder	45,505,734	5.6	On July 25th, 2022, received 9,101,146 shares additional SHS shares which were issued from paying dividends and increasing share capital from owner's equity.



Transactions of SHS shares of major shareholders in 2022:

Name of organization/ individual	Address	Number of shares owned at the beginning of the period 01/01/2022	Number of shares owned at the end of the period 12/31/2022
Nguyen Duy Kien	108 Nguyen Thai Hoc, Dien Bien, Ba Dinh, Ha Noi	18,812,000; 5.8%	9,386,000; 1.2%
T&T Group Joint Stock Company	Artexport Building, 2A Pham Su Manh, Hoan Kiem, Ha Noi	18,202,294; 5.6%	45,505,734; 5.6%

Note:

- The company increased its charter capital from VND 3,252.7 billion to VND 6,505.3 billion from May 31st, 2022 to August 2022 and increased to VND 8,131.6 billion from August 2022 to present, therefore, after each capital increase, the Charter Capital, the Company's total number of shares and the number of shares of each shareholder change and the ratio number of shares per charter capital changes.
- Currently, T&T Group Joint Stock Company is the sole major shareholder of SHS.

CONTRACTS, TRANSACTIONS WITH MAJOR SHAREHOLDERS

In 2022, SHS did not sign any contract or did any transaction with major shareholders *(Please refer to the audited 2022 financial reports)*.

TRANSACTIONS OF SHS STOCKS OF INTERNAL SHAREHOLDERS AND ORGANIZATION/ RELATED INDIVIDUALS

Information on transaction of SHS shares of internal shareholders and related organizations/ persons in the stock offering in 2022

Information about shareholder rights:

- The right to buy SHS shares is issued to the public to be offered to existing shareholders, execution rate: 1:1, offering price is 12,000 VND/share.
- The right to buy SHS shares left over from the public offering to existing shareholders, execution rate: 1:1, offering price 12,000 VND/share

Transaction information:

Information about the individual/organization execute the transaction		Information about Internal people			Number of shares held before exercise the right to buy shares in the issuance	Number of share registered and ratio on traded shares	Value of Executed Transaction (VND)	Total number of Shares/Ownership ratio held after exercise the right to buy shares in the issuance
Name of individual/ organization	Position at SHS, relationship with SHS	Name and surname of Internal people	The relationship between the individual/ organization performing the transaction and the Internal people	Number of shares held by Internal people (if any)				
Do Quang Hien		Do Quang Vinh	Related person of Chairman of the Board of Directors	3,539,588 Shares; 0.5441%	1,769,794 Shares; 0.5441%	1,769,794 Shares; 0.5441%	21,237,528,000	3,539,588 Shares; 0.5441%
Do Quang Vinh	Chairman of the Board of Directors			6,000,000 Shares; 0.922%	0 Shares; 0%	6,000,000 Shares; 0.922%	72,000,000,000	6,000,000 Shares; 0.922%
T&T Group Joint Stock Company		Luu Danh Duc	Major shareholder, Related Organization of the Member of the Board of Directors - Luu Danh Duc	36,404,588 Shares; 5.5961%	18,202,294 Shares; 5.5961%	18,202,294 Shares; 5.5961%	218,427,528,000	36,404,588 Shares; 5.5961%
Le Dang Khoa	Member of the Board of Directors	Le Dang Khoa	Member of the Board of Directors	425,000 Shares; 0.0653%	212,500 Shares; 0.0653%	212,500 Shares; 0.0653%	2,550,000,000	425,000 Shares; 0,0653%
Luu Danh Duc	Member of the Board of Directors	Luu Danh Duc	Member of the Board of Directors	300,000 Shares; 0.0461%	0 Shares; 0%	300,000Shares; 0.0461%	3,600,000,000	300,000 Shares; 0.0461%
Vu Duc Tien	Member of the Board of Directors – CEO	Vu Duc Tien	Member of the Board of Directors – CEO	16,043,988 Shares; 2.466%	8,021,994 Shares; 2.466%	8,021,994 Shares; 2.466%	96,263,928,000	16,043,988 Shares; 2.466%
Uong Van Hanh		Vu Duc Tien	Related person of CEO - Vu Duc Tien	190,012Shares; 0.0292%	95,006 Shares; 0.0292%	95,006 Shares; 0.0292%	1,140,072,000	190,012 Shares ; 0.0292%
Nguyen Dieu Trinh	Member of the Board of Directors	Nguyen Dieu Trinh	Member of the Board of Directors	270,000 Shares; 0.0415%	135,000 Shares; 0.0415%	135,000 Shares; 0.0415%	1,620,000,000	270,000 Shares; 0.0415%
Pham Thi Bich Hong	Head of Supervisory Board	Pham Thi Bich Hong	Head of Supervisory Board	284,240 Shares; 0.0437%	142,120 Shares; 0.0437%	142,120 Shares; 0.0437%	1,705,440,000	284,240 Shares; 0.0437%
Pham Anh Quan		Pham Thi Bich Hong	Related person of Head of Supervisory Board	8,000 Shares; 0.0012%	4,000 Shares; 0.0012%	4,000 Shares; 0.0012%	48,000,000	8,000 Shares; 0.0012%
Luong Thi Luu	Member of Supervisory Board	Luong Thi Luu	Member of Supervisory Board	50,063 Shares; 0.0077%	25,063 Shares; 0.0077%	25,000 Shares; 0.0077%	300,000,000	50,063 Shares; 0.0077%
Vu Duc Trung	Member of Supervisory Board	Vu Duc Trung	Member of Supervisory Board	2,195,000 Shares; 0.3413%	1,110,000 Shares; 0.3413%	1,085,000 Shares; 0.335%	13,020,000,000	2,195,000 Shares; 0.3413%
Tran Sy Tien	Deputy CEO cum Chief Accountant	Tran Sy Tien	Deputy CEO cum Chief Accountant	890,000 Shares; 0.1368%	455,000 Shares; 0.1368%	455,000 Shares; 0.1368%	5,340,000,000	890,000 Shares; 0.1368%
Tran Thanh Binh		Tran Sy Tien	Related person of Deputy CEO cum Chief Accountant - Tran Sy Tien	52 Shares; 0.00002%	52 Shares	0 Shares; 0%	0	52 Shares; 0.00002%
Nguyen Chi Thanh	Deputy CEO - Director of SHS HCMC Branch, Head of Hai Phong representative office	Nguyen Chi Thanh	Deputy CEO - Head of Hai Phong representative office	890,000 Shares; 0.1368%	455,000 Shares; 0.1368%	455,000 Shares; 0.1368%	5,340,000,000	890,000 Shares; 0.1368%
Tran Thi Thu Thanh	Deputy CEO	Tran Thi Thu Thanh	Deputy CEO	890,000 Shares; 0.1368%	455,000 Shares; 0.1368%	455,000 Shares; 0.1368%	5,340,000,000	890,000 Shares; 0.1368%
Nguyen Thuy Hanh Mai	Authorized Person in charge of information disclosure	Nguyen Thuy Hanh Mai	Authorized Person in charge of information disclosure	142,892 Shares; 0.0220%	71,446 Shares; 0.0220%	71,446 Shares; 0.0220%	857,352,000	142,892 Shares; 0.0220%
Phan Thuy Linh	Internal Auditor	Phan Thuy Linh	Internal Auditor	15,200 Shares; 0.0023%	7,600 Shares; 0.0023%	7,600 Shares; 0.0023%	91,200,000	15,200 Shares; 0.0023%
Doan Thi Nhu Quynh	Person in charge of corporate governance	Doan Thi Nhu Quynh	Person in charge of corporate governance	47,000 Shares; 0.0072%	23,500 Shares; 0.0072%	23,500 Shares; 0.0072%	282,000,000	47,000 Shares; 0.0072%

Ownership information:

No.	Individuals/organizations performing transactions	The relationship between Individuals/organizations performing transactions and Internal people	Number of SHS shares owned at the beginning of the period		Number of SHS shares owned at the beginning of the period		Reason for change (buy, sell, convert, reward)
			Number of shares	Ratio on charter capital (%) (Charter capital: VND 3,252,650,270,000)	Number of shares	Ratio on charter capital (%) (Charter capital: VND 6,505,300,540,000)	
1	Do Quang Vinh	Internal person (Chairman of the Board of Directors)	0	0	6,000,000	0.922	Buy leftover SHS shares from the public offering to shareholders, rate 1:1, price 12,000 VND/ share
2	Luu Danh Duc	Internal person (Member of Directors)	0	0	300,000	0.0461	
3	Do Quang Hien	Related person of Internal person (Father of Chairman of the Board of Directors)	1,769,794	0.5441	3,539,588	0.5441	Buy SHS shares of the public offering to shareholders, execution rate: 1:1, price 12,000 VND/share
4	T&T Group Joint Stock Company	Major shareholder, Related organization of Internal person (Member of the Board of Directors - Luu Danh Duc)	18,202,294	5.5961	36,404,588	5.5961	
5	Le Dang Khoa	Internal person (Member of the Board of Directors)	212,500	0.0653	425,000	0.0653	
6	Vu Duc Tien	Internal person (Member of the Board of Directors – CEO)	8,021,994	2.466	16,043,988	2.466	
7	Uong Van Hanh	Related person of Internal person (Wife of Member of the Board of Directors – CEO)	95,006	0.0292	190,012	0.0292	
8	Nguyen Dieu Trinh	Internal person (Member of the Board of Directors)	135,000	0.0415	270,000	0.0415	Buy SHS shares of the public offering to shareholders, execution rate: 1:1, price 12,000 VND/share
9	Pham Thi Bich Hong	Internal person (Head of Supervisory Board)	142,120	0.0437	284,240	0.0437	
10	Pham Anh Quan	Related person of Internal person (Son of Head of Supervisory Board)	4,000	0.0012	8,000	0.0012	
11	Luong Thi Luu	Internal person (Member of Supervisory Board)	25,063	0.0077	50,063	0.0077	
12	Vu Duc Trung	Internal person (Member of Supervisory Board)	1,110,000	0.3413	2,195,000	0.3413	
13	Tran Sy Tien	Internal person (Deputy CEO cum Chief Accountant)	455,000	0.1368	890,000	0.1368	
14	Tran Thanh Binh	Related person of Internal person (Brother of Deputy CEO cum Chief Accountant - Tran Sy Tien)	52	0	52	0.00002	
15	Nguyen Chi Thanh	Internal person (Deputy CEO - Director of SHS HCMC Branch, Head of Hai Phong representative office)	455,000	0.1368	890,000	0.1368	
16	Tran Thi Thu Thanh	Internal person (Deputy CEO)	455,000	0.1368	890,000	0.1368	
17	Nguyen Thuy Hanh Mai	Internal person (Authorized Person in charge of information disclosure)	71,446	0.0220	142,892	0.0220	
18	Phan Thuy Linh	Internal person (Internal Auditor)	7,600	0.0023	15,200	0.0023	
19	Doan Thi Nhu Quynh	Internal person (Person in charge of corporate governance)	23,500	0.0072	47,000	0.0072	

Information on transaction of SHS shares of internal shareholders and related organizations/ persons in the issuance of SHS shares to pay dividends in 2021

Information about shareholder rights:

The right to receive SHS shares of Saigon - Hanoi Securities Joint Stock Company is issued in the SHS share issuance to pay dividends in 2021 and to increase share capital from owner equity.

Issuance rate (number of shares expected to be issued / number of shares outstanding): 25%, in which:

- Proportion of issuing shares to pay dividends: 18%
- Proportion of issuing shares to increase share capital from owner's equity: 7%

Transaction information:

Information about the individual/organization execute the transaction		Information about Internal people			Number of shares / Ownership ratio held in at the beginning of the period	Number of shares / Ownership ratio received	Value of Executed Transaction (VND)	Number of shares / Ownership ratio held in at the end of the period
Name of individual/ organization	Position at SHS, relationship with SHS	Name and surname of Internal people	The relationship between the individual/organization performing the transaction and the Internal people	Number of shares held by Internal people (if any)				
Do Quang Hien		Do Quang Vinh	Related person of Chairman of the Board of Directors	6,000,000 shares; 0.922%	3,539,588 shares; 0.544%	884,896 shares; 0.136%	8,848,960,000	4,424,485 shares; 0.544%
Do Quang Vinh	Chairman of the Board of Directors			6,000,000 shares; 0.922%	6,000,000 shares; 0.922%	1,500,000 shares; 0.231%	15,000,000,000	7,500,000 shares; 0.922%
T&T Group Joint Stock Company		Luu Danh Duc	Major shareholder, Coordinating Organization of the Member of the Board of Directors - Luu Danh Duc	300,000 shares; 0.046%	36,404,588 shares; 5.5961%	9,101,146 shares; 1.40%	91,011,461,600	45,505,734 shares; 5.596%
Le Dang Khoa	Member of the Board of Directors	Le Dang Khoa	Member of the Board of Directors	425,000 shares; 0.065%	425,000 shares; 0.065%	106,250 shares; 0.016%	1,062,500,000	531,250 shares; 0.065%
Luu Danh Duc	Member of the Board of Directors	Luu Danh Duc	Member of the Board of Directors	300,000 shares; 0.0461%	300,000 shares; 0.0461%	75,000 shares; 0.012%	900,000,000	375,000 shares; 0.0461%
Vu Duc Tien	Member of the Board of Directors – CEO	Vu Duc Tien	Member of the Board of Directors – CEO	16,043,988 shares; 2.466%	16,043,988 shares; 2.466%	4,010,995 shares; 0.617%	40,109,950,000	20,054,983 shares; 2.466%
Uong Van Hanh		Vu Duc Tien	Related person of CEO - Vu Duc Tien	16,043,988 shares; 2.466%	190,012 shares; 0.0292%	47,503 shares; 0.007%	475,030,000	47,693 shares ; 0.0292%
Nguyen Dieu Trinh	Member of the Board of Directors	Nguyen Dieu Trinh	Member of the Board of Directors	270,000 shares; 0.042%	270,000 shares; 0.042%	67,500 shares; 0.01%	675,000,000	337,500 shares; 0.042%
Pham Thi Bich Hong	Head of Supervisory Board	Pham Thi Bich Hong	Head of Supervisory Board	284,240 shares; 0.044%	284,240 shares; 0.044%	71,059 shares; 0.011%	710,590,000	355,299 shares; 0.044%
Pham Anh Quan		Pham Thi Bich Hong	Related person of Head of Supervisory Board	284,240 shares; 0.044%	8,000 shares; 0.001%	1,440 shares; < 0.001%	80,000,000	9,440 shares; 0.001%
Luong Thi Luu	Member of Supervisory Board	Luong Thi Luu	Member of Supervisory Board	50,063 shares; 0.008%	50,063 shares; 0.008%	12,516 shares; 0.002%	125,160,000	12,566 shares; 0.008%
Vu Duc Trung	Member of Supervisory Board	Vu Duc Trung	Member of Supervisory Board	2,195,000 shares; 0.337%	2,195,000 shares; 0.337%	548,750 shares; 0.084%	5,487,500,000	2,743,750 shares; 0.337%
Tran Sy Tien	Deputy CEO cum Chief Accountant	Tran Sy Tien	Deputy CEO cum Chief Accountant	890,000 shares; 0.137%	890,000 shares; 0.137%	222,500 shares; 0.034%	2,225,000,000	1,112,500 shares; 0.137%
Tran Thanh Binh		Tran Sy Tien	Related person of Deputy CEO cum Chief Accountant - Tran Sy Tien	890,000 shares; 0.137%	52 shares; <0.00001%	12 shares; <0.0001%	120,000	64 shares; <0.0001%
Nguyen Chi Thanh	Deputy CEO Director of SHS HCMC Branch, Head of Hai Phong representative office	Nguyen Chi Thanh	Deputy CEO - Head of Hai Phong representative office	890,000 shares; 0.137%	890,000 shares; 0.137%	222,500 shares; 0.034%	2,225,000,000	1,112,500 shares; 0.137%
Tran Thi Thu Thanh	Deputy CEO	Tran Thi Thu Thanh	Deputy CEO	890,000 shares; 0.137%	890,000 shares; 0.137%	222,500 shares; 0.034%	2,225,000,000	1,112,500 shares; 0.137%
Nguyen Thuy Hanh Mai	Authorized Person in charge of information disclosure	Nguyen Thuy Hanh Mai	Authorized Person in charge of information disclosure	142,892 shares; 0.022%	142,892 shares; 0.022%	35,722 shares; 0.005%	357,220,000	178,614 shares; 0.022%
Phan Thuy Linh	Internal Auditor	Phan Thuy Linh	Internal Auditor	15,200 shares; 0.002%	15,200 shares; 0.002%	3,800 shares; 0.001%	38,000,000	19,000 shares; 0.002%
Doan Thi Nhu Quynh	Person in charge of corporate governance	Doan Thi Nhu Quynh	Person in charge of corporate governance	47,000 shares; 0.0072%	47,000 shares; 0.007%	11,750 shares; 0.002%	117,500,000	58,750 shares; 0.007%

Details of the transaction:

No	Individuals/organizations performing transactions	The relationship between Individuals/organizations performing transactions and Internal people	Number of SHS shares owned at the beginning of the period (before receiving additional issued shares)		Issuing shares to pay dividends in 2021: 18%		Issuing shares to increase share capital from equity: 7%		25%		Number of SHS shares owned at the end of the period (after receiving additional issued shares)	
			Number of shares (shares)	Ratio on charter capital (%)	Number of shares (shares)	Ratio on charter capital (%)	Number of shares (shares)	Ratio on charter capital (%)	Number of shares (shares)	Ratio on charter capital (%)	Number of shares (shares)	Ratio on charter capital (%)
1.	Do Quang Hien	Related person of Internal person (Natural father of Chairman of the Board of Directors)	3,539,588	0.544	637,125	0.098	247,771	0.038	884,896	0.136	4,424,484	0.544
2.	Do Quang Vinh	Internal person (Chairman of the Board of Directors)	6,000,000	0.922	1,080,000	0.166	420,000	0.065	1,500,000	0.231	7,500,000	0.922
3.	T&T Group Joint Stock Company	Major shareholder, Related organization of Internal person (Member of the Board of Directors - Luu Danh Duc)	36,404,588	5.596	6,552,825	1.007	2,548,321	0.392	9,101,146	1.399	45,505,734	5.596
4.	Le Dang Khoa	Internal person (Member of the Board of Directors)	425,000	0.065	76,500	0.012	29,750	0.005	106,250	0.016	531,250	0.065
5.	Luu Danh Duc	Internal person (Member of the Board of Directors)	300,000	0.046	54,000	0.008	21,000	0.003	75,000	0.012	375,000	0.046
6.	Vu Duc Tien	Internal person (Member of the Board of Directors – CEO)	16,043,988	2.466	2,887,917	0.444	1,123,078	0.173	4,010,995	0.617	20,054,983	2.466
7.	Uong Van Hanh	Related person of Internal person (Wife of Member of the Board of Directors – CEO)	190,012	0.029	34,202	0.005	13,300	0.002	47,502	0.007	237,514	0.029
8.	Nguyen Dieu Trinh	Internal person (Member of the Board of Directors)	270,000	0.042	48,600	0.007	18,900	0.003	67,500	0.010	337,500	0.042
9.	Pham Thi Bich Hong	Internal person (Head of Supervisory Board)	284,240	0.044	51,163	0.008	19,896	0.003	71,059	0.011	355,299	0.044
10.	Pham Anh Quan	Related person of Internal person (Son of Head of Supervisory Board)	8,000	0.001	1,440	0.000	560	0.000	2,000	0.000	10,000	0.001
11.	Luong Thi Luu	Internal person (Member of Supervisory Board)	50,063	0.008	9,011	0.001	3,504	0.001	12,516	0.002	62,579	0.008
12.	Vu Duc Trung	Internal person (Member of Supervisory Board)	2,195,000	0.337	395,100	0.061	153,650	0.024	548,750	0.084	2,743,750	0.337
13.	Tran Sy Tien	Internal person (Deputy CEO cum Chief Accountant)	890,000	0.137	160,200	0.025	62,300	0.010	222,500	0.034	1,112,500	0.137
14.	Tran Thanh Binh	Related person of Internal person (Brother of Deputy CEO cum Chief Accountant - Tran Sy Tien)	52	0.000	9	0.000	3	0.000	12	0.000	64	0.000
15.	Nguyen Chi Thanh	Internal person (Deputy CEO - Director of SHS HCMC Branch, Head of Hai Phong representative office)	890,000	0.137	160,200	0.025	62,300	0.010	222,500	0.034	1,112,500	0.137
16.	Tran Thi Thu Thanh	Internal person (Deputy CEO)	890,000	0.137	160,200	0.025	62,300	0.010	222,500	0.034	1,112,500	0.137
17.	Nguyen Thuy Hanh Mai	Internal person (Authorized Person in charge of information disclosure)	142,892	0.022	25,720	0.004	10,002	0.002	35,722	0.005	178,614	0.022
18.	Phan Thuy Linh	Internal person (Internal Auditor)	15,200	0.002	2,736	0.000	1,064	0.000	3,800	0.001	19,000	0.002
19.	Doan Thi Nhu Quynh	Internal person (Person in charge of corporate governance)	47,000	0.007	8,460	0.001	3,290	0.001	11,750	0.002	58,750	0.007

OTHER TRANSACTIONS OF INTERNAL SHAREHOLDERS

- SHS: Mrs. Tran Thi Thu Thanh - Deputy CEO reported the results of exercising the right to buy: 445,000 shares - Total ownership: 890,000 shares (May 12nd, 2022)
- SHS: Mrs. Tran Thi Thu Thanh - Deputy CEO received another 222,500 shares, total ownership reached: 1,112,500 shares; 0.137% (July 25th, 2022)
- SHS: Mrs. Tran Thi Thu Thanh - Deputy CEO sold 445,000 shares – Remaining total ownership: 667,500 shares (August 4th, 2022)
- SHS: Mrs. Tran Thi Thu Thanh - Deputy CEO sold 667,500 shares – Total remaining ownership: 0% (November 8th, 2022).

CONTRACTS, TRANSACTION WITH INTERNAL SHAREHOLDERS AND ORGANIZATION/ RELATED INDIVIDUALS

Transactions between the company and related persons of the company; or between the company and major shareholders, internal people, related persons of internal people:

No.	Trading name	Document	Relevant person at SHS	Note
1	The Board of Directors issued the Decision approving the cooperation plan between SHS and SHB to implement bond retail activities	Decision of the Board of Directors of SHS No. 01-2022/QĐ-HĐQT dated January 14th, 2022	Chairman of the Board of Directors Do Quang Hien and Member of the Board of Directors Le Dang Khoa	Mr. Do Quang Hien is the Chairman of the Board of Directors of SHS - SHB; Mr. Le Dang Khoa is a member of the Board of Directors of SHS - Deputy CEO of SHB
2	The Board of Directors issued a Decision approving the cooperation in providing cash collection and payment services and other banking services between SHS and SHB Dong Do	Decision No. 16-2022/QĐ-HĐQT dated April 8th, 2022		
3	The Board of Directors of SHS approved the plan to borrow capital according to the credit line at Saigon - Hanoi Commercial Joint Stock Bank - Dong Do Branch (SHB Dong Do) with a limit of VND 1,800 billion, term of 12 months.	Decision No. 19-2022/QĐ-HĐQT dated April 20th, 2022		
4	SHS Board of Directors approved the plan of cooperation in providing collection and payment services between SHS and SHB	Decision No. 26-2022/QĐ-HĐQT dated May 05th, 2022		
5	SHS' Board of Directors approved the plan to provide consulting services for offering and listing shares between SHS and Railway Construction Corporation (RCC)	Decision No. 29-2022/QĐ-HĐQT dated May 17th, 2022	Mr. Vu Duc Tien – Member of the Board of Directors – CEO of SHS	Mr. Vu Duc Tien - Member of the Board of Directors - CEO of SHS, is the brother of Ms. Vu Thi Hai Yen - Deputy CEO of RCC; representing SHS owns 1,500,000 shares of RCC (9.7% of RCC's charter capital)
6	Decision of the Board of Directors on signing an office rental service contract between SHS and Railway Construction Corporation (RCC)	Decision No. 33-2022/QD-HĐQT dated June 10th, 2022		
7	Decision of the Board of Directors on signing a contract to provide consulting services for issuing shares to increase charter capital for SHB	Decision No. 43-2022/QĐ-HĐQT dated September 27th, 2022	Chairman of the Board of Directors Do Quang Vinh and members of the Board of Directors Le Dang Khoa, Luu Danh Duc	Mr. Do Quang Vinh - Chairman of the Board of Directors of SHS; Mr. Le Dang Khoa - Member of the Board of Directors of SHS; and Mr. Luu Danh Duc - Member of the Board of Directors of SHS are Deputy CEOs of SHB



Transactions between company internal people, related persons of internal people and subsidiaries, companies controlled by the company: None.

Transactions between the company and other entities: None.

- Transactions between the company and the company in which members of the Board of Directors, members of the Supervisory Board, the Director (CEO) and other managers have been and are currently founding members or members of the Board of Directors, the Director (CEO) for the past three (03) years (determined at the time of reporting): None
- Transactions between the company and the company in which the related person of a member of the Board of Directors, a member of the Supervisory Board, the Director (CEO) and other managers is a member of the Board of Directors, the 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 Director (CEO) and other managers: None

INVESTOR RELATIONS

Investor relations department

The investor relations department is under the Board of Directors.

Information about the individual in charge of investor relations is as follows:

Mrs. Doan Thi Nhu Quynh

- Education: Bachelor of Diplomatic Academy of Vietnam.
- Working experience: 13 years of experience in finance, banking and securities
- Position at SHS: Deputy Chief of BODs' Office/Secretary of the Company/ Person in charge of Investor Relations/ Person in charge of Corporate Governance
- Phone contact: 024.38.181.888 (Ext: 312)
- Email: quynh.dtn@shs.com.vn

INVESTOR RELATION ACTIVITIES IN 2022

- Since the very first days of operation (December 2007), the Company has established the Office of the Board of Directors, which is a specialized function of managing shareholder data and performing the tasks of shareholder relations, selection, assign tasks to staff. The Office of the Board of Directors has the role of the Secretariat, an advisor to the Board of Directors, and manages shareholder records, performing tasks under the direction of the Board of Directors, the Chairman of the Board of Directors.
- Organizing 02 meetings of the General Meeting of Shareholders, over 25 official and unofficial meetings of the Board of Directors, meetings of the Supervisory Board and the Internal Audit Department, business trips of the Board of Directors, the Supervisory Board;
- Acting as the focal department for drafting GMS documents, documents, regulations, processes, reports... under the authority of the General Meeting of Shareholders and the Board of Directors to issue;
- Building a system to store and manage records and documents under the authority of the General Meeting of Shareholders, the Board of Directors, the Supervisory Board, the CEO and the Office of the Board of Directors;
- The focal point for implementing the Issuance of shares to pay dividends, increase equity by share capital for shareholders, offer shares to the public, pay dividends in cash to shareholders, list and depository stocks, shares;
  - Coordinating with the Board of Management and other divisions in SHS in drafting the prospectus, decisions, regulatory documents, explanations and information disclosure as required by the Law on Securities and the State Securities Commission;
  - Working with the SSC, VSD, and HNX to apply for a license to sell. Implementation results: SHS received the Certificate of Public Offering Registration No. 69/GCN-UBCK issued by the State Securities Commission on March 22, 2022;
  - Notice of offering, closing the List of Shareholders exercising their rights and distributing shares, depositing shares to Shareholders according to the Resolution of the Board of Directors and the guidance of the State Management Agency.
- Completing the 2022 public offering of shares at the rate of 100%.
- Amending the charter, printing and managing the shareholder book for undeposited shareholders.
- Tracking records of company shareholders, pay dividends, share ownership certificates for undeposited shareholders, assist shareholders in carrying out legal procedures related to giving, giving and inheriting shares SHS;
- The focal department for drafting reports such as Report on shareholder structure, Report on increase of charter capital, Report on dividend payment, Periodic management report, Report on remuneration, Report on activities of the Board of Directors and the Office of the Board of Directors, separate reports under the authority of the General Meeting of Shareholders, the Board of Directors and the Office of the Board of Directors to issue and in the Financial Reports, Annual Report, Prospectus and Sustainability Report...;
- Managing the files of the General Meeting of Shareholders, the Board of Directors, providing for the divisions and units to look up and implement;
- Managing information and data of partners, customers... belonging to the General Meeting of Shareholders, the Board of Directors, manage the list of shareholders, data about shareholders;
- The focal point for synthesizing information about major shareholders, insiders and related people, information on corporate governance and providing it to divisions, units, looking up and implementing, reporting to State management agencies according to regulations;
- Legislation: Reviewing and checking the compliance with regulations, laws and the Company's Charter of documents before and after submitting them to the General Meeting of Shareholders and the Board of Directors for signature and promulgate, propose amendments, supplements, adjustments and promulgation.
- Participating in the drafting and publishing the Company's Annual Report; responsible for the contents related to governance and shareholder relations.
- Participating in the new website project of SHS, building content and features related to the Board of Directors, shareholder relations and information disclosure..



INVESTOR RELATIONS PLAN FOR 2023

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 business. The stock price of an enterprise is determined by the Investor 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 fully communicated. , timely and consistent.

- Building and completing the Investor Relations Department, arranging reasonable personnel, have professional qualifications and professional ethics suitable to the support work to serve Shareholders and Investors to exercise their rights and obligations according to the law and the Company's Charter.
- Directing, operating and supervising the Office of the Board of Directors to perform specific tasks according to the Regulation on organization and operation of the Office of the Board of Directors and the actual operation of the Company.
- Directing, operating and supervising the development and updating of content at the Online Shareholder Relations page and the online General Meeting of Shareholders with basic features:
  - Regularly providing operational and financial status, history of the Company's development over time; information on the organizational structure, leadership and administration of the Company.
  - Information on the Website must show equality of providing information. Foreign investors and individual investors have the equality of accessing the information as domestic investors and institutional investors.
  - Disclosure of information and reports in accordance with the law on time, content, form, transparency, detail and completeness.



- Planing to organize the reception of investors periodically or irregularly; directing, operating and supervising the staff of the Office of the Board of Directors to receive investors, shareholders and partners interested in the Company's activities.
- Focusing on improving the quality of officers who perform shareholder management and shareholder relations: Training in legal knowledge and professions; disseminating information, financial situation and management of the Company for officers to understand and transmit correctly and sufficiently, comply with laws and internal regulations of the Company.
  - Personnel of the Office of the Board of Directors must be very knowledgeable about the business activities, as well as the financial situation of the enterprise to be ready to answer fully the questions raised by the Investor;
  - The Shareholders Relations Department must regularly work closely with the business divisions of the Company as well as the Financial Accounting Division to capture information as a basis to answer questions from investors;
  - Willing to respond to investors' inquiries/requests by mail or email in a satisfactory and timely manner.
- Planning and directing, operating and supervising the units and divisions to organize the General Meeting of Shareholders towards complying with legal regulations, saveing costs and preparing full and detailed documents to submit to the General Meeting of Shareholders for approval of the contents under its authority.
- Planning and directing, operating and supervising units and divisions to implement dividend payment, share issuance, profit distribution and appropriation of funds in accordance with the law and the Company's Charter.
- Responsible, directing and operating the officer has the authority to answer issues or raise questions for external shareholders, ensuring the rights and obligations of Shareholders.

INFORMATION DISCLOSURE

Reporting and information disclosure department

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

The individual in charge of reporting and disclosing information is as follows:

Mrs. Nguyen Thuy Hanh Mai

- Education: Master of Accounting
- Working experience: 20 years of experience in auditing and securities
- Position at SHS: Head of Legal & Risk Management Divisions / Authorised Person incharge of Information Disclosure
- Phone contact: 024.38.181.888 (318)
- Email: mai.nth@shs.com.vn

Information disclosure in 2022

All periodic and extraordinary information disclosures of the Company in 2022 have been posted on the Company's website under "SHS News" and "Shareholder relations" as well as through the information disclosure system of the SSC. , Hanoi Stock Exchange, Ho Chi Minh Stock Exchange. Ho Chi Minh.

1/2022

Periodic

- List of marginable securities in the first quarter of 2022 (01/06/2022)
- Financial statements for the fourth quarter of 2021 (01/20/2022)
- Report on corporate governance of listed companies 2021 (01/27/2022)

Extraordinary

- Report on the results of the 3rd round of corporate bond issuance (01/05/2022)
- Documents of the Extraordinary General Meeting of Shareholders 2022 (01/07/2022)
- Report on stock trading results of people related to Internal people (01/11/2022)
- Cooperation between SHS and SHB to launch bond retail activities (01/14/2022)
- Shareholder structure as of December 31, 2021 (01/14/2022)
- Audited report on the use of capital received in the issuance in 2021 (01/27/2022)
- Resolution and Minutes of the Extraordinary General Meeting of Shareholders 2022 (01/28/2022)

2/2022

Periodic

- List of marginable securities on January 2022 (02/07/2022)

Extraordinary

- None

3/2022

Periodic

- List of marginable securities on Febuary 2022 (03/01/2022)
- Audited financial statements 2021 (03/29/2022)
- Audited financial adequacy ratios for 2021 (03/29/2022)

Extraordinary

- Amending and supplementing the company's charter (03/02/2022)
- Holding the Annual General Meeting of Shareholders in 2022 (03/02/2022)
- Correction of information (document numbers) of the reports at the Annual General Meeting of Shareholders in 2021 (03/08/2022)
- Full text of SHS share issuance prospectus in 2022 (03/22/2022)
- SHS received the Certificate of Public Offering Registration No. 69/GCN-UBCK issued by the State Securities Commission on March 22, 2022 (03/22/2022)
- Maximum foreign ownership ratio at SHS (03/23/2022)
- Public offering of shares and last registration date to exercise the right to buy (03/28/2022)
- Certificate of business registration (03/28/2022)

4/2022

Periodic

- List of marginable securities on March 2022 (04/01/2022)
- List of marginable securities in the second quarter of 2022 (04/14/2022)
- Financial statements for the first quarter of 2022 (04/19/2022)
- Annual Report 2021 – Vietnamese (04/19/2022)
- Resolution, Minutes of the Annual General Meeting of Shareholders 2022 (04/27/2022)

Extraordinary

- Decision to approve trading members of VNX (04/04/2022)
- Documents of the Annual General Meeting of Shareholders in 2022 (04/05/2022)
- Decision of the Board of Directors on the cooperation between SHS and SHB Dong Do (04/08/2022)
- Disclosure of the 2022 Annual General Meeting of Shareholders (04/21/2022)
- Decision of the Board of Directors to borrow the limit at SHB Dong Do (04/21/2022)
- Disclosure of the Annual General Meeting of Shareholders in 2022 (04/26/2022)
- Disclosure of information resigns as chairman of the company's Board of Directors (04/26/2022)
- The General Meeting of Shareholders approved the candidate to be elected members of the Board of Directors and the Supervisory Board(04/27/2022)
- The 2022 Annual General Meeting of Shareholders approved the 2021 dividend and issued shares to increase capital (04/27/2022)
- The 2022 Annual General Meeting of Shareholders approved the business plan for 2022 (04/27/2022)
- The 2022 Annual General Meeting of Shareholders approved the Charter (04/27/2022)
- Decision to elect Chairman of the Board of Directors (04/28/2022)
- Decision on appointment of Head of Supervisory Board (04/28/2022)

5/2022

Periodic

- List of marginable securities on April 2022 (05/04/2022)

Extraordinary

- SHS changes ownership rate of RCC shares (05/04/2022)
- Cooperation in providing collection and payment services on behalf of SHB (05/05/2022)
- Register to exercise the right to buy SHS of Insiders & Related Persons (05/09/2022)
- Providing consulting services for offering and listing RCC shares (05/17/2022)
- Report on the results of exercising the right to buy additional issuance shares of internal people and related people (05/19/2022)
- Changing Insider's Related Person (05/20/2022)
- Decision to handle the remaining shares of the share issuance (05/25/2022)
- Transaction of buying shares of SHS with the remainder of the additional issuance by insiders (05/26/2022)

6/2022

Periodic

- List of marginable securities on May 2022 (06/01/2022)

Extraordinary

- Report the results of the public offering of shares to existing shareholders (06/01/2022)
- Notice of change in the number of voting shares of SHS (06/01/2022)
- Report on transaction results of buying shares issued by insiders (06/01/2022)
- SSC approves SHS' report on the results of the 2022 public offering of shares (06/02/2022)
- Resolution of the Board of Directors on the increase of charter capital (06/03/2022)
- Correction of the number of shareholders in the Report on the results of the SHS share offering (06/07/2022)
- Decision of the Board of Directors on issuing shares to pay dividends in 2021 and increase share capital from Equity (06/08/2022)
- Audited equity report (06/09/2022)
- Decision of the Board of Directors on the signing of an office lease contract between SHS and RCC (06/10/2022)
- Change of Related Organization of Insider (06/13/2022)
- SHS was granted the 5th amendment of the Final Registration Certificate, additional SHS shares issued in 2022 will be deposited from June 16, 2022 (06/14/2022)
- Disclosure on SHS' change in ownership rate of PMC shares (06/21/2022)
- SHS received the Decision approving the additional listing of SHS shares on HNX (06/27/2022)
- SHS received the Notice of Approval for the additional listing of SHS shares to be offered for sale in 2022 at HNX (06/27/2022)
- License to adjust SHS' establishment and operation license (06/27/2022)
- Amendment of the Charter and application of the Amended Charter from June 28, 2022 (06/28/2022)
- Changing insider's related person (06/29/2022)
- SHS changes ownership rate of KTL shares (06/29/2022)

7/2022

Periodic

- List of marginable securities on June 2022 (07/01/2022)
- List of marginable securities in the third quarter of 2022 (07/08/2022)
- The semi-annual report on corporate governance of listed companies in 2022 (07/18/2022)
- Annual Report 2021 – English (07/19/2022)
- Financial report for the second quarter of 2022 (07/20/2022)

Extraordinary

- First trading day of additional listing of SHS shares after the 2022 offering (07/04/2022)
- The State Securities Commission has received all documents on the share issuance report (07/06/2022)
- Certificate of business registration changed for the 8th time (07/07/2022)
- Final Registration Date Closing List of shareholders to receive additional shares (25%) (dividend in 2021 (18%) and shares to increase Share capital from Equity (7%) (07/07/2022)
- SHS signed a contract to audit and review financial statements and financial statements in 2022 (07/14/2022)
- Internal people and Related Persons exercise the right to receive SHS shares issued to pay dividends in 2021 and increase share capital from Equity (07/18/2022)
- Report the results of the issue of shares to pay dividends in 2021 and to increase share capital from Equity (07/29/2022)
- Decision of the Board of Directors to approve the handling of residual shares of the 2021 dividend payment and to increase share capital from Equity (07/29/2022)

8/2022

Periodic

- List of marginable securities on July 2022 (08/01/2022)
- The reviewed semi-annual financial statements for 2022 (08/12/2022)
- The reviewed semi-annual financial adequacy ratio report for 2022 (08/12/2022)

Extraordinary

- Announcement of changes in the number of outstanding shares due to the Share Issuance to pay dividends in 2021 and the issue of shares to increase share capital from equity (08/01/2022)
- SSC approves the report on the issue of shares to pay dividends and to increase share capital from owners' equity. (08/09/2022)
- Resolution of the Board of Directors on the increase of charter capital of SHS (08/15/2022)
- Securities registration certificate No. 16/2009/GCNCP-VSD-6 issued by VSD on August 16, 2022 (08/17/2022)
- Decision approving additional listing of SHS shares on HNX (08/23/2022)
- September 8, 2022 - First trading day of additional listed SHS shares after the share issuance to pay dividends in 2021 (18%) and increase share capital from Equity (7%) (08/29/2022)

9/2022

Periodic

- List of marginable securities on August 2022 (09/05/2022)

Extraordinary

- Changing the relevant organization of the insider (09/05/2022)
- License to adjust SHS' License to establish and operate a securities company (09/06/2022)
- Mr. Nguyen Chi Thanh resigned from the position of concurrently the Director of Ho Chi Minh City Branch (09/06/2022)
- Appointment of Director of Ho Chi Minh City Branch (09/06/2022)
- Resolution of the Board of Directors on the amendment of the Charter and application of the amended Charter (09/06/2022)
- Annoucment of 9th amendment of business registration certificate (09/13/2022)
- Notice of adjustment date Total amount of SHS securities Foreign investors can hold maximum (09/19/2022)
- Receiving the amended Certificate of Depository Member (with charter capital 8,131,567,480,000 VND) (09/23/2022)
- Decision of the Board of Directors to approve Contracts and transactions between SHS and related organizations (SHB) (09/27/2022)
- Disclosure of information The decision of the Board of Directors to approve the plan to change the location of the Head Office of the City Branch. Ho Chi Minh City (09/28/2022)

10/2022

Periodic

- List of marginable securities on September 2022 (10/03/2022)
- List of marginable securities in the fourth quarter of 2022 (10/11/2022)
- Financial report for the third quarter of 2022 (10/20/2022)

Extraordinary

- Announcement on the sale of margin securities of customers who are Insiders of public companies (10/04/2022)
- Reporting the result of the Announcement of the sale of margin securities by customers who are Insiders of public companies (10/06/2022)

11/2022

Periodic

- List of marginable securities on October 2022(11/01/2022)

Extraordinary

- Internal shareholders register for transaction of SHS shares (11/03/2022)
- Internal shareholders report the results of SHS stock put-through trading (11/09/2022)
- Decision of the Board of Directors on the closure of the Representative Office of SHS in Dong Nai (11/30/2022)
- Announcement of expected sale of shares of Insiders and related persons with stock code HPX - Hai Phat Investment Joint Stock Company (HSX) (11/30/2022)

12/2022

Periodic

- List of marginable securities on November 2022 (12/01/2022)

Extraordinary

- The decision of the State Securities Commission on amending the Decision approving the establishment of the City Branch. Ho Chi Minh (12/08/2022)
- Report Expected sale of shares of Insiders and related persons with stock code HPX – Hai Phat Investment Joint Stock Company (HSX) (12/22/2022)
- The decision of the State Securities Commission on approving SHS to close its representative office in Dong Nai (12/22/2022)
- Certificate of operation registration of Ho Chi Minh City Branch changed for the 8th time (12/22/2022)
- Certificate of operation registration of Da Nang branch changed for the 4th time (12/29/2022)
- SHS becomes a major shareholder of SAF (12/29/2022)

INFORMATION DISCLOSURE PLAN IN 2022

- Updating new regulations on information reporting and disclosure (if any).
- Complying with current legal regulations on information reporting and disclosure.
- Enhancing updating information disclosure in English to attract foreign investors.



03

2022 BUSINESS REPORT

- OVERVIEW OF VIETNAM ‘S ECONOMY AND STOCK MARKET IN 2022
- REPORTS OF THE BOARD OF DIRECTORS
- REPORTS OF THE BOARD OF MANAGEMENT

OVERVIEW OF VIETNAM'S ECONOMY AND STOCK MARKET IN 2022

VIETNAM'S ECONOMY IN 2022

Vietnam's economy in 2022 faces numerous obstacles as well as difficulties and was under pressure from the unpredictable fluctuations of both the domestic and global economies. However, the year 2022 also marks a number of outstanding accomplishments in economic development and macroeconomic stability. The following are some highlights of the economy in 2022:

- **GDP in 2022 grew by 8.02% over the same period, exceeding the set target and the highest growth rate since 2011.** Thanks to solid and consistent advancement in all three sectors–agriculture, forestry, and fisheries; industry, construction, and services–the economy has rebounded favorably from the pandemic. In fact, low GDP-based economic growth is a contributing factor to this outcome with GDP increasing by 2.58% in 2021 compared to 2.91% in 2020.
- **The Industry – Construction and Services sectors play the driving force behind the growth of the entire economy while agriculture, forestry and fisheries production continue to play a supporting role.** Industry - Construction specifically increased by 7.78% over the same time the previous year, with the processing and manufacturing industries being the main driver with a growth rate of 8.10%, adding 2.09% to GDP growth. The service sector is the bright spot of the economic picture, having recovered and grown strongly with a growth rate of 9.99% in 2022, the highest in the 2011-2022 period.
- **Total export and import turnover of goods in 2022 set a new record.** Accordingly, the total export and import turnover of goods reached USD 732.5 billion, up 9.5% compared to 2021. The trade balance had a surplus of USD 11.2 billion, positively supports the balance of payments, increase the amount of foreign exchange reserves, stabilizing exchange rates and other macroeconomic indicators.
- **Foreign direct investment (FDI) continues to grow.** Total FDI into Vietnam in 2022 reached USD 27.72 billion, of which newly registered capital reached USD 12.45 billion (-18% YoY), additionally registered capital increased by USD 10.12 billion(+12% YoY). FDI disbursement continues to be a bright spot as it is estimated at USD 22.4 billion (+13.5% YoY), the highest level in the past 5 years. FDI inflows to Vietnam have focused on manufacturing, real estate and electricity generation and distribution. Vietnam is being shaped as a center for electronics production with many investments of big companies such as Samsung, Apple, Foxconn, LG... According to UNCTAD, the five sectors attracting the most foreign investment in ASEAN are renewable energy, industrial real estate, oil and gas, technology and mining. Vietnam still has a lot of potential in attracting FDI thanks to its advantages over competitors such as cheap labor costs, favorable geographical location (near the manufacturing center of southern China), political stability and many incentives from FTAs.
- **Disbursement of State budget capital in 2022 is estimated at VND 511,562 billion, an increase of 18.8% compared to 2021**. Despite the plan's completion level being almost identical to the year of 2021 (84%), the growth rate in the absolute value of budget capital that was disbursed in 2022 showed the Government's efforts to encourage public investment. Disbursement of public investment capital in 2022 is still slow and has not reached the plan due to two main factors: (i) procedures related to planning for projects that take place quite slowly and (ii) investment capital in some major projects in the field of roads and railways were piled up
- **Despite much pressure at home and around the world, inflation is still well controlled.** The average CPI in 2022 increased by 3.15% compared to 2021, reaching the target set by the National Assembly. This represents a great effort in the Government's management in the context of the complicated development of prices of basic goods in the past year. To control inflation, the SBV has raised the operating interest rate twice (in September and October 2022) in the face of pressure from strong Dollar, high FED interest rates and rising inflation. The rediscount rate increased from 2.5% to 4.5% and the refinancing rate increased from 4% to 6%. At the same time, Decree 65/2022/NĐ-CP (amending Decree 153/2020/NĐ-CP regulating the offering and trading of private corporate bonds in the domestic market and offering corporate bonds to the international market) tightening the corporate bond market (mainly the real estate group) has also put strong pressure on long-term investment capital.
- **The exchange rate is controlled within the range, the interest rates are adjusted flexibly, in accordance with the economic situation,** in order to achieve the goal of macro stability, inflation and monetary policy goals, promptly responding to the fluctuations of financial markets in the world.



Some macroeconomic indicators in 2022

Indicators	2018	2019	2020	2021	2022
GDP growth (%)	7.08	7.02	2.91	2.58	8.02
The average increase in CPI (%)	3.54	2.80	3.22	1.83	3.15
Credit growth (%)	14.0	13.6	12.1	13.5	14.5
Central Exchange Rate (USD/VND)	22,825	23,155	23,131	23,145	23,612
Foreign exchange reserves (billion USD)	60	80	92	105	84
Budget deficit/surplus relative to GDP (%)	0.0	2.6	-2.0	-3.8	2.3

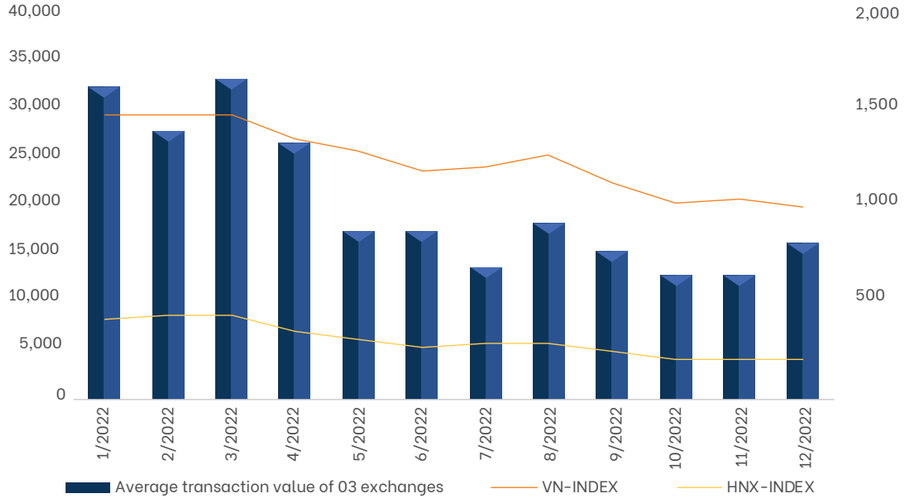
(Source: GSO, WB, HSBC, SBV, SHS Research)

STOCK MARKET

In 2022, the world experienced many unexpected events and received landmark decisions from countries'central banks. On the other hand, the internal issues of the Vietnamese economy as well as the stock market began to reveal, the drastic action of the regulatory bodies in making healthy, purifying and stabilizing the market is essential for the stock market to have more sustainable growth in the future – however, this also has certain effects on the market and the general psychology of investors.

- **Vietnam's stock market in 2022 experienced many fluctuations due to the impact of many events** that have a great impact on the Vietnamese economy and financial markets as well as on the global. Vietnam's stock market has experienced two sublimation years with many records set, since then the market began to witness a contrasting picture in 2022. In the group of stock markets with the biggest decline in the globe, the VN-Index closed the year-end session at 1,007.09 points, down 32.78% compared to the end of 2021. VN30 reached 1,005.19 points down 34.55% compared to the same period last year. The HNX-Index at the end of the year closed at 205.31 points, down 56.65% compared to the end of 2021. The Upcom-Index reached 71.65 points, down 36.4 percent. The market capitalization reached nearly VND 5.23 million billion, down 33% compared to the end of 2021, equivalent to 61% of GDP and ending the chain of increase in market size since 2011.
- **Geopolitical developments in the world as well as change in monetary policies of many major central banks have significantly affected the world stock market in general and the Vietnam stock market in particular.** Russia's "special military operation" in Ukraine began on February 24, 2022 causing prices of many essential commodities such as crude oil, corn, wheat... to skyrocket, many major economies in the world such as the United States, Britain, Germany... claim the record of the highest inflation rate in 30-40 years. Rising inflation has pushed central banks into an unprecedented "interest rate" hike race.

Vietnam's stock market developments in 2022



(Source: SHS Research)

- **The market capitalization is adjusted downwards according to market movements.** Market capitalization reached USD 238.31 billion, a decrease of 30.6% YoY and equivalent to 58.7% of GDP. The deep downward correction of stocks occurs when the psychological state is the negative and cautious sentiment which dominates the market capitalization adjusted after the previous sublimation period.
- **Total market liquidity declined sharply, in contrast to the number of new accounts opened by investors.** In the whole year 2022, the average transaction value reached more than VND 20,350 billion/session, decrease 23.46% compared to the average in 2021. The number of new accounts opened by domestic investors in 2022 reached nearly 2.6 million accounts. This is a record number in 22 years of operation of Vietnam's stock market, surpassing the total number of new accounts opened in 6 years from 2016 to 2021 combined. The overall number of domestic investors' stock accounts will surpass 6.8 million by the end of 2022, or nearly 6.9% of the country's population, exceeding the 5% target according to Vietnam's stock market development strategy by 2025.
- **The derivatives market became vibrant, attracting a large number of investors and recording many new records.** The number of trading contracts increased from an average of 135,000 contracts/session in the first quarter of 2022 to 434,900 contracts/session at the end of the year, equivalent to an increase of 3.2 times. The total transaction volume and nominal value of the derivative market in 2022 reached 67.9 million contracts and 8,123,577 VND billion, up 43.51% and 24.11% respectively compared to 2021. By the end of 2022, the number of derivative trading accounts reached more than 1.18 million accounts, an increase of 61% compared to the end of 2021. The warrants market (CW) was quite bustling when the average trading volume reached 32.2 million CW/session, an increase of 52.6% compared to 2021, although the total education value decreased from 17,600 billion (2021) to 5.180 billion in 2022 due to a sharp drop in the underlying stock price. In 2022, there were a total of 368 CWs listed on the exchange through 8 securities companies, of which KIS issued the most with 124 CWs.
- **The corporate bond market underwent a quiet 2022 in the context of many strict regulations on the conditions for issuing and trading corporate bonds.** Specifically, in the past year, the total value of bonds issued was VND 255,164 billion. Private corporate bonds have 420 issuances, with an approximate value of VND 244,565 billion, down 66% over the same period last year. Corporate bonds issued to the public are worth VND 10,599 billion, down 65% compared to 2021. The banking group ranked first in terms of issuance value with 136,772 VND billion, accounting for 53.6% of the total issuance value. The real estate group continued to hold the second position with an issuance value of VND 51,979 billion, accounting for about 20.4%. Compared to 2021, the amount of bonds issued by real estate sector decreased by nearly 76%.
- **The listing and registration of transactions on 3 exchanges were less active, equitization and divestment activities of the SOEs were stagnant.** In 2022, there were a total of 49 newly registered stock codes, lower than the result of 74 codes in 2021. None of the SOEs have been equitized in 2022, due to many obstacles and difficulties in the process of determining the value of enterprises has not been resolved.
- **Regarding policies, many new legal documents have been issued such as:** Decree 65/2022/NĐ-CP amending Decree 153/2020/NĐ-CP on private placement of bonds, Resolution 86/NQ-CP on safe, transparent, effective and sustainable capital market development to stabilize the macroeconomy, mobilize socio-economic development resources, Decision 1479/QĐ-TTg dated 11/29/2022 approving the Plan to reorganize SOEs in the period 2022 – 2025... In addition, the Vietnam Stock Exchange has also introduced a number of new regulations: (i) Shortening the payment cycle, through which investors can sell stocks immediately on the afternoon of T+2 instead of T+3, (ii) Executing odd lot transactions at HOSE, (iii) Changing the expiry price calculation of the Futures Contract by averaging the execution price in the last 30 minutes after excluding the 3 highest index values and 3 lowest index values of continuous execution and (iv) Raising the derivative margin ratio from 13% to 17% from December 2022.
- **Some unexpected events and developments that have a negative impact on the stock market in 2022:** Cases related to FLC Group, Tan Hoang Minh Group, Van Thinh Phat Group...and many other cases on financial markets have raised concerns about the breakdown in the corporate bond market and have a significant impact on market sentiment. On the other hand, the geopolitical conflict between Russia and Ukraine occurred in February, causing the world and central banks to enter an unprecedented interest rate race – the world stock market in general and Vietnam in particular experienced a sharp decline after the positive developments of the period 2020-2021.
- **Foreign investors returned strongly - the bright spot at the end of the year for the market.** The foreign investors net bought $910 million in 2022, including net purchases on the stock market with a value of $1.25 billion; and net sold USD 336 million on the secondary government bond market they. Especially in the last 2 months of 2022, foreign investors net bought 30,268 VND billion on 3 floors has assisted the index recover positively and assist the investor sentiment not to be too pessimistic in the context that the market has dropped sharply. Good net buying helped foreign investors to net buying throughout 2022 – almost equivalent to the period of 2017.

Statistics of Vietnam Stock Market in 2022

Indicators	2019	2020	2021	2022	+/- 2022 compared to 2021 (%)
VN-Index	961.0	1,103.9	1,498.28	1,007.09	-32.8%
HNX-Index	102.5	203.1	473.99	205.31	-56.7%
Upcom-Index	56.6	74.5	112.63	71.65	-36.4%
Market capitalization (trillion VND)	4,384	5,294	7,729	5,261	-31.9%
Capitalization/GDP	72.6%	84.2%	112.8%	61%	-45.9%
Number of accounts (million accounts)	2.4	2.8	4.3	6.8	58.1%
Total number of shares and listed fund certificates	744	755	760	757	-0.4%

(Source: SHS Research)

ACTIVITIES OF STOCK 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 2022. In comparison to the same period last year, most securities companies reported revenue yet substantially decreased earnings or even declared losses. In which a combined revenue of more than VND 52.6 trillion and an after-tax income of VND 10.1 trillion, 42 stock businesses have announced profitable operating results.
- Regarding brokerage and self-trading activities, most companies reported a sharp decrease in revenue and profit of both segments compared to 2021. Among the key causes: VN-Index has the main trend of decline throughout the year; the decline is above 30% and is accompanied by poor liquidity, confusion, and some pessimism among investors. Competition for brokerage market share continues to be fierce in many aspects such as technology and user experience, transaction fees, commissions for collaborators. The outcomes of traditional operations of securities companies have been impacted by the market conditions, which have progressively gotten more challenging.
- Due to (i) changes in the legal framework, tighter issuance requirements, corporate bonds trading, and public offering; (ii) issues with the process of equitization and divestment of SOEs; and (iii) significant events and cases that have occurred in the financial market, consulting, agents and underwriting face many challenges. The amount of corporate bonds issued fell sharply; the entire amount of corporate bonds issued in 2022 was VND 255,164 billion, down 66% compared to the previous year.

MODIFICATIONS IN THE LEGAL FRAMEWORK

Department	Document number	Date of issued document	Document content	Effectiveness of implementation date	Alternative Document
Law	**Issued in 2022**				
	03/2022/QH15	01/11/2022	Amending and supplementing a number of articles of the Law on Public Investment, the Law on Public-Private Partnership Investment, the Law on Investment, the Law on Housing, the Law on Bidding, the Law on Electricity, the Law on Enterprises, the Law on Special Consumption Tax and the Law on Enforcement of Civil Judgments	03/01/2022	None
	Effective since 2022				
	None				
Decree	**Issued in 2022**				
	65/2022/NĐ-CP	09/16/2022	Amending and supplementing a number of articles of Decree No. 153/2020/NĐ-CP dated December 31, 2020 regulating the offering and trading of individual corporate bonds in the domestic market and the offering of corporate bonds to the international market.	09/16/2022	None
	41/2022/NĐ-CP	06/20/2022	Amending and supplementing a number of articles of Decree No. 123/2020/NĐ-CP dated October 19, 2020 of the Government governing invoices and vouchers and Decree No. 15/2022/NĐ-CP dated January 28, 2022 of the Government regulating tax exemption and reduction policies according to Resolution No. 43/2022/QH15 of the National Assembly on fiscal and monetary policies to support the socio-economic recovery and development program	06/20/2022	None
	Effective since 2022				
	128/2021/NĐ-CP	12/30/2021	Amending Decree 156/2020/NĐ-CP governing the sanctioning of administrative violations in the field of stock and stock market	01/01/2021	None

Department	Document number	Date of issued document	Document content	Effectiveness of implementation date	Alternative Document
Circular	**Issued in 2022**				
	06/2022/TT-BTC	02/08/2022	Guiding the supervision of the SSC compliance with stock activities of the Vietnam Stock Exchange and its subsidiaries and the Vietnam Stock Depository and Clearing Corporation	03/24/2022	Circular No. 116/2017/ TT-BTC Circular No. 35/2019/TT-BTC
	25/2022/TT-BTC	04/28/2022	Regulations on the collection, remittance, management and use of fees, charges in the field of stock	07/01/2022	Circular No. 272/2016/TT-BTC
	Effective since 2022				
	101/2021/TT-BTC	11/17/2021	Regulations on service prices applied at the Stock Exchange and the Vietnam Stock Depository and Clearing Corporation	01/01/2022	Circular No. 127/2018/TT-BTC Circular No. 14/2020/TT-BTC Circular No. 70/2020/TT-BTC Circular No. 30/2021/TT-BTC
	102/2021/TT-BTC	11/17/2021	Regulations on service prices apply to stock trading organizations and commercial banks participating in the stock market.	01/01/2022	Circular No. 128/2018/TT-BTC
	114/2021/TT-BTC	12/17/2021	Abolition of Circular 146/2014/TT-BTC guiding the financial regime for securities companies and fund management companies issued by the Minister of Finance.	02/01/2022	Circular No. 146/2014/TT-BTC
	120/2021/TT-BTC	12/24/2021	Regulations on the level of collection of some fees and charges, in order to support and remove difficulties for those affected by the Covid-19 pandemic promulgated by the Minister of Finance.	01/01/2022 - 06/30/2022	None
Decision					
Prime minister	**Issued in 2022**				
	None				
	Effective since 2022				
	None				
Ministry of Finance	**Issued in 2022**				
	None				
	Effective since 2022				
	None				

Department	Document number	Date of issued document	Document content	Effectiveness of implementation date	Alternative Document
Government Stock Commission	**Issued in 2022**				
	None				
	Effective since 2022				
	None				
Vietnam Stock Exchange	**Issued in 2022**				
	01/QĐ-SGDVN	01/20/2022	Membership Regulation of the Vietnam Stock Exchange	01/20/2022	None
	06/QĐ-SGDVN	02/25/2022	Regulations on information technology systems connecting transactions to Ho Chi Minh City Stock Exchange, Hanoi Stock Exchange	02/25/2022	None
	17/QĐ-SGDVN	03/31/2022	Regulation on Listing and trading listed stocks	03/31/2022	None
	20/QĐ-SGDVN	05/20/2022	Regulations on Listing and Future Contract Transactions	05/20/2022	
	618/QĐ-SGDVN	08/29/2022	Regulations on Mediation of disputes related to securities transactions between members of the Vietnam Stock Exchange	08/29/2022	None
	30/QĐ-HĐTV	08/31/2022	Decision on amending and supplementing the Regulation on Listing and Stock Trading of the Vietnam Stock Exchange	08/31/2022	None
	34/QĐ-HĐTV	11/16/2022	Regulation on Registration and Management of Unlisted Securities Transactions	11/16/2022	None
	Effective since 2022				
	None				
Hanoi Stock Exchange	**Issued in 2022**				
	223/QĐ-SGDHN	04/11/2022	Decision on promulgating the Process of Information Technology system connecting transactions to the Hanoi Stock Exchange	04/11/2022	None
	396/QĐ-SGDHN	06/20/2022	Decision on the issuance of the Government's Debt Instrument Transaction Process, Government-Backed Bonds Issued by the Policy Bank and Local Government Bonds at the Hanoi Stock Exchange	06/20/2022	144/QĐ-SGDHN (04/20/2021)
	398/QĐ-SGDHN	06/20/2022	Decision on promulgating the process of term repurchase of Government bonds from the Government fund temporarily idle of the Government Treasury at the Hanoi Stock Exchange	06/20/2022	None

Department	Document number	Date of issued document	Document content	Effectiveness of implementation date	Alternative Document
Hanoi Stock Exchange	890/QĐ-SGDHN	12/30/2022	Decision No. 890/QD-SGDHN on promulgating the Procedure for participation in bidding for debt instruments of the Government, Government-guaranteed bonds issued by Vietnam Bank for Social Policies and Municipal bonds in Hanoi Stock Exchange	12/30/2022	276/QĐ-SGDHN (08/03/2012) 576/QĐ-SGDHN (09/04/2015) 373/QĐ-SGDHN (16/15/2016) 381/QĐ-SGDHN (07/28/2020) 382/QĐ-SGDHN (07/28/2020) 383/QĐ-SGDHN
	Effective since 2022				
	None				
	Issued in 2022				
Ho Chi Minh Stock Exchange	201/QĐ-SGDHCM	04/08/2022	Regulations guiding the Regulation on information technology systems connecting transactions to the Stock Exchange of Ho Chi Minh City, Hanoi Stock Exchange	04/08/2022	None
	Effective since 2022				
	None				
	Issued in 2022				
VSD	109/QĐ-VSD	08/19/2022	Regulation on clearing and settlement of securities transactions at VSD	08/29/2022	Decision No. 211/QĐ-VSD dated December 18, 2015
	61/QĐ-VSD	05/16/2022	Regulation on clearing and settlement of derivative securities transactions at the Vietnam Securities Depository	06/01/2022	Decision No. 96/QĐ-VSD of 2017
	84/QĐ-VSD	06/23/2022	Decision 2022 on the Regulation on clearing members of derivative securities at the Vietnam Securities Depository	06/23/2022	Decision No. 95/QĐ-VSD of 2017
	110/QĐ-VSD	08/19/2022	Regulations on depository members at VSD	08/29/2022	Decision No. 112/QĐ-VSD of 2021

Department	Document number	Date of issued document	Document content	Effectiveness of implementation date	Alternative Document
VSD	115/QĐ-VSD	09/09/2022	Regulation on management and use of the Clearing Fund for the Derivative stock market at the Vietnam Securities Depository Center	09/09/2022	Decision No. 97/QĐ-VSD dated March 23, 2017, Decision No.145/QĐ-VSD dated August 4, 2017 amending and supplementing the Regulation on management and use of the Clearing Fund issued together with Decision No.97/QĐ-VSD dated March 23, 2017
	160/QĐ-VSD	11/15/2022	Regulations guiding the registration of security interests for registered securities concentrated at VSD	11/15/2022	Decision No. 110/QĐ-VSD dated August 23, 2021
	Effective since 2022				
	None				



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

Advantages

- Prices rose and monetary policy tightened in many regions of the world in 2022, as the global economy dealing with numerous uncertainties brought on by the geopolitical confrontation between Russia and Ukraine and the disruption of supply chains caused by China's anti-Covid-19 policy. Meanwhile, Vietnam's economy achieved high growth, several macroeconomic indicators, including interest rates, currency rates, and inflation, are largely steady and under control. This will provide strong support for the domestic stock market's recovery and expansion.
- Stock market valuation is at an attractive level, many good stocks are discounted to reasonable price areas, even to the historical bottom, has created many investment opportunities, promising to bring high yields in the medium and long term, attracting the attention of domestic and foreign investors. In November 2022, there was a time when VN-Index traded at the P/E level 10.91 times, the lowest level of 10 times (10.34 times) that the market recorded on November 5, 2012. By the end of 2022, the VN-Index reached 1,007.09 points, P/E of the whole market at 11 times, P/B at 2 times. Compared to the average valuation of VN-Index (about 16 times) and the stock index of ASEAN-6 countries, the valuation according to the current P/E of VN-Index is significantly lower.
- The current system of legal documents (Securities Law, Enterprise Law, Decrees, Circulars, implementation guidelines...) has contributed to improving the quality of enterprises as well as the quality of goods on the Vietnam Stock Market, creating opportunities for securities companies to diversify the methods and types of services provided; At the same time, these legal documents also create a basis to improve the effectiveness and efficiency of management and supervision of State management agencies, protect the legitimate rights and interests of investors, and increase market belief.

Difficulties

- Russia's special military operation in Ukraine, the Covid-19 pandemic in China sparked a series of unusual fluctuations in world commodity markets and then the fight against inflation on a global scale. These events have created a challenging context for the recovery and development of Vietnam's economy after the pandemic. In order to control inflation and in line with the general trend in the world, the Government Bank of Vietnam applies tight monetary policy, maintaining a high interest rate. As a corollary, cash flow was drained out of Vietnam's stock market for most of 2022. The VN-Index has become one of the sharpest declining index in the world.
- The efforts to make the financial and securities market healthy in Vietnam by the authorities in recent years have had some negative effects such as the appearance of many false rumors, creating psychological instability, loss of confidence of a part of investors, especially individual investors, leading to overreactions, panic trading sessions, mass selling... Due to the lack of demand, the stock market in 2022 is difficult to recover and continue the downward trend, adversely affecting the business activities of securities companies.
- Decree 65/2022/NĐ-CP amends and supplements a number of articles of Decree 153/2020/NĐ-CP regulating the offering and trading of individual corporate bonds and Circular 16/2021/TT-NHNN changes a number of regulations on how credit institutions and branches of foreign banks buy and sell corporate bonds, sets higher conditions for corporate bond issuers and limits the number of investors to participate in corporate bond transactions compared to the previous regulations, significantly narrowing the size of new corporate bonds issued in 2022. In the context that real estate credit is difficult to expand, the restriction of capital mobilized from bonds has a negative impact on the real estate market, the financial market in general and the securities advisory and guarantee activities of securities companies in particular.

POSITIONING SHS

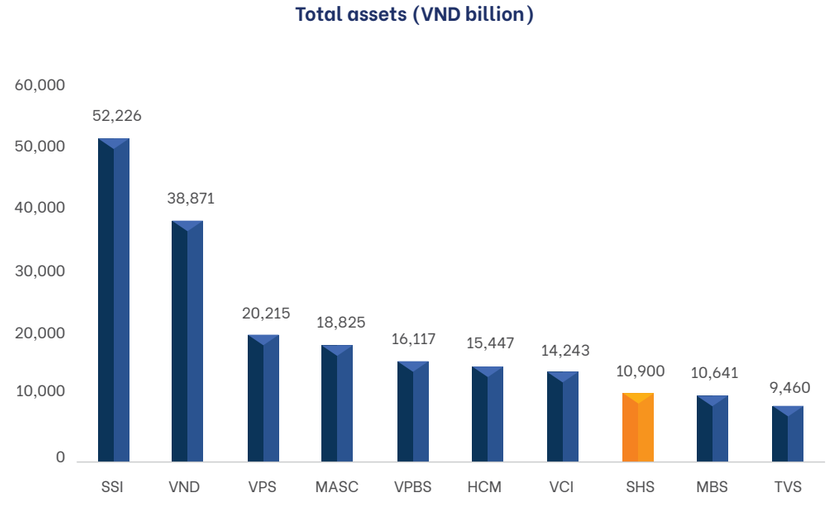
Comparison of SHS to the market and industry competitors (2022)

Criteria	EPS (VND/Share)	P/E	P/B
SHS	238	35.1	0.7
VN-Index	3,925	11.0	2.0
HNX-Index	2,389	12.0	1.0
Upcom - Index	3,181	11.0	2.0
Financial services sector	1,876	9.0	1.0

(Source: FiinPro, SHS Research)

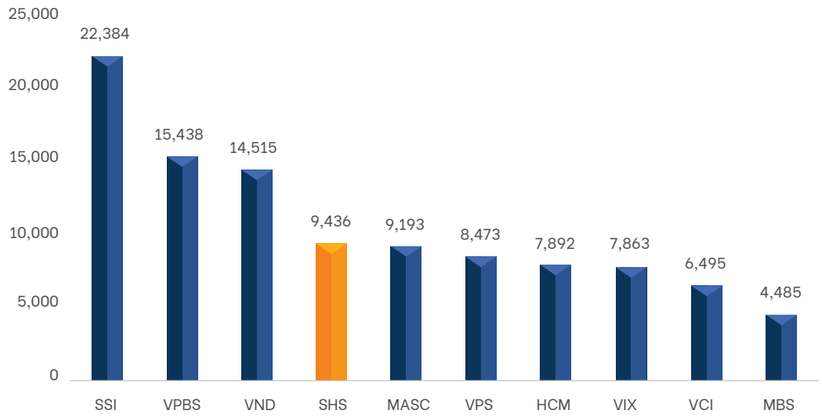
In 2022, compared to the stock market in general and the stock sector in particular, SHS shares have business results and EPS is quite modest. However, with equity and cashew capital of VND 9,436 billion and VND 8,132 billion respectively, ranking 4th in the securities industry with the total assets of VND 10,900 billion, ranking 8th in the industry, the Company has prepared all necessary resources to break through in the future.

Comparison of SHS with other securities companies (data in 2022)

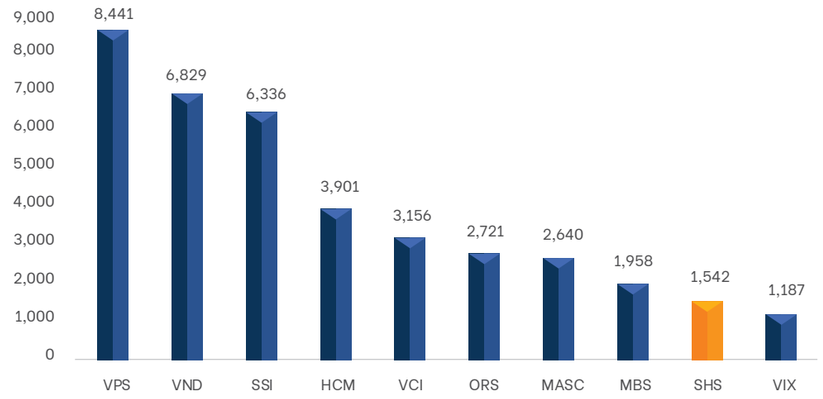


(Source: FiinPro)

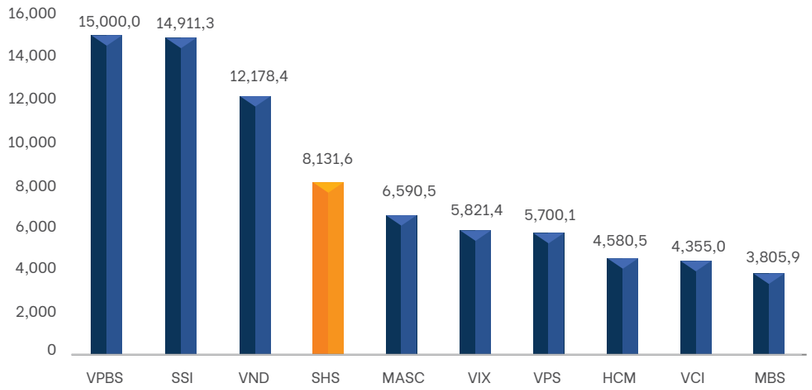
Owners' equity (VND billion)



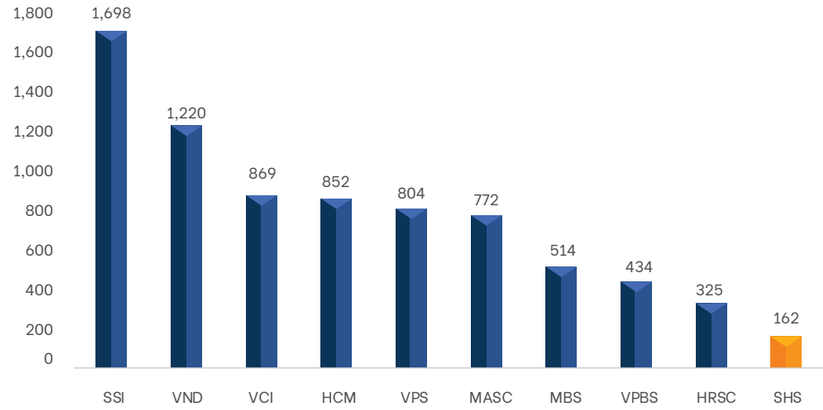
Revenue (VND billion)



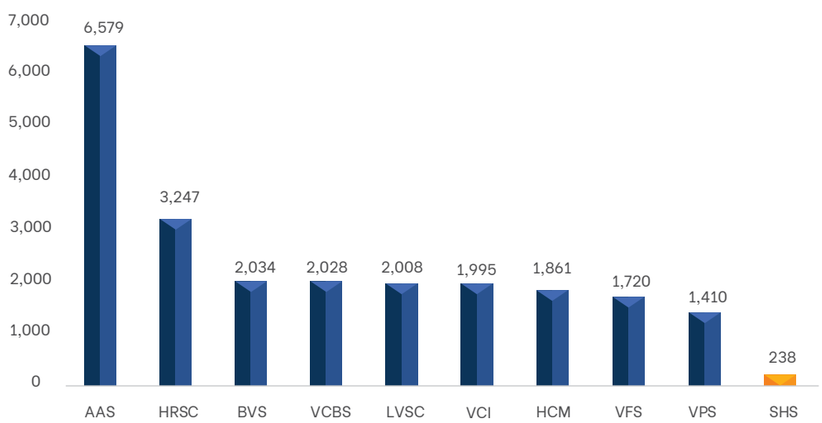
Chartered capital (VND billion)



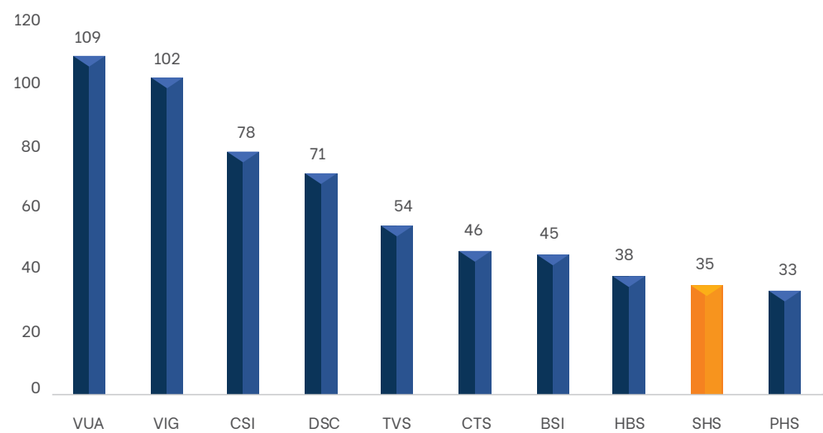
Profit after taxes (VND billion)



EPS (VND/share)

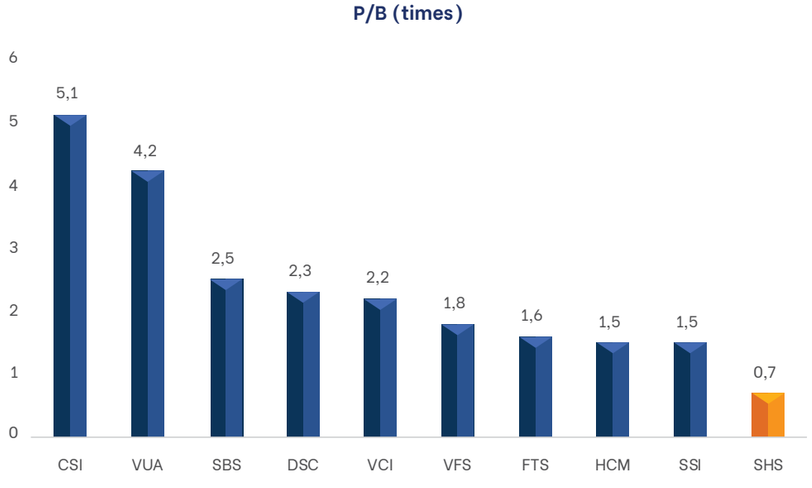


P/E (times)



(Source: FiinPro)





(Source: FiinPro)

In terms of equity and charter capital, SHS is ranked fourth among securities businesses. It is ranked eighth in terms of total assets and ninth in terms of net revenue. SHS, however, came in 18th place for P/B. This demonstrates that the Company has set up a strong capital buffer for the challenging year 2022, decreased bank and bond outstanding balances, reduced interest pressure, maintained healthy financial aims, and kept stock valuation competitive with other businesses in the same industry.

REPORT OF THE BOARD OF DIRECTORS

EVALUATION OF THE OPERATIONAL ASPECTS OF THE COMPANY

Overall Assessment

SHS has affirmed its outstanding capacity and established its prestige and position in the market, particularly in the area of investment banking business and securities brokers, which has a broad base of potential clients. A bright point for 2022 was the fixed income activities becoming Top 1 Member with the Largest Market Share of Government Bond Brokerage Transactions in HNX (the group with a Market Share of over 10%) and establish itself as a reliable broker for major banks and insurance companies.

In 2022, SHS has completed the increase of charter capital to VND 8,131.6 billion, becoming the fourth-largest securities company in the market. Additional capital is used to finance margin lending, trading in shares and valuable papers on the market. The effective use of resources, increasing benefits for shareholders as well as customers and partners is a priority of the Company.

Investors are able to easily trade, track, and manage assets thanks to the company's introduction and deployment of the SHTrading trading platform, which includes a number of contemporary features and a user-friendly interface. On the occasion of its 15th anniversary, the Company has also put into place a number of preferential policies, bringing down interest rates and transaction fees to levels that are competitive, enhancing the quality of services to satisfy the needs of clients and investors, and gradually regaining market share while maintaining operational effectiveness.

The implementation of the 2022 business plan has been approved

The Annual General Meeting of Shareholders 2022 has approved Resolution No. 02-2022/NQ-ĐHĐCĐ of Shareholders on the Company's 2022 business plan based on assumptions about the macroeconomic situation, the development of Vietnam's stock market as well as the market share of SHS brokers that can be achieved. In fact, the implementation of the business plan according to the Company's 2022 Annual General Meeting of Shareholders Resolution is carried out as follows:

	Estimated plans	Implementation	Assessment
I. ASSUMPTIONS			
1. Macroeconomic situation	Vietnam's economy grew steadily throughout the year	The macroeconomic situation is relatively stable throughout the year	The real situation is better than the assumption.
2.Average transaction value of the whole market	VND 27,250 billion/session	VND 20,680 billion/session	The real situation is not as good as assumed.
3. SHS market share	▶ HOSE exchange: 3.8% ▶ HNX exchange: 6.0% ▶ Upcom exchange: 2.0%	▶ HOSE exchange: 1.9% ▶ HNX exchange: 2.2% ▶ Upcom exchange: 1.35%	The real situation is not as good as assumed.
II. PLANS			
1. Total revenue and other income	VND 3,428.2 billion	VND 1,547.6 billion	Failed to achieve the target
2. Total costs	VND 1,402.6 billion	VND 1,350.4 billion	Failed to achieve the target
3. Total accounting profit before tax	VND 2,025.6 billion	VND 197,3 billion	Failed to achieve the target

In 2022, the stock market has many unpredictable fluctuations, negatively affecting the business results of securities companies in general and SHS in particular. Cummulative of the whole year 2022, SHS recorded VND 1,542 billion in revenue, a decrease of 47% compared to the implementation results in 2021. Profit after tax reached VND 162 billion, down 76% compared to the same period last year. The Company has taken many measures to minimize risks, protect assets for investors, customers as well as the Company's own such as: narrowing the size of margin lending, reducing the size of investments, reducing financial obligations, increasing cash and deposit holdings and continuously advising investors to manage risks when the market declines, the trend of recovery is not clear.

The business results of some of the Company's main business activities are as follows:

Securities brokerage activities:

With unfavorable situation of the stock market in 2022, the business results of securities brokerage activities are less positive. Specifically, total revenue of securities brokerage for the whole year reached VND 332.9 billion, down 40% compared to the same period last year and did not meet the set business plan. Brokerage activities contribute 21.6% of the company's total revenue and are still being focused on investment and development in order to expand its market share. In the context that the stock brokerage market continues the competitive trend of reducing transaction fees to capture market share and increasing the commission rate for brokers and collaborators to attract personnel, SHS still prioritizes maintaining profit margins and ensuring business efficiency. Therefore, brokerage activities also face many limitations in attracting more personnel and developing business.

Financial services activities:

Similar to securities brokerage activities, financial services activities also face many difficulties in 2022. Revenue from this activity reached VND 567.9 billion, down 17.5% compared to 2021, equivalent to 58% of the year plan. Financial services revenue accounted for 36.8% of total revenue, becoming the Company's largest source of revenue. Interest rate policies are designed to be flexible, suitable for the needs of each customer group. Policies on control and handling of loan recovery and asset disbursement are also appropriately structured to ensure capital safety and strictly comply with the Company's risk management policy. The lending scale as of December 31, 2022 reached VND 2,293.4 billion, down 53% over the same period in 2021, this activity has not fully exploited the potential of the market and the capital strengths of the Company.

Investment activities:

In general, in 2022, investment activities recorded total revenues and expenses of VND 495.3 billion and 725 billion, respectively mainly due to the difference in the revaluation of listed investments accounting for profit and loss at market prices. Revenues from investment activities is lower than that of 2021 due to the "profit reduction" of the medium-term portfolio whose profit at market price was accounted for in the previous periods. At the end of 2022, the investment scale of the Company reached VND 5,911.7 billion, an increase of 73.7% over the same period last year. The underlying portfolio has been put into a safe state. The company actively holds large amounts of cash to prepare for new investment opportunities.

Financial advisory and underwriting, issuing agent activities:

2022 is a difficult year for corporate bonds. The corporate bond market in 2022 is gloomy, the volume of newly issued bonds decreased by 61% compared to 2021. IPO and new listing activities on the Vietnamese stock market are quite quiet, the consultancy on divestment and equitization of State-owned enterprises is still difficult and unresolved. In addition, a number of major events and incidents occurring in the financial market have disadvantaged the stock market in general and financial advisory and underwriting activities in particular. Revenue from financial consulting and underwriting, issuing agents reached VND 110.4 billion, down 12% compared to the same period last year, equivalent to 61% of the year plan.

Business activities of fixed income products (Fixed income):

Is a bright spot, contributing positively to the Company's business results in 2022. Total operating revenue in 2022 reached VND 295.9 billion, equivalent to 177.4% of the plan. Government bond brokerage activities of SHS for the first time reached the Top 1 member with the largest market share of Government bond brokerage in HNX (group of over 10% market share). The value of brokerage transactions placed orders for customers in 2022 reached 83,700 VND billion, an increase of 11.6% compared to 2021. The company also acted as an agent to issue bonds and certificates of deposit to credit institutions with sales of VND 26,275 billion.

The improvement of the system and ensuring financial safety, risk management

In 2022, the Company has strictly complied with the provisions of law and the Company's Charter. The Company's Charter and the system of internal regulations on finance, securities trading operations have been updated and adjusted to suit the changes in the law and the actual situation of the Company's operation. Human resource work and improvement of the internal process and regulations are still paid attention and attention. The Company has also implemented synchronous solutions to improve the financial capacity of the Company such as increasing capital (through offering more shares to existing shareholders, issuing shares to pay dividends and increasing capital from equity capital), restructuring the asset portfolio, settling bonds ahead of time, improving business efficiency... The Company's financial safety ratio meets current legal regulations. The company does not use the Settlement Support Fund of the Vietnam Securities Depository in 2022. Risk management, internal control, and internal audit continue to receive significant attention. Departments of the Support Division always ensures the highest transparency and compliance, as well as minimizing the risks in the Company's operations.

The enhancement of competitiveness ability and business reputation

In order to gradually increase SHS' competitiveness and successfully seize market possibilities to boost company performance, the Board of Directors and its collective of officers and employees always put the efforts into working in synchronization to execute solutions. Additionally, business processes are enhanced and standardized with the goal of streamlining processes, enhancing product quality, and increasing customer experiences. The pioneering and market-leading positions that SHS' goods and services once held have since ceased to exist, but they are still well-regarded for their high quality, adaptability, and ability to meet a wide range of investor demands.

The company has used additional and mobilized capital to supplement key business activities such as margin lending, brokerage and fixed income products (Fixed income) according to the plan approved by the General Meeting of Shareholders. Primary Information Technology projects have been accelerated and completed the information infrastructure investment of Phase 1, continue to implement Phase 2. Regarding payment solutions, SHS has successfully connected with SHB to implement the collection and payment solution and successfully implement the online account opening solution for customers (eKYC).

In 2022, the Company temporarily stopped expanding its area of operation and recruiting large numbers of personnel. As an alternative, SHS concentrates on training core staff, enhancing professional expertise for departments and divisions of the Business Division and the Support Division, along with the selective hiring of competent, professional, and experienced personnel to fill vacant and weak positions. SHS aims to raise employee quality, encourage dedication and understanding of the company culture, and lower the expense of hiring new employees.

Derivatives and secured warrants activities have been approved by the General Meeting of Shareholders, the Company has prepared sufficient resources and dossiers to request the SSC and State management agencies to grant business licenses. In the nearest time, the Company will conduct the implementation of these services and ensure compliance with the law, bringing benefits to shareholders and investors.

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 check the Award Section – General Information of the Company*).

Implementation of responsibility for environmental and social issues

In 2022, in addition to the efforts to implement the business plan assigned by the General Meeting of Shareholders, the Company also focuses on implementing responsibilities for social and environmental issues.

Regarding environmental issues and energy saving: all officers and employees of the Company save electricity, water, and stationery in the process of working, carry out reasonable reuse or treat office waste scientifically, contributing to minimizing harm to the environment. The company also has many positive contributions to the green capital market through key activities such as brokerage, analysis, investment, consulting... with priority given to green investment, green stocks and government bonds, green corporate bonds contributing together with the Government and enterprises to protect the environment and social security.

On social issues, the Company ensures stable jobs with competitive income for all employees of the Company, without the use of child labor or forced labor. Gender balance in labor as well as the freedoms of workers in accordance with the law are always guaranteed. The average income of officers and employees is about VND 27 million/person/month, although the company's business conditions are still difficult. The company also actively carries out periodic health checks for employees, controls and prevents the Covid-19 in the workplace, supports employees and relatives to vaccinate, maintains health to ensure work and activities at the Company.

SHS has always believed that it is its duty and responsibility to share in and support community, health, and educational initiatives, especially as the Company develops and expands. In the past year, more than 3 VND billion of support money has been sent to disadvantaged communities and localities.



EVALUATION OF THE BOARD OF MANAGEMENT'S ACTIVITIES

Despite the fact that the business results for 2022 fell short of the plan set forth by the General Meeting of Shareholders, the Board of Directors acknowledges the outstanding efforts made by the Board of Management and all Company workers in light of the unanticipated market volatility. To maintain financial outcomes for the Company and shareholders, the Board of Management has consistently worked to acquire and develop customers and partners, organize funding sources, develop goods, and structure portfolios. In addition, there are numerous financial and technological benefits to maintaining organizational stability and strong risk management in the midst of fierce competition among securities businesses.

The Board of Management has performed well the role of leading and transmitting fire to the Company's staff, constantly promoting creativity, action and initiative in work; constantly learning knowledge and accumulating experience as well as mobilizing many resources to reach the market and customers; careful, strict in management and administration for the Company's apparatus to operate effectively.

The Board of Management has also properly recognized the difficulties of the fiscal year 2022, exploiting the opportunities of the market to recover in the last months of 2022 and early 2023, fully exploiting the opportunities and advantages of SHS in strongly developing key business activities such as investment, financial services, business of fixed income products, financial advice and underwriting.

BUSINESS PLAN AND ORIENTATION FOR 2023

Stepping to 2023, the stock market is expected to continue to improve and rise on the expectation that Vietnam's economy will expand as a result of the Government's accommodating opening policies.

In 2023, Vietnam's stock market will continue to develop towards acceleration and sustainability and a key capital mobilization channel for the economy in the long term. And SHS continues to be a confident, dynamic, impressive and quality subject as a member securities company and a listed business.

The highlight in 2023 is that SHS focuses on promoting brokerage-related services, the number of new accounts and the net worth of customers must grow higher. After upgrading software and modernizing information technology systems, SHS plans to put derivative products into operation in 2023.

SHS aims at sustainable development with the goal of "***All for the growth of customer's net assets***", continuing to maintain its position as one of the leading securities brokers in Vietnam, in the Group of securities companies with the largest market share of securities brokers on both HOSE and HNX. In addition, the business segment that needs to develop more in 2023 is services, the company aims to continue to develop sustainably, safely, effectively, with strong financial capacity, providing diverse and differentiated products and services.

The Board of Directors directs the Board of Management to continue implementing the following main tasks:

- Perform the strategic objectives assigned by the General Meeting of Shareholders perfectly, comply with the law, the Company's Charter and the operation orientation of the Government management agency.
- Continue to apply measures to improve governance capacity in accordance with international standards on corporate governance, risk management and financial safety; ensure that SHS operates transparently, safely, effectively and in compliance with legal regulations.
- Continue to improve the system of regulations, professional processes, create a legal corridor for business activities on the basis of compliance with legal regulations and improve professionalism.
- Continue to diversify products and services; maintain an effective style of self-employment; improve the system of regulations, professional processes... on the basis of complying with legal regulations and improving professionalism.
- Continue to invest in listed securities, realize unlisted investments, restructure portfolios through participation in equitization auctions, IPOs of SOEs, divestment outside the industry of corporations, and debt restructuring activities of banks.
- In addition, the issuance and listing of assessed shares will continue to be promoted, thereby creating great opportunities for SHS' Investment, Brokerage, Advisory and Underwriting activities.
- Deploy the new charter capital effectively with reasonable conditions and timelines to increase competitive advantage for SHS in the context of competitive pressure from other securities companies with more abundant capital and charter capital; at the same time to meet new requirements on business capital, provide new products and services.
- Implement the derivative securities and warrants business plan, investment activities, consulting, brokerage and development of bond products in accordance with the market situation and conditions of SHS;
- Promote the spirit of Integrity – Solidarity – Responsibility – Discipline – Self-Discipline of each officer and employee in the Company in order to create and maintain collective strength.
- Sustainable SHS development, focusing on community work, environmental protection and social security, demonstrating high responsibility to society and the community.

REPORT OF THE BOARD OF MANAGEMENT

BUSINESS REPORT

Comparison with the plan

In 2022, Vietnam's economy confronted numerous obstacles and was under pressure from unpredictable fluctuations in both the domestic and global economies. Vietnam has made numerous outstanding advancements in macroeconomic stability and economic growth, though. The GDP increased by 8.02% over the same period in 2022, exceeding the goal and being the fastest growth since 2011. The three sectors of agriculture, industry, construction, and services have all made good and consistent improvements since the pandemic, which has helped the economy bounce back positively.

Despite the positive macroeconomic growth figures, Vietnam's stock market declined sharply, both in terms of index points and liquidity in 2022. Securities companies have gone through a tough year, the majority of companies did not complete their business plans, some reported losses.

Total revenue and other income in 2022 of SHS reached VND 1,547.7 billion, reaching 45% of the annual plan. Meanwhile, the total cost of the Company in the year was VND 1,350.4 billion, equivalent to 96% of the plan. Therefore, the Company's pre-tax accounting profit in 2022 reached VND 197.3 billion, equivalent to 9.7% of the plan assigned by the Annual General Meeting of Shareholders.

(Unit: VND billion)

No.	Indicators	2022 Plan	2022 Actual	Change	
				Amount	%
1	Total revenue and other incomes	3,428.2	1,547.7	(1,880.5)	45.1%
2	Total expenses	1,402.6	1,350.4	(52.2)	96.3%
3	Profit before tax	2,025.6	197.3	(1,828.3)	9.7%

Comparison with the previous year

(Unit: VND billion)

Content	2022 Actual	2021 Actual	Change	
			Amount	%
I. TOTAL REVENUE, OTHER INCOME	**1,547.7**	**2,899.8**	**(1,352.1)**	**-46.63%**
In which:				
1. Operating revenue	1,542.5	2,895.3	(1,352.8)	-46.72%
- Gain from financial assets at fair value through profit and loss (FVTPL)	464.4	1.484.3	(1.019.9)	-68.71%
- Gain from held-to-maturity (HTM) investments	30.8	-	30.8	100%
- Gain from loans and receivables	567.9	688.8	(120.9)	-17.55%
- Revenue from brokerage activities	332.9	553.9	(221.1)	-39.91%
- Revenue from underwriting and issuance agent services	26.8	113.4	(86.5)	-76.33%
- Revenue from securities investment advisory services	11.9	18.6	(6.7)	-36.23%
- Revenue from securities custodian services	23.5	24.0	(0.5)	-1.95%
- Revenue from financial advisory services	83.6	12.0	71.6	596.99%
- Revenue from other activities	0.7	0.4	0.2	51.21%
2. Financial income	5.0	3.9	1.1	28.13%
3. Other income	0.2	0.6	(0.4)	-66.38%
II. TOTAL EXPENSE, in which:	**1,350.4**	**1,146.9**	**203.4**	**17.74%**
1. Operating expense	1,088.8	832.9	255.9	30.73%
2. General and Administrative expense	98.2	164.9	(66.7)	-40.44%
3. Finance expense	163.3	149.1	14.2	9.54%
4. Other expense	-	-	-	-
III. PROFIT BEFORE TAX	**197.3**	**1,752.9**	**(1,555.6)**	**-88.75%**
IV. CORPORATE INCOME TAX (CIT) EXPENSE in which:	**35.1**	**356.6**	**(321.6)**	**-90.17%**
1. Current CIT expenses	86.8	316.5	(229.6)	-72.56%
2. Deferred CIT expenses	(51.8)	40.2	(91.9)	-228.91%
V. PROFIT AFTER TAX	**162.2**	**1,396.3**	**(1,234.1)**	**-88.38%**

Revenue

The total operating revenue of the Company in 2022 reached VND 1,547.7 billion, down VND 1,352.1 billion, equivalent to 46.6% over the same period last year. Compared to 2021, most of the Company's main business activities recorded a decrease in revenue. Details are as follows:

- **Revenue from investment in financial asset (through FVTPL) decreased by VND 989 billion, equivalent to a decrease of 66.6% compared to 2021.** Due to unfavorable market developments in 2022, the majority of key investments in the Company's medium and long-term portfolio have not achieved the expected results. However, at the end of the financial year, the Company has restructured its portfolio to a safer and prudent position, devoting financial resources to catch new investment opportunities.
- **Revenue from brokerage activities decreased by VND 221.1 billion, equivalent to a decrease of 39.9% compared to 2021.** The stock market in 2022 takes place with many unusual movements, the main trend is a decline in both liquidity and index scores. Meanwhile, competition between securities companies is increasingly fierce, many companies implement strategies to exempt, reduce transaction fees, reduce margin lending rates, increase brokerage commissions... to attract customers and brokers. The slow deployment of new trading software compared to other securities companies is also one of the reasons why SHS lost its advantage in the race for revenue and brokerage market share.
- **Interest from margin lending and receivables reached VND 567.9 billion, down 17.5% over the same period last year.** By the end of 2022, the loans outstanding balance reached only VND 2,293.4 billion, down 53% compared

to the end of 2021 due to declining borrowing demand. Interest rate policies have been flexibly adjusted to suit the needs of customers. Policies on control and handling of loan recovery and asset disbursement are also appropriately structured to ensure capital safety and strictly comply with the Company's risk management policies.

- **The remaining activities also recorded a decrease in revenue: revenue from financial advisory &issuance agencys reached VND 110.4 billion (down 12% compared to 2021), revenue from securities custodian services reached VND 23.5 billion (down 2% compared to 2021).** Financial advisory, underwriting, securities issuance agent activities in 2022 face many difficulties. The corporate bond market in 2022 is gloomy, the volume of newly issued bonds decreased by 61% compared to the same period last year. The IPO and new listing activities on the stock market in Vietnam as well as globally are quite quiet. The consulting activities on divestment and equitization of SOEs still has many difficulties and unresolved problems.

Expenses:

The total expenses in 2022 of the Company is VND 1,350.4 billion, reaching 96.3% of the plan and up 17.7% over the same period last year. Details are as follows:

- **The operating expense reached VND 1,088.8 billion, an increase of 30.7% compared to 2021.** The increase are mainly related to brokerage and self-trading activities... such as provision, loss from disposal of financial assets at FVTPL, transaction fees, custodian fees, salaries, external service costs... loss from disposal of financial assets at FVTPL accounted for the largest proportion and was the main reason for the sharp increase in operating expenses of the Company.
- **General & Administration expenses decreased by VND 66.7 billion compared to the previous year, reaching VND 98.2 billion.** In 2022, SHS has proactively reduced general management costs, actively collecting debts. Therefore, it also reduces provision for receivables, reducing financial pressure for the Company.
- **Financial expenses reached VND 163.3 billion, an increase of 14.2% compared to 2021.** Financial expenses (mainly interest expenses) of the Company increased due to the increase in the first 4 months of 2022, the vibrant trading market, the demand for margin loans and the working capital of the large Company. In the last 6 months of 2022, after successfully increasing capital, the Company restructured its capital sources, settling over VND 2,300 billion of bank loans and VND 500 billion of long-term bonds. As a result, financial costs in 2H2022 decreased significantly compared to the same period in 2021, reducing the pressure on interest expense.

Profit before and after tax:

For the whole year, SHS recorded profit before tax of VND 197.3 billion, down 88.75% compared to 2021. Profit after tax of the Company was VND 162.2 billion, a decrease of 88.38%.



STATEMENT OF FINANCIAL POSITION

Assets

(Unit: VND billion)

Items	12/31/2022		12/31/2021		Change	
	Amount	Weighting	Amount	Weighting	Amount	%
CURRENT ASSETS	**10,832.4**	**99.4%**	**10,839.0**	**99.3%**	**(6.7)**	**-0.1%**
Cash and cash equivalents	1,039.7	9.5%	652.0	6.0%	387.7	59.5%
Short-term investments	5,911.7	54.2%	3,403.3	31.2%	2,508.4	73.7%
Receivables	3,860.3	35.4%	6,779.3	62.1%	(2,919.0)	-43.1%
Others short-term assets	20.7	0.2%	4.5	0.0%	16.2	362.3%
NON-CURRENT ASSETS	**67.3**	**0.6%**	**71.8**	**0.7%**	**(4.6)**	**-6.4%**
Fixed assets	16.9	0.2%	14.1	0.1%	2.8	20.1%
Other long-term assets	50.3	0.5%	57.7	0.5%	(7.4)	-12.8%
TOTAL ASSETS	**10,899.6**	**100.0%**	**10,910.9**	**100.0%**	**(11.3)**	**-0.1%**

Asset structure

The Company's total assets at the end of 2022 reached VND 10,899.6 billion, which is not a significant change compared to the beginning of the year. Short-term assets as of 12/31/2022 reached VND 10,832.4 billion, accounting for 99.3% of total assets, a slight increase of 0.1% compared to 2021. The Company's current assets mainly include:

- **Short-term investments reached VND 5,911.7 billion, accounting for 54.2% of total assets, up 73.7% over the same period in 2021.** Short-term investments include: short-term deposits, listed and unlisted securities such as stocks, government bonds, bonds of banks and businesses, certificates of deposit of banks... In addition to stock investment, the Company also chooses for itself other stable and safe profitable assets, bonds issued by large and reliable partners.
- **Short-term receivables with an amount of VND 3,860.3 billion, the proportion decreased from 62.1% (2021) to 35.4% of total assets.** Short-term receivables include: receivables from loans for financial services, prepayments to suppliers, receivables and accruals of dividends, interest and other receivables.
- **Cash and cash equivalents of the Company account for 9.5% of the total assets,** including cash at the fund, bank deposits in the form of settlement accounts, deposit accounts for less than 3 months, deposits for sale of underwriting securities, clearing deposits and payment for securities transactions.

Change in assets compared to 2021

The Company's total assets in 2022 did not change significantly compared to the same period last year. However, the asset structure has undergone notable changes. Details are as follows:

Short-term assets:

- **Receivables decreased from VND 6,779.3 billion in 2021 to VND 3,860.3 billion in 2022.** Margin lending in 2022 has not reached the plan due to the unfavorable situation of the stock market, liquidity and borrowing demand of investors. The decrease in the brokerage market share of SHS, slow implementation of derivative products as well as high lending interest rates are also the reasons affecting the size of the Company's margin lending.

- **Short-term investments at the end of 2022 reached VND 5,911.7 billion, up VND 2,508.5 billion compared to the same period in 2021.** The portfolio has been restructured in the direction of increasing the proportion of term deposits and bonds, reducing the proportion of stocks. With the value of term deposits and bonds accounting for 50% of the total investment value, the Company considers this a safe and prudent portfolio status but still ensures the ability to catch good investment opportunities in the future.

Long-term assets: The Company's long-term assets are mainly fixed assets and other long-term prepaid expenses. These items have a balance of VND 67.3 billion, maintaining a proportion of less than 1% of total assets.

Liabilities and Equity

(Unit: VND billion)

Items	12/31/2022		12/31/2021		Change	
	Amount	Weighting	Amount	Weighting	Amount	%
LIABILITIES	**1,463.8**	**13.4%**	**4,855.3**	**44.5%**	**(3,391.5)**	**-69.9%**
Current liabilities	1,364.9	12.5%	4,204.7	38.5%	(2,839.8)	-67.5%
Non-current liabilities	98.8	0.9%	650.6	6.0%	(551.8)	-84.8%
OWNERS' EQUITY	**9,435.9**	**86.6%**	**6,055.6**	**55.5%**	**3,380.3**	**55.8%**
Investment capital of the owner	8,853.3	81.2%	3,742.3	34.3%	5,111.0	136.6%
Funds and undistributed profits	582.5	5.3%	2,313.3	21.2%	(1,730.7)	-74.8%
TOTAL CAPITAL	**10,899.6**	**100.0%**	**10,910.9**	**100.0%**	**(11.3)**	**-0.1%**

Equity structure:

The total capital of the Company at the end of 2022 reached VND 10,899.6 billion. In particular, equity reached VND 9,435.9 billion, the highest level since its inception and ranked 4th among securities companies in the market. Equity and liabilities account for 86.6% and 13.4% of total capital, respectively.

***Liabilities include*:**

- ***Current liabilities*: *VND 1,364.9 billion, down 67.5% compared to 2021 and accounting for 12.5% of total capital.*** Short-termdebt and short-term bonds account for 78% of the short-term liabilities. The remaining are accounts payable, payable to securities transaction activities, taxes and other payable to State Budget, payable to employees, bonus and welfare funds, other payables...
- ***Long-term debt: there is a balance of VND 98.8 billion as of 12/31/2022.*** Long-term liabilities of the Company include only deferred income tax.

***Owner's equity includes*:**

- ***Owner's invesed capital*: *VND 8,853.3 billion, accounting for 81.2% of total capital*,** including owner's investment capital and share premium.
- ***Funds and retained earnings: with the amount of VND 582.5 billion, accounting for 5.3% of the total capital*,** including the chartered capital supplement reserve fund, operational risk and financial reserve fund, retained earnings and other funds.

Change in Equity:

The total capital as of 12/31/2022 is VND 10,899.6 billion, a negligible change compared to the end of 2021. In particular, liabilities and equity fluctuate in opposite directions. Details are as follows:

- ***Liabilities decreased by VND 3,391.5 billion mainly due to the reduction in the size of short-term liabilities and early bond settlement.*** In particular, short-term liabilities decreased by VND 2,839.8 billion, mainly due to the Company's payment of old debts and reduction of new short-term debt. Long-term liabilities decreased due to the Company's early settlement of VND 500 billion of long-term bonds.

- ***The Company's equity capital increased by VND 3,380.3 billion compared to the end of 2021.*** During the year, the Company successfully increased its charter capital from VND 3,252.7 billion to VND 8,131.6 billion through the following methods: offering shares to existing shareholders, dividends by shares and capital increase from equity. Funds and retained earnings fell by VND 1,730.7 billion mainly due to the stock dividend during the year.

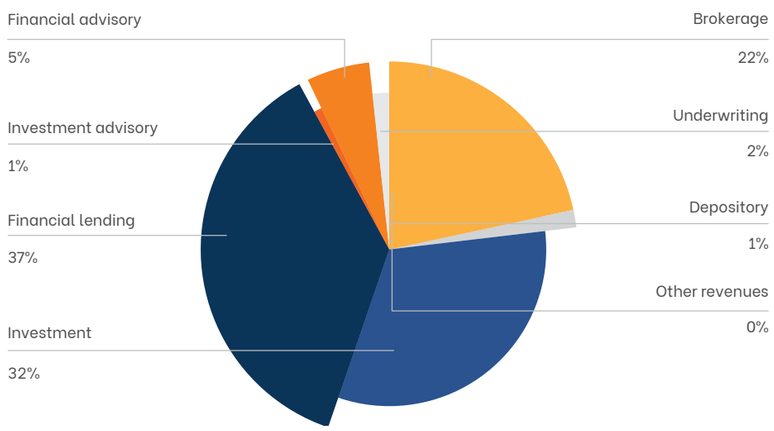
REPORT OF KEY FINANCIAL RATIOS

Criteria	2022	2021	Increase/Decrease
LIQUIDITY			
Quick ratio	76.2%	15.5%	60.7%
Current ratio	793.6%	257.8%	535.8%
LEVERAGE			
Debt/Total asset ratio	13.4%	44.5%	-31.1%
Debt/Equity Ratio	15.5%	80.2%	-64.7%
OPERATING RATIOS			
Receivables turnover	0.3	0.6	(0.3)
Working capital turnover	0.2	0.5	(0.3)
Total assets turnover	0.1	0.3	(0.2)
PROFITABILITY			
Operating Profit/Revenue	29.4%	71.2%	-41.8%
Profit Before Tax/Revenue	12.7%	60.4%	-47.7%
Profit After Tax/Revenue	10.5%	48.2%	-37.7%
Return on Equity (ROE)	2.1%	30.1%	-28.0%
Return on Assets (ROA)	1.5%	15.7%	-14.2%
Earning per share (EPS) (VND/share)	238	2.862	-2.624
CAPITAL ADEQUACY RATIO			
Financial safety ratio as of 31 December	291.17%	386.62%	-94.45%

- All liquidity ratios of SHS for 2022 have significantly increased as compared to 2021. The current ratio increased significantly from 2.57 in 2021 to 7.9 times. Additionally, the quick ratio rose from 0.15 to 0.76. These factors suggest that SHS' ability to pay its short-term liabilities is consistent and tends to improve with time.
- Capital structure indicators such as Debt/Total assets ratio, Debt/Equity ratio in 2022 continue to decrease, showing the level of autonomy of the Company's equity compared to the previous year. In fact, SHS still recorded profits after a very difficult business year, and successfully implemented the capital increase plan, thereby improving the capital capacity of the Company.
- The Company's operating capacity indicators such as: receivables turnover, working capital turnover, total asset turnover in 2022 are basically stable, only slightly reduced compared to 2021.
- The financial safety ratio as of 12/31/2022 reached 291.17%, down 94.45% compared to the same period last year, ensuring safety according to current regulations of law.

REPORT ON THE COMPANY'S OPERATING ACTIVITIES

2022 Revenue Structure



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

Depository

Operating results in 2022:

(Unit:VND billion)

Revenue	2021	2022		Changes	
		Actual	Plan	% change compared to 2021	% change compared to the 2022 plan
Brokerage	553.9	332.9	856.9	-39.9%	38.8%
Securities depository	24.0	23.5	23.1	-2.0%	101.7%
Total	**577.9**	**356.4**	**880.0**	**-38.3%**	**40.5%**

When compared to the same period in 2021, revenue from brokerage and depository activities in 2022 totalled VND 356.4 billion, a decrease of 38.3% (reaching 40.5% of the goal and constituting 23.1% of SHS' overall revenue). In 2022, changes in the SBV's monetary policy in response to pressure from exchange rates and interest rate increases will have a significant impact on the stock market. In 2022, the average transaction value each session on the stock market was VND 20,700 billion/trading session, a decrease of nearly 21% from 2021. The VN-Index experienced one of the world's sharpest falls in stock prices in 2022, falling by 32.78% from the end of 2021. The business operations of securities companies have been considerably impacted by several adverse events throughout the previous year, including SHS.

The number of accounts under management increased slightly

The number of new accounts opened in 2022 at SHS increased by 5,770. As of 12/31/2022, the total number of securities accounts opened at SHS reached approximately 64,000 accounts.

	2017	2018	2019	2020	2021	2022
Number of newly opened accounts	5,023	15,445	2,799	4,466	8,759	5,770
Number of accounts as of December 31	27,210	42,655	45,454	49,920	58,485	63,987

Introducing newsecurities trading application - SHTrading, improving service quality

After a long time of preparation and completion, in September 2022, SHS introduced and officially deployed a new SHTrading stock trading software with many modern features, convenient for users, allowing investors to easily trade, track and manage assets. On the occasion of the 15th anniversary of its establishment, the Company also implemented many preferential policies, reducing interest rates and transaction fees to competitive levels.

In 2022, the Company also completed internal training courses for staff of the brokerage center and support division to improve the quality of professional activities, investment consulting capacity, better meet the requirements of customers and investors.

Financial services

Operating results in 2022

(Unit: VND billion)

Revenue	2021	2022		Changes	
		Actual	plan	% change compared to 2021	% change compared to the 2022 plan
Lending	688.8	567.9	1,143.4	-17.6%	49.7%
Investment Advisory	18.6	11.9	19.7	-36.2%	60.3%
Total	**707.4**	**579.8**	**1,163.1**	**-18%**	**49.8%**

Financial services activities are the Company's largest source of revenue in 2022. Revenue from financial services recorded VND 579.8 billion, reaching 49.8% of the plan and down 18% compared to 2021. Due to unfavorable developments in the stock market both in terms of liquidity and index points, the two activities of traditional margin lending and investment consulting, asset management to ensure loans of the Company's investors decreased compared to the previous year.

The company actively develops many solutions to improve service quality, improve technology and improve processes and operations. Specifically, in terms of products, many types of products and interest rate policies are built in accordance with the needs of each customer group. In terms of technology, the Financial Services division has completed the reporting system to support operations, management, control, help improve efficiency and is coordinating with relevant divisions to develop processes and software to prepare derivative products. Currently, the business process system continues to be reviewed and evaluated to update and modify it to suit the actual operation.

Revenue from financial services in 2022 decreased compared to 2021. In the company's revenue structure in 2022, revenue from lending activities accounted for 36.8%, revenue from investment consulting activities accounted for 0.8%.

(Unit: VND billion)

Revenue	2017	2018	2019	2020	2021	2022
Lending	337.5	375.1	425.5	464.0	688.8	567.9
Investment advisory	58.2	59.7	34.1	10.7	18.6	11.9
Total	**395.7**	**434.8**	**459.6**	**474.7**	**707.4**	**579.8**

The lending scale decreased sharply compared to 2021

(Unit: VND billion)

Receivables from financial services	12/31/2022	1/1/2022	Change	
			Amount	%
Margin trading	2,293.5	4,863.0	(2,570.5)	-52.84%
Advance loans before the sale of securities	62.1	954.0	(891.9)	-93.49%
Securities business cooperation	435.0	434.6	0.4	0.10%
Other securities trading activities	1,408.9	690.5	718.4	104.05%
Total	**4,199.5**	**6,942.1**	**(2,742.6)**	**-39.51%**

As of 12/31/2022, the Company's receivables for financial services reached VND 4,199.5 billion, down VND 2,742.6 billion, equivalent to 39.5% over the same period last year. In particular, margin loan receivables reached VND 2,293.5 billion and advance for securities sale reached VND 62.1 billion, down 52.8% and 93.5% respectively compared to the same period last year. Particularly, receivables from other securities trading activities increased sharply by 104%, reaching VND 1,408.9 billion.

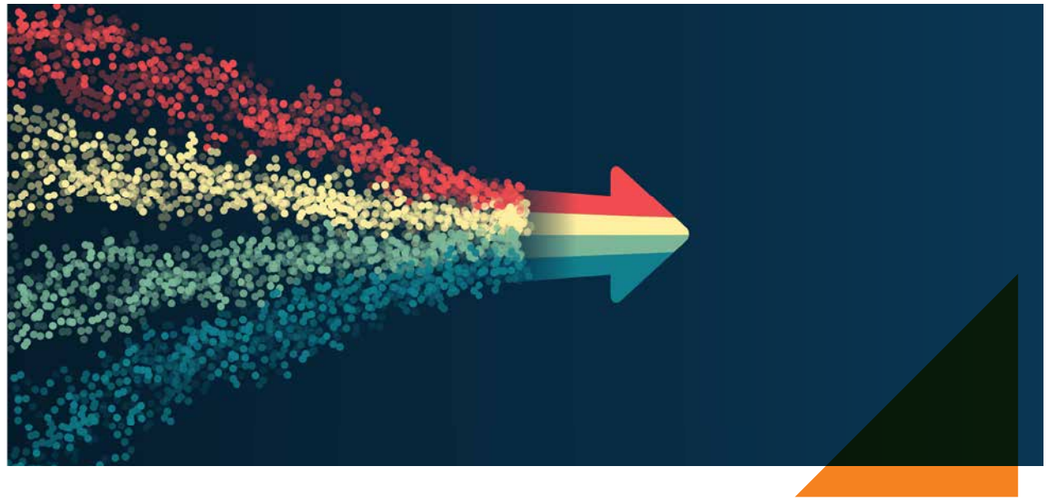
Investment

Operating results in 2022

Investment activities in 2022 are less positive compared to the same period in 2021 with revenue of VND 495.3 billion, implementing 40.5% of the plan and reducing 66.6% compared to the previous year. This result is in fact the interest reductions that have been accounted for before when the Vn-Index index increased and the prices of stocks moved smoothly. From Q4.2022, the Company's portfolio has been restructured, which accounts for the largest proportion of bank deposits, corporate and credit institutions bonds.

(Unit: VND billion)

Revenue	2021	2022		Change	
		Actual	Plan	% change compared to 2021	% change compared to the 2022 plan
Investment	1,484.3	495.3	1,223.8	(66.6%)	40.5%



As of 12/31/2022, SHS holds many effective investments such as:

- Listed and unlisted shares: GEE, SAF, PMC...
- Listed and unlisted bonds: bonds of large, reputable credit institutions and enterprisesthe market.

Investment scale has been expanded and investment structure has change

As of 12/31/2022, the Company's investment portfolio was worth VND 5,774.7 billion, an increase of VND 3,397.3 billion compared to the end of 2021.

(Unit: VND billion)

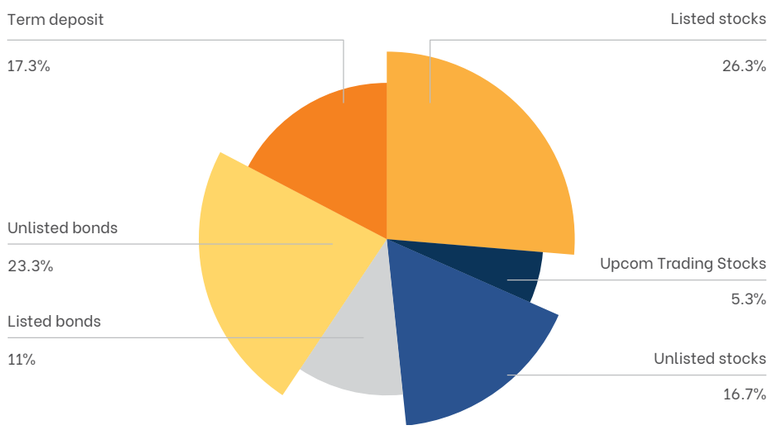
Criteria	As of 01/01/2022	As of 12/31/2022	Change	
			Amount	%
BUYING PRICE	**2,377.4**	**5,774.7**	**3,397.3**	**142.9%**
FVTPL Assets	**2,202.0**	**4,099.5**	**1,897.5**	**86.2%**
Listed Stocks	1,444.4	843.9	(600.5)	-41.6%
Upcom Trading Shares	266.4	307.9	41.5	15.6%
Unlisted Shares	202.4	965.3	762.9	376.9%
Listed Bonds	34.3	636.0	601.6	1,753.1%
Unlisted Bonds	254.5	1,346.4	1,091.9	429.0%
AFS Assets	**175.4**	**675.2**	**499.8**	**284.9%**
Listed Stocks	175.4	675.2	499.8	284.9%
HTM Assets	**-**	**1,000.0**	**1,000.0**	**100%**
Deposit	-	1,000.0	1,000.0	100%

In the short term, the Company implements a prudent investment strategy in the context of macro factors that have not had much prosperity. In case the market has discounted deeply enough, good accumulation, the

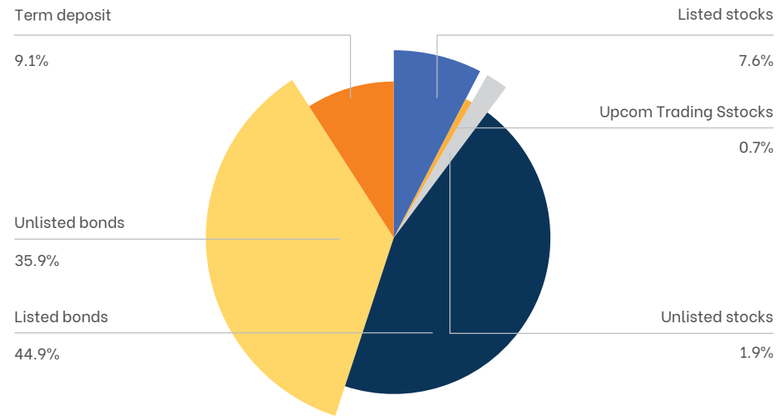
Investment Division will seize the opportunity to invest in stocks with a solid foundation, stable business activities, healthy financial situation, and abundant cash flow and receive the attention of institutional investors. The Investment Division diversifies investment strategies for the medium and long term into two categories: listed companies and private companies with high potential - Private Equity/PE combined with the use of contemporary risk management tools (regular portfolio evaluation system, derivatives tools, etc.) .

(Unit: VND billion)

Criteria	As of 01/01/2022	Increase	Decrease	As of 12/31/2022
BUYING PRICE	**2,377.4**	**40,759.5**	**37,362.2**	**5,774.7**
FVTPL assets	**2,202.0**	**36,559.7**	**34,662.2**	**4,099.5**
Listed stocks	1,444.4	2,602.0	3,202.4	843.9
Upcom Trading Stocks	266.4	278.6	237.1	307.9
Unlisted stocks	202.4	762.9	-	965.3
Listed bonds	34.3	18,299.5	17,697.8	636.0
Unlisted bonds	254.5	14,616.8	13,524.9	1,346.4
AFS assets	**175.4**	**499.8**	**-**	**675.2**
Listed shares	175.4	499.8		675.2
Investments held-to-maturity	**-**	**3.700**	**2.700**	**1,000.0**
Term deposit	-	3.700	2.700	1,000.0
DIFFERENCE UPON REVALUATION OF FINANCIAL ASSETS RECOGNIZED THROUGH PROFIT/LOSS	**1,025.9**	**(497.4)**	**(391.5)**	**137.0**
FVTPL assets	498.8	(146.9)	(111.9)	240.0
AFS assets	527.1	(350.5)	(279.6)	(103.0)
Total	**3,403.3**	**40,262.1**	**36,970.7**	**5,911.7**



Overall in 2022, the Company's investment scale mainly focuses on listed and unlisted bonds. The Company's total investment in listed bonds and unlisted bonds in 2022 accounted for 44.9% and 35.9%, respectively. Investments in listed and unlisted shares account for only a small proportion.



Financial advisory and underwriting

Operating results in 2022

(Unit: VND billion)

Revenue	2021	2022		Change	
		Actual	Plan	% change compared to 2021	% change compared to the 2022 plan
Financial Advisory, Underwriting	125.4	110.4	155.0	(11.9%)	71.3%

Financial advisory activities as well as underwriting, and issuance agents are affected by the change of legal regulations on the offering and trading of individual corporate bonds and a number of events and cases in the financial market in the past time. In the whole year of 2022, the Company's financial consultancy and underwriting and issuing agent revenue reached VND 110.4 billion, down 11.9% compared to the previous year and reaching 71.3% of the year plan. The corporate bond market in 2022 is bleak, with the total volume of successfully issued corporate bonds reaching VND 255,164 billion, down 66% compared to the same period last year. Therefore, the issue of bonds last year faced many difficulties. Not only are the conditions for issuing and trading corporate bonds tightened, but the number of issuers who have to buy bonds before the required due date or delay in repaying the principal and interest rates of bonds is increasing.

In addition, equitization and divestment activities of Government enterprises have not progressed. Equitization consultancy activities have completed the legal mechanism, but there are problems when dealing with issues related to land ownership. Divestment consultancy activities are not entangled in the implementation mechanism, but are entangled in the approval of restructuring schemes at Corporations... leading to the result that they cannot be implemented.



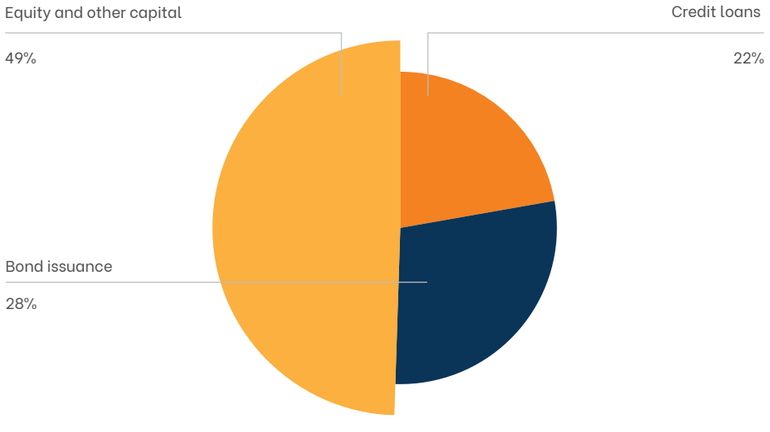
Treasury

Operating results in 2022

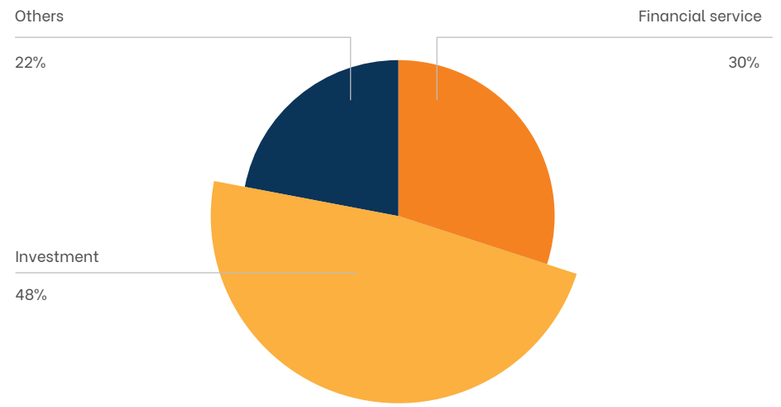
- Capital balancing activities
  - The company has ensured liquidity for all business activities in 2022.
  - Having met the capital needs for the Company's business activities and providing financial services to customers.
- Capital raising activities

In 2022, the Company's mobilized capital is VND 4,061 billion on average, down 64% compared to 2021. Capital resources mobilized include:

- The average loan from credit institutions is VND 906 billion, accounting for 22.3% 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, Indovina Bank, Bac A Commercial Joint Stock Bank, VPBank...
- The average mobilized capital from bond issuance is VND 1,154 billion, accounting for 28.4% of the total mobilized capital of the Company. At the end of 2022, SHS has settled long-term bonds worth VND 500 billion, only short-term bonds with a value of VND 660 billion.
- Equity capital and other capital sources on average are VND 2,001 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 2022 is mainly used for investment activities (5,784 VND billion, accounting for 48.5% of the total use), financial services activities (3,557 VND billion, accounting for 29.8% of the total use) and other activities.



Information technology

Operating results in 2022

In 2022, the Information Technology Division 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:

- Complete the upgrade of the core infrastructure of the underlying securities at SHS, including hardware infrastructure, software infrastructure (middleware, OS, GCC...), database. Convert all existing data and applications to work on the new platform.
- Complete the system testing as prescribed with HNX, HOSE to officially put the core system upgrade 1.5 into official operation.
- Implemented package No. 02 of the transaction core upgrade project has been implemented (phase 2 – Additional server infrastructure is storage). Packages 1 and 3 are being re-evaluated prior to Implementation.
- Update bugs, hotfixes and advanced features on the core with software partner Lotte-HPT: Completing the feature of Revenue and expenditure on households with SHB (through 2 phases: internal channel SHB, NAPAS channel); complete eKYC deployment; complete conversion of the Remisier/Broker management model on the core;
- Implement a new mobile trading software upgrade project (MTS) in collaboration with FTL partner (go live dated 09/09/2022).
- Supplement and perfect the features and reporting system of in-house software such as CRM, HRM, shareholders' meeting software, investment management...
- Complete Master Plan 2022-2024 for IT division.
- Ensure that the operating environment of the application is stable, ready for system expansion when required.
- Promote more depository agent modules, retail transaction management of SHB and at SHS, API connecting SHB, LPB, etc. of the system Bond transaction management software.
- Coordinate with partners to test the trading system under HOSE's KRX project, change clearing T2 with VSD.

Research

Operating results in 2022

In 2022, alongside regular activities, Research Division focused on innovating the form and quality of existing products, including the Daily Bulletin and Weekly Bulletin. Specifically, besides reorganizing the content for better coherence, the department supplemented a list of recommended securities for investors. This securities portfolio was built based on criteria such as fundamentals, technical analysis, and market trends. For the weekly bulletins, the content was also adjusted and supplemented with relevant information on industries and a summary of business performance by companies.

Additionally, the department developed the Monthly Strategy Report, which includes a compilation of the previous month's stock market situation, a summary and macroeconomic assessment, market prospects for the next month, and a recommended securities portfolio.

Regarding margin lending activities, the department regularly coordinated with the Financial Services and Brokerage departments to promptly assess market conditions. This allowed for the adjustment and update of the securities portfolio for margin trading to meet the requirements of customers and related parties.

Legal

Operating results in 2022

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 Division has focused on coordinating with divisions and professional divisions to study the orientation of the State management agency to advise the Board of Management 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 divisions and branches in the Company.
- Review, and give legal opinions on documents, records and papers of the Company.
- Review and coordinate with division s 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.



Non-performing loans handling

Operating results in 2022

The total value of the Company's NPL as of December 31, 2022 was VND 605.5 billion. During the year, the Company made an additional provision of VND 45.3 billion, and at the same time reversed the provision of VND 548 million. Total provision for doubtful receivables of the Company by the end of 2022 reached VND 509.2 billion. The ratio of provision balance/NPL on December 31, 2022 was 95.4%, a slight increase compared to previous years. The ratio of provision in the year/NPL is 7.5%.

(Unit: VND billion)

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]
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%

In 2022, the focus will still be on completing dossiers, keeping tabs on bad debts, and working with the appropriate branches, divisions, and people to persuade clients to pay.

REPORT ON INVESTMENT SITUATION AND IMPLEMENTATION OF INVESTMENT PROJECTS

Major Investments

Financial investment

Check Report of the Board of Management → Report on the activities of the Company → Investment.

Project Investments

- The company has no project investments in 2022.
- The Company does not have any subsidiaries or associated companies in 2022.

PROGRESS MADE DURING THE YEAR

Increase charter capital to VND 8,131.6 billion

SHS' current charter capital increased by two capital increases to VND 8,131.6 billion in 2022. As a result, among securities companies on the market, SHS is ranked fourth in terms of the size of charter capital and equity. This significant accomplishment demonstrates the expansion of the business's financial potential. The new funding is anticipated to lay a solid foundation for SHS' long- and medium-term growth.

Bank loans and bond outstanding balance decreased sharply, outstanding financial indicators, reducing the pressure interest expense

SHS paid off bank loans and long-term bonds in 2022 for sums of VND 2,300 billion and 500 billion, respectively. Because of this, the Company's liquidity ratios are all quite high and have dramatically increased since 2021. Indicators of the capital structure, such as the debt-to-total assets and debt-to-equity ratios, will continue to decline in 2022, while the amount of own capital and capital capacity will have dramatically expanded.

Efforts have been noted.

In 2022, SHS was honored to receive many awards from the People's Committee of Hanoi City: Thang Long Cup for Saigon - Hanoi Securities Joint Stock Company, Emulation Flag for Saigon - Hanoi Securities Joint Stock Company and Certificate of Merit for Mr. Vu Duc Tien - Member of the Board of Directors and CEO of the Company. This is not only an honor for the Company and the CEO but also shows the recognition of the Hanoi city government for the results and achievements of the Company and the continuous direction and operation efforts of business leaders in recent years.

Improve the quality of corporate governance

Management activities of the Board of Directors and Board of Management continue to deepen based on a consistent orientation to effectively capture market opportunities, comply with legal regulations, and adhere to modern management practices. Internal audit, internal control, and risk management activities are continuously strengthened to protect the achievements of business operations.

Shareholder relations, reporting and information disclosure activities are increasingly standardized, contributing to improving the image and brand of the Company. Sticking to the sustainable development goals according to GRI standards, SHS pays more attention to the interests of stakeholders, with a focus on activities that contribute to the community. In 2022, SHS continues to have many activities contributing to the community (*Please check the 2022 Sustainability Report Section*).

With the orientation of becoming a leading securities company in Vietnam and a prestigious brand on the Asian stock market, SHS attaches great importance to information transparency as well as continuing to invest in the publication of the Annual Report with the desire to convey the most complete information about the Company as well as the message of sustainable development on the basis of harmonious association with the interests of stakeholders.

Improvements in organizational structure and management policies

In 2022, the Company temporarily stopped expanding its area of operation and recruiting large numbers of personnel. Instead, SHS focuses on training core staff, improving professional knowledge for departments and divisions of the Business Division and the Support Division. Specifically, some training content has been deployed in 2022 to the management team and brokers and other staff who need to improve SHS' knowledge including macro-analysis, fundamental analysis, valuation, technical analysis... The company has also combined with selective recruitment of qualified human resources, professional expertise and experience to supplement the missing and weak positions. The goal of SHS is to improve the quality of existing staff, enhance loyalty, commitment, understanding of the company culture, reduce costs for additional personnel.





04

2023 BUSINESS PLAN

- 2023 OVERVIEW
- 2023 BUSINESS PLAN



2023 OVERVIEW

THE GLOBAL ECONOMY

The global economy in 2023 is still accompanied by many unpredictable variables: geopolitical tensions between Russia and Ukraine; economic recession risks; inflation and interest rate risks; the reform and open-door policy of China after the closure period due to COVID-19; the monetary policy management has been out of phase among major economies... Below are the assessments and perspectives of major financial institutions in the world such as IMF, World Bank, JPMorgan, ING, Credit Suisse, Morgan Stanley, Deutsche Bank, S&P Global, and Wells Fargo on global economic growth and inflation in 2023:

Assessment	Economic growth	Inflation
The assessment of the IMF	***Global economic growth is projected to fall from an estimated 3.4% in 2022 to 2.9% in 2023, before settling at 3.1% in 2024.*** The 2023 forecast is higher than 0.2% higher than predicted in the October 2022 World Economic Outlook (WEO) but below the historical (2000-2019) average of 3.8%. The central bank's interest rate hikes to combat inflation and geopolitical tensions between Russia and Ukraine can negatively impact on economic activities. The rapid spread of COVID-19 in China slowed growth in 2022, but the recent reopening has paved the way for a faster-than-expected recovery. ***For developed economies,*** the growth is expected to see an especially pronounced slowdown, from 2.7% in 2022 to 1.2% in 2023 before rising to 1.4% in 2024, with a downward revision of 0.2% in 2024. About 90% of developed economies are expected to see a decline in GDP growth in 2023. ***For emerging markets and developing economies,*** the growth is forecast to increase slightly, from 3.9% in 2022 to 4.0% in 2023 and 4.2% in 2024, with an upward revision of 0.3% in 2023 and a downward revision of 0.1 % in 2024. About half of emerging markets and developing economies will experience less growth in 2023 than that number in 2022.	***Global inflation is expected to decline from 8.8% in 2022 to 6.6% in 2023 and 4.3% in 2024,*** but it will be still above pre-pandemic levels (2017-2019) of around 3.5%. ***For developed economies,*** average annual inflation is projected to fall from 7.3% in 2022 to 4.6% in 2023 and 2.6% in 2024 – higher than the target in some countries. ***For emerging markets and developing economies,*** annual inflation is expected to decline from 9.9% in 2022 to 8.1% in 2023 and 5.5% in 2024, above an average of 4.9% before the pandemic (2017-2019). In low-income developing countries, inflation is expected to decline from 14.2% in 2022 to 8.6% in 2024 – The rate is still high, but close to the pre-Covid pandemic average.

Assessment	Economic growth	Inflation
The assessment of the World Bank	***Global outlook:*** The World Bank's latest forecasts suggest a severe and prolonged slowdown, with global growth falling to 1.7% in 2023 from the 3.0% expected six months ago. The recession is expected to be widespread: in most regions of the world, growth in per capita income will be slower than in the decade before COVID-19. The global growth slowdown is likely to continue: By the end of 2024, GDP in emerging markets and developing economies (EMDEs) will be about 6% below pre-pandemic levels. In addition, the average income level is being significantly eroded by inflation, a depreciating currency, and a decline in investment in the private sector. ***Regional Outlook:*** The World Bank's growth forecasts for 2023 and 2024 have been downgraded for all EMDE regions. Tight monetary policy and constrained global financial conditions have been slowing growth, particularly in Latin America and the Caribbean (LAC), South Asia (SAR), and Sub-Saharan Africa (SSA). Continually rising energy prices are expected to negatively affect the outlook for energy importers in all regions while falling metal prices will impact on trade conditions in the LAC and SSA. An expected slowdown in the import demand of developed economies is forecasted to particularly impact East Asia and Pacific (EAP) and Europe and Central Asia (ECA). In addition, the downturn due to the Covid-19 pandemic and incomplete recovery, the outlook will show weak per capita income growth in the LAC, Middle East and North Africa (MNA), and SSA to 2024. Material risks include the risk of financial stress and the impact from the recession of developed economies (expected to greatly affect EAP, ECA, LAC, and SSA), commodity price shock (expected to greatly affect ECA, EAP, and SAR), geopolitical conflicts (expected to greatly affect ECA, MNA, and SSA) and natural disasters (expected to greatly affect EAP, LAC, and SAR). ▶ EMDE: Emerging market and Developing economy ▶ EAP: East Asia and Pacific ▶ ECA: Europe & Central Asia ▶ LAC: Latin America and the Caribbean ▶ MNA: Middle East and North Africa ▶ SAR: South Asia ▶ SSA: Sub-Saharan Africa	***Global inflation has been pushed higher by demand pressures,*** including pressures from the lagged impact of previous policy support and supply shocks (including disruptions to global supply chains). In some countries, inflation has been also driven by a large devaluation of the currency against the US dollar. ***Inflation has remained high worldwide and has been well above the central bank's target in most economies.*** Although inflation is likely to taper off throughout the year, there are signs that core inflation pressures could become more persistent. In fact, central banks around the world have tightened policy faster than previously expected. Tight monetary policy in developed economies, a strong US dollar, geopolitical tensions, and high inflation have reduced risk appetite and led to widespread capital outflows and slowing down the bond issuance process in EMDE.

Assessment	Economic growth	Inflation
The assessment of JPMorgan	***Economic growth in developed countries will slow down with the housing market taking the main impact*** The housing market is often the first to react negatively to monetary policy, as high mortgage rates hit demand for new homes, and a slowdown in real estate activity will affect the global economy in 2023. Construction will weaken, and consumption of furniture and durable household goods will decrease, putting pressure on consumption in the next few quarters. However, a recession like what was seen in 2008 is unlikely, as construction activity has been sluggish for the past decade, preventing the supply from being overloaded, and the number of people using floating interest rates is very small (5% in the US, 14% in the UK). In Europe, not many households use a mortgage, and household savings as a percentage of GDP are higher than in the UK and the US. Therefore, they will be less affected by rising interest rates and even benefit. ***Europe handled the energy crisis well*** Thanks to the correct decisions, Europe has overcome the energy crisis after 40% of gas supplies from Russia were cut off. Europe has filled its warehouses by shifting supplies to the US, and at the same time, mild autumns have helped them enter winter with abundant reserves. Unless the early winter of 2023 is more severe, Europe will not have to ration gas. Although gas is bought at a high price, the government is supporting most of the energy costs for people. We have to wait until spring to see if the public budget will continue to support it. ***China opens up, supply chains are saved*** China experienced completely different challenges compared to developed countries with the widespread Covid blockade. Due to low vaccination rates and a thin hospital network, authorities were hesitant to reopen the economy. But China's economic activity will soon be back to meet demand. More importantly, China's normalization of economic activity will address the supply chain disruptions that have been causing inflation. While an economic recovery may cause commodity prices to rise, it is essentially another inflation-reducing driver.	***Inflation cools down, central banks pause tightening monetary policy*** A weakening economy in the West and a reopening of China's economy will cool inflation through 2023, with energy and consumer goods reducing price pressure in the coming months. The number of job vacancies will continue to be an important indicator. Job-hopping activity appears to be slowing down with the main reason for job-hopping being higher wages, this is a sign that wage growth will cool down. With inflation and wage growth cooling down, the Fed interest rate is expected to peak around 4.5-5.0% in the first quarter of 2023 while the ECB interest rate is forecast to be around 2.5-3.0% at the same time. BoE may increase interest rates to a peak of 4.0-4.5% in the second quarter, as UK inflation seems to be more persistent. In addition, with relatively increased interest rates and an abundant supply of bonds, quantitative tightening will not have much impact. ***Inflation will not be so severe*** In the coming months, inflation will begin to respond to weakening economic activity. Although inflation is unlikely to drop quickly to 2%, central banks could still pause to raise interest rates if inflation is moving in the right direction.

Assessment	Economic growth	Inflation
The assessment of ING	***US: Markets doubt Fed's target*** The economy experienced a boom in the second half of 2022. Payrolls and wages continue to rise, households continue to spend as the Fed slows the pace of rate hikes. U.S. officials say interest rates will likely not be cut until 2024 due to concerns about a lingering rise in services inflation. However, core inflation cooled, and housing market data and business confidence deteriorated, leading the market to expect interest rates to start falling in the second half of 2023. ***Temporary recession is prevented thanks to cooling energy prices*** Natural gas prices fell due to unusually warm autumn weather, negative sentiment was temporarily contained although most indicators remained weak. However, the recession was only temporarily prevented. In 2023, growth is expected to decrease sharply, because the effects of interest rate hikes will begin to appear, energy prices are forecast to remain high while fiscal stimulus will taper off in 2023. Inflation fell to 10% in November but was still high, and core inflation maintained at 5%. The ECB may raise interest rates by 50 bp in the first quarter of 2023, as well as begin to gradually shrink its balance sheet, although the pace will be very slow at first. ***UK: Financial markets are stable and delaying tight fiscal policy will not be enough to prevent a recession*** Financial markets have stabilized and several tax hikes have allowed the Finance Minister to delay spending cuts until after the next election in 2024/25 in his Fall Statement. However, energy support will decline significantly for households from April and the housing market shows early signs of slowing down. Recession is now inevitable, although it will not be until the first quarter of 2023 that important signs of a recession will be seen. ING expects the BoE to rise another 50bp in February 2023, marking the top of a tightening cycle. ***China: The number of Covid cases is constantly increasing, causing great pressure*** Although the government has increased support for real estate developers, many projects are still left unfinished. The majority of projects directed by the local government seek private companies to complete construction. This takes time, so the housing market is quite quiet when house prices continue to fall Regarding Covid, many localities have relaxed pandemic prevention measures. But the number of cases still rising shows the limited impact of this adjustment on the economy. The local social distancing will continue to negatively affect retail sales and manufacturing. Retail sales bottomed out in October 2022. Exports will be weak due to high inflation in Europe and the US. The only factor supporting the current economy is fiscal spending, which is pouring into the high-tech and new energy sectors.	***US: core inflation fall sharply & inflation fall faster than many policymakers predicted*** In the US, core inflation dropped sharply, with some surveys showing that businesses' pricing power fell on a large scale as they become more cautious about their sales outlook and amid rising inventory levels. Fed officials also warned that service inflation excluding housing (accounting for 25% of the inflation basket) and recent high wages made them more cautious. ING believes that the high contribution of used homes and cars to the inflation gauge (more than 40% of the inflation basket) could help inflation fall faster than many policymakers anticipated. ***Eurozone: inflation may be more persistent*** In the Eurozone, inflation might be more persistent if ING's housing assessment is correct and gas prices remain high in winter 2023. Higher wholesale gas prices are passed on to consumers in waves and will continue for quite a while this year. As a result, inflation will decline gradually and the ECB will only achieve its 2% inflation target by 2024. ***By 2024, inflation may return to the target level of 2% but will fluctuate strongly in the long term*** ING's baseline scenario is that inflation in developed countries will fall to 2% by 2024. However, in the long term, structural shifts in the global economy could push prices up, leading to inflation. De-globalization - restructuring supply chains as well as creating new trade barriers - will be a new cost for businesses. Changes in weather and the transition to net zero emissions will drive up the cost of energy and goods, triggering stronger inflation volatility in the coming years

Assessment	Economic growth	Inflation
The assessment of Credit Suisse	***US: Growth will slow down*** According to Credit Suisse estimates, the average US growth will be close to 0% in 2023 and remain at 0.5% in the fourth quarter of 2023 compared to the same period last year. The probability of a recession is very high (more than 40%), but a recession is not in Credit Suisse's baseline scenario. Tighter financial conditions lead to upwardly revised cyclical spending, particularly on goods and housing consumption, but a healthy balance sheet and a strong labor market will act as a shield against a recession, thanks in part to an ongoing recovery in spending on services. ***Eurozone: Energy crisis continues to dominate*** Credit Suisse believes that the recession occurred in the Eurozone in the fourth quarter of 2022 and will last until the end of the first quarter of 2023, the decline from top to bottom of GDP will be 1%. Fiscal policy support, a tight labor market, and high levels of savings will reduce the severity of the recession, but risks will still exist in the context of gas supply fluctuations. ***English: Reliability is a big question*** The UK entered a recession in the third quarter of 2022. Credit Suisse expects the UK economy to continue to stagnate in the first half of 2023, the decline from top to bottom of GDP will be 1.1%. The UK's fiscal stimulus package could lead to a less severe recession in winter, but there is the risk of negative growth, due to the reversal of some fiscal stimulus measures, spending cuts, descending energy support, and tightening financial conditions. ***China: Slight recovery in 2023*** Credit Suisse expects below-consensus China growth of 4.5% in 2023, increasing by 3.3% from 2022. Lower growth potential, fiscal consolidation, and the cautious change in the Government's Zero-Covid policy will cause restrictions on the economy. Land sales that could continue to decline beyond 2022 will prolong the risk of local governments hesitating with policies although the final disruption due to Covid-19 ended. The deciding factor is how quickly China could get out of these disruptions, and Credit Suisse thinks they will proceed slowly. Over time, Credit Suisse forecasts China will reopen its economy six months later than Hong Kong. Therefore, any important reopening moves are expected to take place only by the end of the first quarter of 2023. ***Japan: Towards a policy shift*** Japan's economy will grow slightly at 0.5% in 2023, supported by the easing of Covid-19 prevention measures and the recovery of the labor market. It has been unclear how much a weaker JPY will benefit Japanese exports when supply networks suffer and the global electronics cycle comes under pressure.	***US: Inflation will gradually moderate, but core personal consumption expenditures (PCE) inflation - the Fed's favorite inflation gauge - could remain as high as 3% by the end of 2023.*** Thus, Credit Suisse expects the Fed to continue to tighten strongly, raising interest rates by 100bp by the end of the first quarter of 2023, marking interest rates to peak at 4.75%-5% and remain stable in 2023. ***Eurozone: Inflation could peak but only gradually decline when price pressures spread and wage growth stabilizes.*** Credit Suisse forecasts that high inflation will persist and a weakening currency will push the ECB to tighten strongly until long-term interest rates reach 3% in early 2023. It is unlikely that the ECB will cut interest rates in 2023. ***UK: Inflation will peak in the short term, but Credit Suisse believes that inflation will only decrease slowly and remain above the target in 2023.*** Financial support is maintaining core inflation pressure to increase in the medium term. The government's expensive fiscal package and the BoE's response have challenged market confidence in UK's policy. To some extent, confidence was restored by the reversal of the extremes of the fiscal package and the announcement of a fiscally credible plan. Restoring full credibility requires the BoE to tighten its monetary policy continuously. Credit Suisse expects interest rates to rise to 4.5% by mid-2023. ***Japan: The key change experiencing in the Japanese economy is that inflation might remain above the 2% target in the first half of 2023.*** Credit Suisse believes that this coupled with the JPY being under pressure due to Fed's opinion will cause the BoJ to change its yield curve control policy in early 2023 for a slight increase in yields.

Assessment	Economic growth	Inflation
The assessment of Morgan Stanley	***US: Soft landing and slow recovery*** The combination of weakening growth and cooling inflation will cause the Fed to slow down its rate hikes. Morgan Stanley forecasts that interest rates will peak at 4.5-4.75% in January 2023, remain unchanged until the end of the year, and gradually decrease in 2024. The US economy will experience a soft landing and a slight recovery, instead of a hard landing and a quick recovery. Moreover, although businesses are decreasing in recruitment, streamlining payrolls and difficulties in finding skilled workers make the scenario of mass layoffs unlikely in 2023. Net labor growth declined significantly at the end of last year, coupled with a relatively flat labor force participation rate, which will cause unemployment to rise (but still moderate), to 4.3% at the end of 2023. ***Eurozone and UK: Many difficulties ahead*** Morgan Stanley forecasts the Eurozone economy will fall by 0.2% in 2023 before the energy crisis and tight monetary policy. Inflation will remain above target through 2023, although it declined below 10%. The ECB will raise interest rates to 2.5% in the first quarter of 2023 before starting to lower rates in early 2024. Growth in 2024 will reach 0.9%. On the positive side, unemployment in the region is remaining at a record low of 6.5%, payrolls and working hours are both higher than at the end of 2019 and labor force participation rates are higher than before the energy crisis period. Although the labor market may weaken, unemployment will increase marginally. Meanwhile, in the UK, due to double-digit inflation, GDP is forecast to decrease by 1.5% in 2023, the largest decline among developed countries. Thus, the BoE will end the tightening cycle at 4% and lower interest rates early in 2024. Falling disposable income will continue to impact consumer spending, coupled with economic instability that has led many people to turn to savings. In addition, rising mortgage rates will squeeze demand for residential real estate.	***Inflation peaked in the fourth quarter of 2022.*** Falling demand, prices discounted by oversupply, and falling home prices, among other factors, will further cool inflation, prompting global central banks to pause rate hikes and reassess this historic tightening cycle.





Assessment	Economic growth	Inflation
The assessment of Morgan Stanley	***Asia: Optimistic outlook, with three major economies that will be the growth engine of the East*** In China, a rebound in private spending could lead to a slight economic recovery next year. Morgan Stanley forecasts China's GDP to grow at 5% in 2023, with most of the momentum going up in the second half of 2023 when the country resolved the Covid issue and its anti-pandemic policy. This is a significant improvement from the 3.2 percent forecast in 2022, a very deep decline compared to the average of the previous decade. In Japan, an aging population in the developed economy has restrained growth despite a stable macroeconomic situation. Morgan Stanley forecasts Japan's GDP to grow 1.2% in 2023. Households have huge savings and this will support growth this year. In India, GDP is forecast to grow at 6.2% in 2023 and 6.4% in 2024, supported by advanced digital infrastructure. With this momentum, India will surpass Japan and Germany to become the 3rd largest economy in the world by 2027. India has enough conditions for an economic boom, with strong offshoring activity, manufacturing investment, and energy conversion. Not only Asia's largest economies but also other countries will benefit. Specifically, many other countries in the region are forecast to grow steadily this year, and this will be a good sign for the global economy. Normalization in Asia will solve many problems: stimulating export demand in Europe, improving supply chains, and cooling inflation, allowing emerging markets to break out of a cycle being held back by USD.	

Assessment	Economic growth	Inflation
The assessment of Deutsche Bank	***US & Europe:*** Weak economic momentum will continue until early 2023. Both Europe and the US are caught between tight monetary policy to curb inflation and expansionary fiscal policy to boost the economy as well as reduce the impact of the energy crisis and many other issues. For the Eurozone, this means that the ECB deposit rate is expected to rise to 3% for the year, while Germany planned fiscal stimulus equivalent to about 7.5% of GDP. Deutsche forecasts a slight recession in the Eurozone in early 2023. With the recovery starting to accelerate in the second quarter, economic growth in 2023 is expected to reach 0.3%. The main risk has been energy issues, along with a potential gas shortage in the winter of 2023/2024. The US could also have a soft landing, with the economy slowing but still not causing the unemployment rate to increase significantly (and there are still a lot of available jobs). More clear evidence of a weakening inflation trend could lead the Fed to shift its focus to economic growth, with a reduction in the pace of interest rate hikes in the near term. If inflation continues to fall and the Fed does not need to intervene strongly, the US economy could grow again in the second half of 2023, and close the year with a growth of 0.4%. ***China:*** Economic growth momentum in China will be much stronger this year. Deutsche Bank expects China's growth to reach 5% by 2023, after growing at 3% in 2022. The long-term economic growth potential will depend on production factors such as labor, capital, and technological innovation. The importance of technology has been emphasized by the global shortage of skilled labor and requirements for the efficient use of resources. Productivity growth along with the economic growth potential has declined significantly in recent decades, especially in developed markets. Economies have been taking action to combat this. Developed markets are having a clear focus on increasing productivity in the services sector, which accounts for 80% of the workforce. Key technologies include cloud services, artificial intelligence, and digitization. Increased automation in industries can also improve productivity, especially in emerging economies. Technological productivity will be driven by economies of scale – for example, by the growing market penetration of renewable energy and battery technology. Therefore, economic development after 2023 will depend heavily on the success of commercializing new technologies and integrating them into the economic cycle. In the long run, technology will be the key to accelerating growth.	Inflation will still be much higher than the targets set by central banks in Europe and the US for 2023. Headline inflation peaked in the US, but it will most likely increase further in Germany and the Eurozone until February–March 2023. Overall, for 2023, Deutsche expects inflation in Germany, the Eurozone, and the Eurozone to reach 7.0%, 6.0%, and 4.1% respectively. Inflation will continue to persist beyond 2023, it will be difficult to return to the level normally seen before the Covid period in the near future. Energy will continue to be a major driver of inflation. The recent slight drop in oil prices could lead to another significant increase next year, driven by demand-side factors such as China's economic acceleration and supply-side such as OPEC+ production cuts and oil companies' inability to produce due to lack of investment capital in recent years. Efforts by the European Union and the US to remove Russian oil from the market will also add to the pressure. Gas prices have dropped recently, but are still much higher than they were before Russia's special military campaign against Ukraine. Current gas consumption as well as the timely replenishment of reserves for the winter of 2023/2024 will be important. Therefore, central banks are paying more attention to core inflation, eliminating volatile food and energy prices. Core inflation responds more strongly to interest rates than headline inflation, mainly due to supply issues. The ECB's relatively late-started interest rate hike cycle may be related to this shift in focus. In general, the major central banks will keep monetary policy relatively tight. However, there is still the risk of higher-than-expected inflation, forcing central banks to intervene more aggressively.



Assessment	Economic growth	Inflation
The assessment of S&P Global	***Recession is said to be inevitable given the fastest rise in interest rates in four decades, prolonged geopolitical tensions, and disruptions to energy supplies due to Russia's special military campaign against Ukraine.*** Similar to this view, sentiment indicators such as PMI signaled strong weakening momentum for the next several months. A series of consumer and business confidence indicators also gave similar signals. ***However, the operating data did not show these signals, and GDP in the third quarter of 2022 unexpectedly rebounded.*** The U.S. economy grew 2.6% year-over-year as consumption growth slowed but remained positive, especially in the service sector, and exports offset weakness in the real estate sector which is sensitive to interest rates. The output growth of the Eurozone economy reached 0.8% year-on-year, and all major countries including Germany recorded higher output. China experienced a growth of 3.9% year-on-year thanks to net exports and government spending. Real estate still faced difficulties due to restrictive policies on the housing sector and strict Covid-19 prevention measures. ***The US economy recorded a moderate growth rate,*** although output in the third quarter of 2022 unexpectedly rose 2.6% year-on-year. Retail sales rebounded in October, but the latest consumer and business sentiment data continued to decline, both indexes were still above the average of 50. Payrolls in October also rose sharply, pressure began to appear in interest-sensitive sectors such as real estate. Inflation in October dropped to 7.7% year-on-year and was lower than expected while core inflation also declined to 6.3%. However, the Fed continued to tighten strongly, raising interest rates by 75 bp for the fourth consecutive time in early November. S&P forecasts the US to grow 1.8% in 2022 and experience a slight negative growth in 2023 along with a mild recession in the first half of 2023.	***Inflation continued to remain at a high level, especially in developed economies.*** Interest rates increased to 400bp in the US and Canada (other countries had less increase), but inflation has not peaked yet. Supply-side inflation started to moderate when supply chains normalized and food and energy prices gradually stabilized. However, demand-side inflation - most affected by central bank policy - has not cooled down yet. This shows that interest rates need to increase further. The prolonged lag and volatility of monetary policy make the picture more gloomy. The labor market has remained fairly resilient and has been the highlight of the recession story from S&P Global's perspective. Employment growth slowed in most economies due to a drop in economic activity, but it was still enough to keep unemployment near a four-decade low. Interest rate sensitive sectors such as real estate and durable goods weakened, but service sector activity and personnel remained. And as long as people still have jobs or think they will, they will continue to spend, perhaps more moderately, and support economic activity.

Assessment	Economic growth	Inflation
The assessment of Wells Fargo	***Wells Fargo predicts that the US and global economy will face a slight recession during the summer of 2023, then recover in the second half of the year, extending into 2024. Falling inflation will be the main theme in 2023, shaping the trajectory of economic growth and interest rates.*** Manufacturing-oriented, trade-sensitive economies will face a stronger recession due to rising interest rates and more severe market liquidity pressures than the US. Fuel costs are at a higher level. Export prospects are being held back by slowing economic growth in China, the uncertainty in the world trade outlook, and pressure from USD appreciation in 2023. Even if USD moves sideways, even reverses partly in 2023, the remaining strength of the greenback would still limit foreign investment opportunities. The US will avoid some of the challenges that contributed to the deep recessions and protracted recoveries of the past. Financial households and banks are in pretty good condition. The economy is also supported by a strong labor market. Wells Fargo also forecasts inflation will fall in 2023, reducing pressure on the loss of purchasing power and interest rates to ease the economic downturn. The global recession would end around mid-2023. A deep recession is unlikely, but two key risks should be watched. The first is the risk of tightening financial conditions due to higher interest rates, Fed's quantitative tightening, and a reduction in money supply growth. Secondly, any shortage of new goods could cause raw material prices to rise, prolonging inflation and restrictive monetary policy, thus prolonging the recession.	***Wells Fargo believes that inflation will fall below 3% by the end of 2023, as the factors driving prices up are gradually weakening:*** An economic downturn will reduce demand for a range of economy-sensitive goods and services, such as tourism and entertainment. Commodity price inflation began to respond with a shift in spending towards services and a reduction in freight costs by 2022. Inflation of products that are less sensitive to the economy - excluding housing - fell to its lowest level since December 2021 at the end of September 2022. House prices will continue to cool, while high mortgage rates and sluggish economic activity will prevent the market from recovering.

Source: World Economic Outlook 2023 IMF; Global Economic Outlook Report 2023 World Bank; Investment Outlook Report 2023 JP Morgan; Global Outlook Report 2023 ING; Investment Outlook Report 2023 Credit Suisse; Investment Outlook Report 2023 Morgan Stanley; Investment Outlook Report 2023 Deutsche Bank; Macro Outlook Report 2023 S&P Global; Investment Outlook Report 2023 Wells Fargo

Regarding key drivers, the main catalysts supporting the macroeconomy, especially emerging economies in 2023 are:

Fed pauses rate hikes

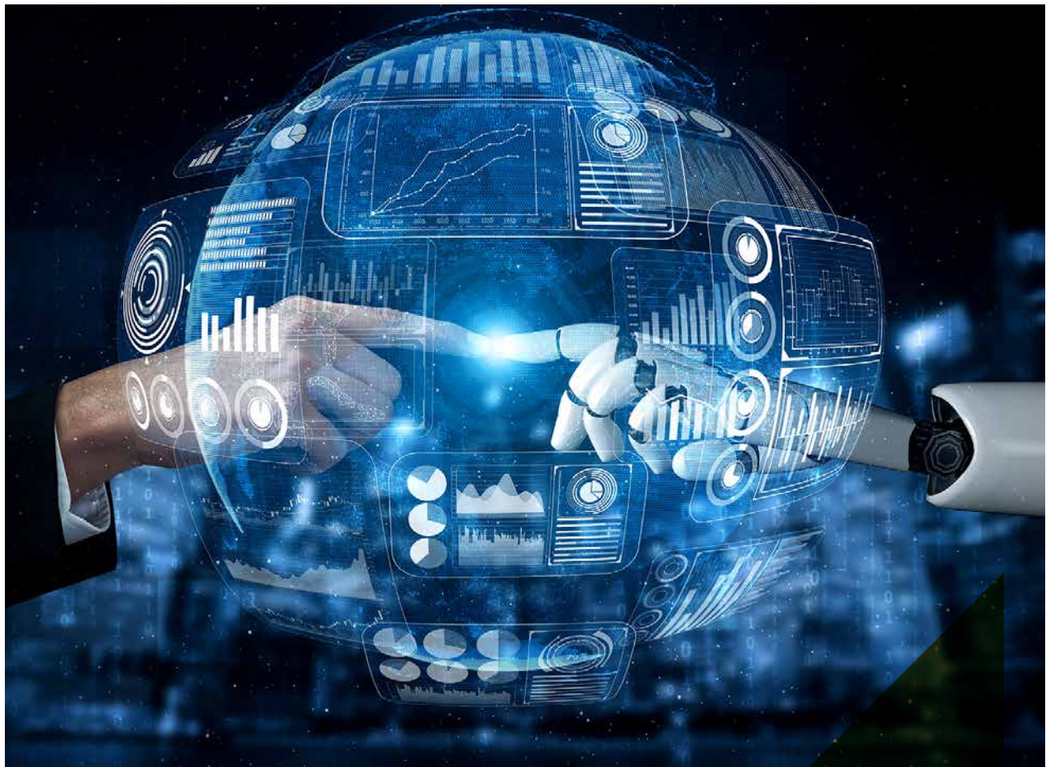
Rising interest rates, energy and input costs, and changing consumer behavior are squeezing demand for goods and manufacturing activity. A baseline scenario includes: (i) a slight recession in the US and Europe, (ii) inflation will cool down, and (iii) the Fed will soon stop tightening in 2023. Thus, cyclical stocks (technology) and cyclical markets (South Korea, Taiwan) will enjoy more favorable conditions and the economy is expected to recover soon.

China abandons Zero-Covid

Although there is still a partial blockade, China has also eased a lot, and this will be the catalyst for demand to recover.

Weakening political risk

Geopolitical issues have also put pressure on macroeconomics and financial markets, from Russia's special military campaign against Ukraine to China-US tensions. Although these are highly unpredictable, investors need to acknowledge that weakening political risk is a possible scenario. China needs international demand, and international consumers need Chinese goods, a win-win relationship.



Regarding risks, the IMF identifies the following key risks that could affect the global growth outlook:

- **Firstly, policy mistakes.** Monetary policy is not tight enough or too tight. On the one hand, monetary policy is not tight enough, it will be a risk of prolonging inflation, promoting the view of raising interest rates, and creating significant cost pressure on production and employment. On the other hand, excessive tightening risks could plunge many economies into a prolonged recession.
- **Secondly, divergence in economic policies may continue to contribute to the strengthening of the US dollar.** The process of tightening monetary policy in the US and the Eurozone could continue to differ if inflation persists longer and further tightening of monetary policy is difficult to implement in the Eurozone. In 2022, the US dollar appreciated more than 10% against the Chinese Yuan, about 15% against the Euros, 20% against the British Pound, and 25% against the Japanese Yen. Because the dollar valuation dominates international trade, fluctuations in currency valuations can increase cross-border tensions over competitiveness; causing inflation in many economies and leading some countries to tighten monetary policy further to prevent their currencies from depreciating excessively, which negatively impacts growth.
- **Thirdly, inflation triggers last longer.** Inflation is expected to cool down in 2023, however, the rate of inflation reduction in developed economies will be faster than in emerging markets and developing economies. Meanwhile, several factors could make controlling inflation more difficult, such as shocks in food and energy prices, the conflict in Ukraine, and the possibility of the outbreak of other geopolitical conflicts.
- **Fourthly, debt is widespread in vulnerable emerging markets and developing countries.** The conflict in Ukraine has widened public debt disparities for several emerging markets and developing countries amid record debt caused by the pandemic. If inflation remains high, further tightening of monetary policy in developed economies could put further pressure on borrowing costs for emerging markets and developing countries.
- **Fifthly, the resurgence of global health concerns.** Although the latest coronavirus variants are less deadly than earlier ones, they are highly contagious. The development of stronger coronavirus variants and higher mortality risks remain potential risks to the global economy. Regions with the highest exposure to new variants but with low vaccination rates, such as Africa, are at greater risk of resurgence in pandemic outbreaks.
- **Sixthly, the real estate crisis in China is getting more and more serious.** The negative risks to China's growth recovery are due to the significant decline in the real estate sector, which is the engine of economic growth for this country.
- **Finally, the fragmentation of the world economy hinders international cooperation.** The conflict in Ukraine has fractured relations between Russia and many other countries. New geopolitical tensions such as those in East Asia and elsewhere are likely to occur more frequently. These tensions will disrupt trade and erode the pillars of the multilateral cooperation framework.

In addition, risks to the global banking system after the collapse of Silicon Valley Bank (SVB). By the end of 2022, SVB's total assets reached approximately 209 billion USD, accounting for about 0.9% of the total asset value of the US banking system. In the context of a sharp increase in interest rates, the unrealized loss in the investment securities portfolio (accounting for more than 55% of SVB's total assets) increased to USD 17.7 billion, equivalent to 114% of equity. Meanwhile, most of SVB's deposits focused on startups. Therefore, SVB fell into crisis in March 2023 when many startups started to withdraw money due to difficulties in raising new capital. According to many experts, the collapse of SVB was only single and had little impact. However, the risk still exists for some banks whose assets have been concentrated in government bonds and recorded in the available-for-sale (AFS) financial assets account in case the Fed continues to increase its interest rates to control inflation.

FORECASTS OF VIETNAM'S MACRO-ECONOMY

By the end of 2022, Vietnam recorded GDP growth and inflation at 8.02% and 3.15% respectively, experiencing a clear recovery. This result was reflected in the entry and return of enterprises to the market, the growth of imports and exports, the promotion of the recovery of the tourism industry, and the opening up of better opportunities for foreign investors.

In 2023, although Vietnam's economy is on a strong recovery path, uncertainties are increasing, which could slow down economic growth and import-export activities, and foreign investment attraction has not shown a significant breakthrough. As an economy with a high degree of openness, Vietnam has many potential risks in the face of the sensitive global economic trends, slow growth, even short-term local recession; increasingly abnormal climate change, along with increasingly complex geopolitical tensions, Vietnam is facing pressure from many sides and is likely to follow global trends to implement appropriate policies, instead of continuing to pursue independent policies.

The main drivers of Vietnam's economic growth in 2023 will come from the following factors:

From the production perspective:

- ***The agriculture, forestry, and fishery sector:*** in difficult times, always shows 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 positive results. Therefore, the growth rate will be stable at around 3% as in recent years.
- ***The industry sector, especially the processing and manufacturing industry group, particularly the production of export consumer goods*** (garments, footwear, electronics, and wooden products), is forecasted to decline due to the decrease in global consumer demand, especially in the first quarter and possibly in the second quarter of 2023. Therefore, shifting towards effectively exploiting the domestic market potential of 100 million people will be a feasible solution to offset the decline in export markets.
- ***The construction sector***: will have many positive signals when in 2023, 12 component projects of the North-South Expressway construction investment project in the period of 2021 – 2025 will be started simultaneously.
- ***The service sector:*** is forecasted to continue to have considerable growth in 2023, especially with the strong development trend of e-commerce in recent years. Domestic and international tourists are expected to continue to increase, and therefore, industries that have not fully recovered or recovered slowly compared to the pre-pandemic period will experience high growth such as accommodation and dining services; transportation; administrative and support services; and entertainment and recreation.

From the usage perspective

- ***Motivation from public investment and state budget disbursement:*** According to data from the Ministry of Finance, the total planned capital for public investment from the state budget is VND 756,112 trillion in 2023 (VND 727,112 trillion from domestic sources and VND 27,975 trillion from foreign sources). 2023 is the peak of mid-term public investment and disbursement to implement the infrastructure investment package under the economic and social development recovery program. This will be a new source of funding to boost private investment, promote production, and stimulate the economy. The rate of public investment disbursement can reach a high level when the North-South expressway projects enter the bidding phase at the end of 2022. In addition, the Government has also shown its determination to accelerate the pace of public investment disbursement in 2023 by issuing Decision No. 1513/QĐ-TTg on December 3, 2022, with many new points in the plan to allocate state budget investment capital.

- ***Motivation from FDI capital inflows:*** According to a report by the Central Committee's Economic Commission, the FDI area currently contributes more than 20% to Vietnam's GDP structure. Therefore, the growth of disbursed FDI capital and total registered capital (including new registrations and additional capital) have important implications for Vietnam's economic growth. According to calculations by the Foreign Investment Agency - Ministry of Planning and Investment, in 2023, the total registered FDI capital is expected to reach about USD 36-38 billion (USD 22.4 billion in 2022), while the disbursed capital is expected to be equivalent in 2022 (about VND 22-23 billion). Total registered FDI capital is estimated to increase sharply due to the shift of capital flows from South Korea, Japan, Taiwan, etc. out of China, which is expected to be accelerated after China opens up its economy after Covid-19, and Vietnam is one of the countries that benefit the most from this shift of the FDI capital.
- ***Motivation from new-generation FTAs:*** Although exports to major trading partners of Vietnam such as the US and the EU are forecasted to face difficulties in 2023, however, Vietnam can compensate in new-generation FTA markets such as the RCEP. Especially, with China reopening and easing its Zero Covid policy, Vietnam can export consumer goods to a market of over 1.4 billion people after a long period of isolation. Along with that, a large number of Chinese tourists will come to Vietnam (in 2019, Chinese tourists accounted for 30% of international tourists to Vietnam), leading to a sharp increase in service exports.

However, the challenges will include:

- ***The possibility of falling into a global economic recession***
  - The difficulties, even the recession of the global economy in 2023, are a common perception and a focal point in current discussions around the world.
  - For a country with a large degree of openness like Vietnam, the impact of the global economy is significant. The export-import activities have not been optimistic since the third quarter of 2022, and the number of orders from many exporters has decreased significantly.
- ***Difficulty in using budget spending tools:***
  - According to data from the Ministry of Finance, by the end of the 2022 budget year (as of January 31, 2023), the estimated disbursement rate of the country's public investment capital reached approximately VND 539.277 trillion, equivalent to 80.6% of the plan. In which, central agencies and 20 localities had a disbursement rate of over 90%; 27 ministries, central agencies, and 21 localities had a disbursement rate below 80% (including 8 ministries and 1 locality with a disbursement rate below 50%).
- ***Pressure from tightening policies and market instability:***
  - Tight monetary policy, and high bank interest rates in the second half of 2022 were the main causes of the decline in the manufacturing sector. Market instability in bonds and prolonged frozen real estate markets are also signs that the pressure of recession will continue to increase for the first half of 2023 until there are boosts from easing monetary policy and the recovery of orders from Vietnam's traditional export markets.
  - In March 2023, the State Bank of Vietnam (SBV) implemented a reduction of some policy rates, demonstrating efforts to stabilize the interest rate environment, however, the possibility of further changes in monetary policy still needs to be evaluated. Specifically, on March 14, 2023, SBV announced a reduction of some operational rates ranging from 0.5% to 1.0% and taking effect from March 15, 2023. Accordingly, the rediscount rate decreased from 4.5% per year to 3.5% per year; the overnight interbank lending rate and the rate for compensating capital shortage in the clearing transactions of the SBV reduced by 1% to 6.0% per year. At the same time, the maximum interest rate for short-term loans in priority areas also decreased from 5.5% per year to 5.0% per year. However, the refinancing rate and the ceiling interest rate for savings deposits with a term of 1 month to below 6 months still maintained at 6.0% per year.

Forecasts of Vietnam's economy in 2023:

- The report "Vietnam's Economy in 2022, Prospects for 2023" recently released by the Central Institute for Economic Management has presented two scenarios for Vietnam's economic growth in 2023. Specifically, the first scenario predicts a GDP growth rate of 6.47%, an average inflation rate of 4.08%, an export growth rate of 7.21%, and a trade surplus of USD 5.64 billion. The second scenario is more positive with a GDP growth rate of 6.83%, an average inflation rate of 3.69%, an export growth rate of 8.43%, and a trade surplus of USD 8.15 billion. These growth rates are quite high compared to the world's average forecasted growth rate of 2.2% as stated in the report.
- In the recently released global economic outlook report, the World Bank (WB) predicts that the world's GDP growth rate in 2023 will be 1.7%, much lower than the 3% rate that the WB announced in June 2022. However, Vietnam is still predicted to have a GDP growth rate of 6.3%. Vietnam's economy in 2023 will benefit from the easing of pandemic-related restrictions, allowing for the recovery of operations in China. The GDP growth rate forecasted by the WB for Vietnam in 2023 is also similar to the target set by the National Assembly.
- Vietnam's GDP growth rate forecasted by other major international institutions such as Fitch, Goldman Sachs, HSBC, Standard Chartered, Citi Group, and DBS Group in 2023 also ranges from 5.8% to 7.2%, with an average rate of 6.34%. Vietnam's inflation rate in 2023 is predicted to range from 3.5% to 5.5%.

Projected GDP Growth and Inflation Rate of Vietnam in the period of 2023 - 2024

Source		Target	2023	2024
The Central Institute for Economic Management	Scenario 1	Real GDP growth	6.47%	-
		CPI	4.08%	-
	Scenario 2	Real GDP growth	6.83%	-
			3.69%	-
World Bank		Real GDP growth	6.3%	6.5%
Fitch Solutions		Real GDP growth	6.5%	6.7%
Fitch Ratings		Real GDP growth	6.2%	6.7%
		CPI	4.2%	4.0%
		Unemployment rate	2.2%	2.2%
Goldman Sachs Group		Real GDP growth	5.8%	7.3%
		CPI	4.4%	3.9%
		Unemployment rate	3.5%	3.4%
HSBC Holdings		Real GDP growth	5.8%	6.7%
		CPI	4.0%	3.5%
		Unemployment rate	2.2%	2.2%
Standard Chartered		Real GDP growth	7.2%	6.7%
		CPI	5.5%	5.5%
Citi Group		Real GDP growth	6.4%	-
		CPI	4.3%	-
DBS Group		Real GDP growth	6.5%	-
		CPI	3.5%	-

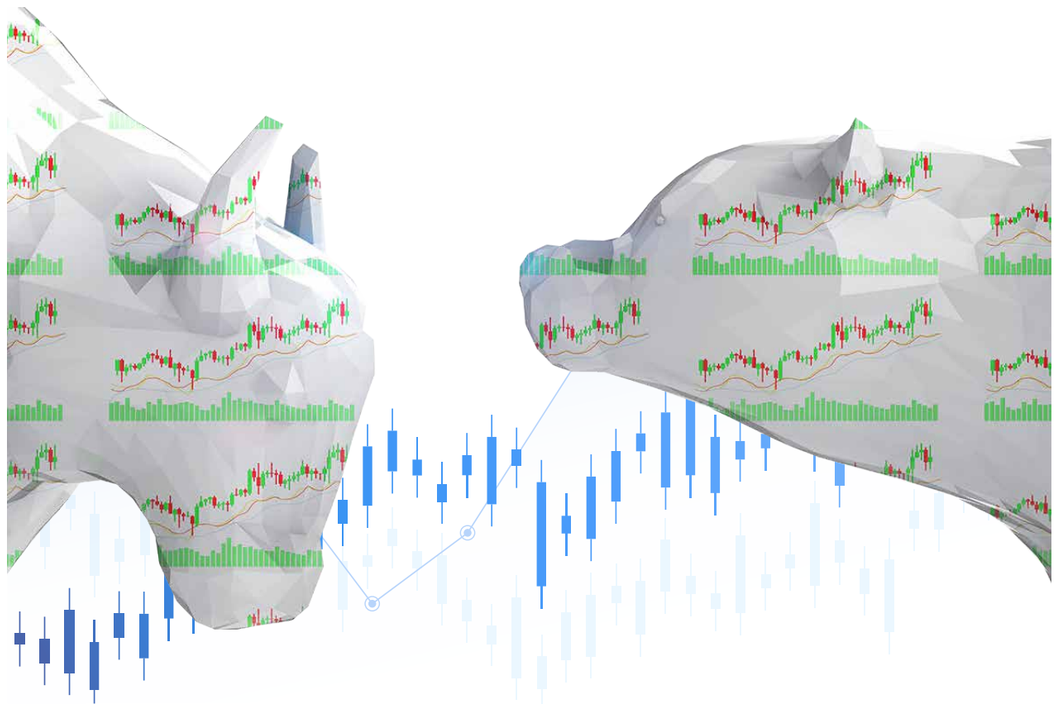
(Source: SHS Research)

IMPACT ASSESSMENT ON VIETNAM STOCK MARKET

Although Vietnam's stock market faces some risks when inflation and interest rates both tend to increase, the growth prospects in 2023 and in the long term are still very positive.

The Opportunities

- **The market is at an attractive valuation:** At the end of 2022, the VN-Index was trading at a P/E ratio of around 11 times, which is in the cheapest pricing range in the last 10 years. This P/E ratio was also about 30% lower than other emerging markets in the ASEAN region, while the market discount in Vietnam averaged only about 15% in the period before 2022. In November and December 2022, foreign investors recognized this attractiveness and have net bought about USD 1.3 billion.
- **Prospects of upgrading Vietnam's stock market from "frontier" to "emerging":** Currently, Vietnam is still in the frontier market group, with the largest weight in the frontier market index of MSCI. If Vietnam's stock market were upgraded to an emerging market, capital from foreign investors, especially from reputable large funds, would invest more. The stock market of Vietnam is forecast to attract up to USD 1.4 billion from index investment funds or actively managed funds tracking indices such as FTSE Global All-Cap, FTSE All-World and FTSE Emerging Markets, MSCI Emerging Markets, and funds established to track specific indices in Vietnam such as FTSE Vietnam Index or FTSE Vietnam 30 Index.
- **Promoting public investment:** In 2023, the business environment of domestic enterprises is predicted to face many difficulties. 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 2023.
- **Many policies will continue to support the securities industry in 2023,** with the most important being the approval of the amended Decree 65 (Decree 08/2023/NĐ-CP) and other liquidity support measures from the Government and SBV, which will create conditions for restructuring the industry in a more orderly fashion, help the corporate bond market make a soft landing and also create confidence for the market. Real estate companies are expecting that the amended Decree 65, when issued, will help to extend bond loans and increase access to bank capital, thereby helping to balance operating cash flows, in the context of the current real estate market in a downturn.





The Challenges

- **Risk of economic recession in developed countries: Economic recession will affect the demand for goods and services in some major export markets of Vietna**m such as the US or Europe. Because the demand has dropped rapidly, many industries and manufacturing sectors for export were negatively affected from the end of the fourth quarter of 2022 and may continue until the first and second quarters of 2023 such as textiles, footwear, and seafood... Currently, some industrial parks are no longer maintaining the same level of production frequency as before. This risk will have a negative impact on enterprises that produce exported goods, processing, and FDI enterprises.
- **Risk of inflation rising and central banks maintaining a tight monetary policy trend:** The high and widespread price increases along with the prolonged inflation pressure have forced central banks in many countries to tighten monetary policy, increasing economic risks and making policy balancing an unprecedented challenge in history. If inflation continues to rise in 2023, central banks will have to continue to maintain tight monetary policies, leading to high-interest rates. In this scenario, listed companies will face significant increases in financial costs, affecting their revenue and profit prospects. For Vietnam, inflation pressure will still exist in 2023, especially in the context of some tax and fee support policies expiring from the beginning of 2023, such as the VAT reduction policy and environmental protection tax reduction for gasoline and oil. In addition, prices of goods managed by the State such as electricity and education fees may also be adjusted upwards in 2023 after a delay, putting pressure on the SBV to continue tightening monetary policy.
- **Risk in the real estate market:** In the context that the world economy is forecasted to be difficult and the domestic economy will be affected at the same time with the sideways macroeconomic situation, real estate businesses will face increasing risks about their maturing debts, especially corporate bonds. The real estate market is forecasted to face prolonged difficulties and requires restructuring. In the Vietnamese stock market, real estate which is one of the important industries has a significant impact on the VN-Index performance with a capitalization value accounting for over 20% of the entire market. Therefore, unfavorable developments in the real estate market will also create significant challenges to the overall performance of the Vietnamese stock market.
- **Risk in the corporate bond market:** The corporate bond market plays an important role as the medium-term and long-term capital channel for the economy. After the explosive development phase from 2019 to 2021, the corporate bond market is expected to face pressure to restructure large matured bonds in the period of 2023-2024. According to estimates, the value of matured bonds in 2023 and 2024 will be approximately VND 296 trillion and VND 360 trillion, respectively. In the current tightening of new funding sources, the risk of temporary payment inability or default becomes more present, especially for issuers with high financial leverage and weak operating cash flow. The impact of the above-mentioned risks will not only stop at the level of each issuer but can also affect the entire scale of the banking-finance-securities market (at a certain level) due to the large interconnections between these markets.

2023 BUSINESS PLAN

Based on the overview of the global and Vietnam economies in 2023, 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' 2023 business plan.

ANALYSIS

Strengths

- SHS is a well-known and reputable securities Company in the market.
- 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 charter capital of the Company was increased to VND 8.131,6 billion in 2022, serving as a premise and basis for the Company's business activities in 2023 and long-term business plan.

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.
- The current trading software system has reached a critical point where it needs to be upgraded.

Opportunities

- The stable macro economy, the promotion of public investment activities, and the attractive stock market valuation will create opportunities for the Company's business activities such as Brokerage, Proprietary trading, and Financial services.
- Policies will continue to support the securities industry in 2023. The most important policies are the approval of the revised Decree 65 (Decree 08/2023/NĐ-CP) and other liquidity support measures of the Government and the SBV. These policies are forecasted to facilitate the restructuring of the securities industry in a more orderly fashion, create more favorable conditions for businesses in the industry, and at the same time strengthen the market's confidence. This will bring more opportunities for the Company's Investment, Underwriting and Financial Advisory activities.

Challenges

- The stock market is forecasted to have strong fluctuations in 2023, requiring SHS' operations to be flexible and agile to limit risks and seize opportunities.
- 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. Besides, as SHS has been preparing to participate in the derivatives and covered warrants market, it can be seen that SHS' financial products are less competitive than other companies.
- 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 has become more complex with many unpredictable variables such as geopolitical tension between Russia and Ukraine; economic recession risks; inflation and interest rate risks; cross-effects after the collapse of some large banks in the world... Unexpected fluctuations can negatively affect the Vietnamese economy and stock market, thereby affecting directly SHS' business results

2023 BUSINESS PLAN

Review of the implementation of the 2022 business plan

In comparison to	Plan 2022	Actual 2022	Remarks
Assumption	Macro-economic situation: Vietnam's economy is expected to grow steadily throughout the year	The macroeconomic situation was relatively stable throughout the year	Quite similar to expected
	Total market average trading value: VND 27,250 billion per session.	Total market average trading value: VND 20,680 billion per session.	Not positive as expected
	SHS' market share: ▸ HOSE: 3.8% ▸ HNX: 6.0% ▸ UPCOM: 2.0%	SHS' market share: ▸ HOSE: 1.9% ▸ HNX: 2.3% ▸ UPCOM: 1.4%	Not positive as expected
2022 General Plan	Total revenue: VND 3,428.2 billion	Total revenue: VND 1,547.7 billion	Not achieved
	Total expenses: VND 1,402.6 billion	Total expenses: VND 1,350.4 billion	Not achieved
	Total income before tax: VND 2,025.6 billion	Total income before tax: VND 197.3 billion	Not achieved
2022 Detailed Plan	Promoting the development of the Company's brokerage business in both scale and quality, improving the quality of investment advisory activities, and maintaining the stability of financial resources to serve investors' demands. The goal is to regain the market share in the Top 5 securities companies with the largest brokerage business in listed stocks on both HNX and HOSE.		Not achieved. Due to high competition, SHS' market share is on a decreasing trend.
	Focusing on researching, establishing, and implementing portfolio management services for clients		Not achieved. Due to limitations of the current management system
	Ensuring all requirements are met to launch the derivatives business		Achieved. Fully prepared the requirements but not yet implemented.
	Improving the quality of the Company's financial products and services, research and develop new products that are competitive with the market and suitable for each customer segment.		Achieved.
	Investing in the listed securities to take advantage of the opportunities arising in the market and seeking valuable investment opportunities through participating as strategic shareholders and auctions of SOEs that will IPO in 2022.		Not achieved. Due to many difficulties in the market, IPO activities have frozen.
	Continuing to take advantage of the trading opportunities as well as advising and underwriting bonds of businesses and credit institutions in 2022.		Not achieved. The bond market in 2022 was very difficult
	Establishing a new organizational structure towards modernity and professionalism.		Not achieved. The Company intends to find a professional consulting partner to implement
	Strengthening qualified personnel for all areas of business		Relatively achieved. The Company recruited senior managers for the IT division, the Human Resource team, and the Branches.
	Investing and upgrading the current information technology system and investing in a new derivative trading system.		Relatively achieved. The Board of Directors approved it, but the Company has not yet implemented some items.
	Focusing and strengthening risk control and management, and enhancement of financial safety in all business activities		Achieved.

2023 Business Plan

Up to the time of this Report, SHS has not held the 2023 Annual General Meeting of Shareholders, thus the following business plan for 2023 are only estimates. These figures will be updated after the Resolution of the 2023 Annual General Meeting of Shareholders of SHS is officially approved.

No.	Target	Actual 2022 (VND billion)	Plan 2023 (VND billion)	Plan 2023/Actual 2022 (%)
1	Total Revenue and other income	1,547.7	1,942.2	125.5%
2	Total Expenses	1,350.4	838.8	62.1%
3	Total Income Before Tax	197.3	1,103.4	559.2%



05

SUSTAINABLE DEVELOPMENT

- GENERAL INTRODUCTION
- 2022 SUSTAINABLE DEVELOPMENT REPORT
- SUSTAINABLE DEVELOPMENT PLAN IN 2023

GENERAL INTRODUCTION

SUSTAINABLE DEVELOPMENT ORIENTATION

Since the Company's establishment, SHS has oriented business activities associated with economic, social and environmental aspects. These are fundamental and necessary factors for the sustainable development of the Company.

SHS constantly strives to pursue sustainable development goals associated with a long-term vision of:

- **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 stakeholders.**

Thus, SHS' sustainable development model is based on the orientation of creating positive effects on three fundamental factors: **Economy, Society and Environment.**

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. Business development associated with good risk management.
- Interests of employees and shareholders is the key focus

Impact on Society

- Continuously improve employee welfare.
- Respect the equality of business environment.
- Continuously improve product quality, customer-centric service. - Strictly comply with legal regulations.
- Actively implement corporate responsibilities through social activities in order 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
- Provide general guidance on 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 - Implement the objectives and action plans approved by the Board of Directors
- Closely follow up to ensure that the plan is implemented and the set 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.

Divisions, 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



INFORMATION ABOUT PEOPLE WHO ARE RESPONSIBLE FOR SUSTAINABLE DEVELOPMENT ISSUES

Mr Mai Xuan Son

(from January 01, 2022 to April 26, 2022)

- Education: Bachelor of Commercial Business Management – University of Trade and Bachelor of English - University of Language
- Working experience: 25 years of experience in trade, manufacturing, finance, banking and securities
- Position at SHS: Member of BOD
- Telephone: 024.38.181.888 (0)
- Email: investor@shs.com.vn

Mr Le Dang Khoa

(since April 27, 2022)

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

Ms Tran Thi Trang

- Education: Master of Business Administration - LaTrobe University, Australia
- Working experience: 16 years of experience in finance and securities
- Position at SHS: Deputy Head of Planning & Market Development Division
- Telephone: 024.38.181.888 (333)
- Email: trang.tt3@shs.com.vn

2022 SUSTAINABLE DEVELOPMENT REPORT

This year's Sustainable Development Report continues to refer to the standards of the Sustainability Reporting Guidelines – Global Reporting Initiative (GRI) – Latest Version and based on the processing of information and data from the actual operation of the whole Company in the 2022 fiscal year. The report was made by the Sustainable Development Report Team of the Company. This team are assembled from different divisions to provide true and complete information and data.

TARGET AUDIENCE

The report's target audience are each and every employee of the Company as well as involved stakeholders in SHS' 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.



GRI 102
General Disclosures

This report is a result of the CSRCB Program in Vietnam 2015 2020

GRI 102 – 1

NAME OF THE ORGANISATION

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

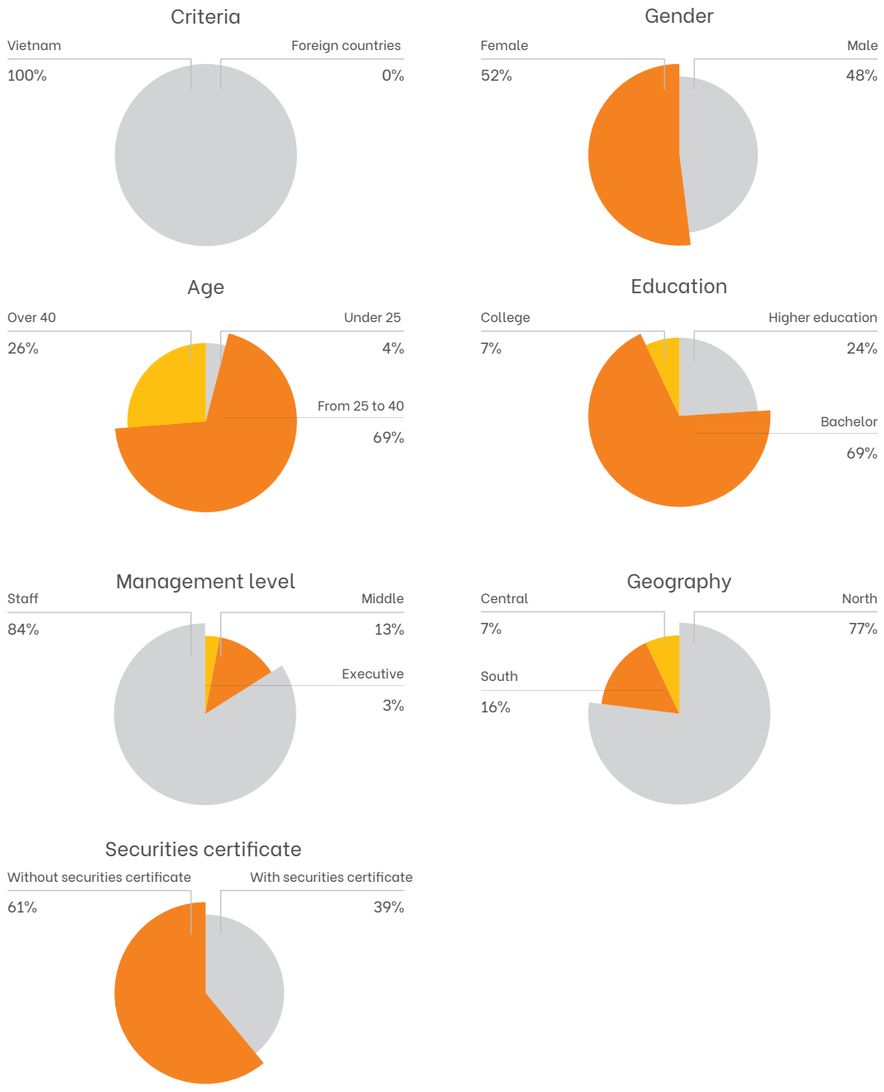
GRI 102 – 6

MARKET SERVED

(For more details please refer to Chapter 1 from page 04 to page 21 of this Annual Report).

GRI 102 – 8

INFORMATION ON EMPLOYEES AND OTHER WORKERS



GRI 102 – 13

MEMBERSHIP OF ASSOCIATIONS

SHS is a member of Vietnam Securities Business Association, Vietnam Bond Market Association and Hanoi Association of Small and Medium Enterprises.

GRI 102 - 14

STATEMENT FROM SENIOR DECISION - MAKER

Person in charge: Mr Vu Duc Tien

Position: CEO/Legal representative

Statement:

This is the 8th year that SHS prepares the Sustainable Development Report in accordance with the Global Reporting Initiative - GRI's Sustainable Development Reporting Guidelines for Finance. Accordingly, SHS selected thư following principles to prepare this year's report:

Principles of determining content:
- Involvement of parties
- Materiality

Principles of determining quality:
- Completeness
- Cleanliness
- Consistence
- Reliability
- Comparability

GRI 102 - 16

GOVERNANCE STRUCTURE

(For more details please refer to Chapter 2 - Corporate Governance from Page 22 to Page 95 of this Annual Report)

GRI 102 - 40

LIST OF STAKEHOLDER GROUPS

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 has implemented several channels and approaches to connect and understand concerns of each stakeholders as follows:

To Shareholders/Investors
- Annual or Extraordinary General Meeting of Shareholders
- SHS' website
- Investor Relations Department (phone call, mailing, email, Facebook, etc.)
- Direct investor meeting
- Networking, cooperating, investment opportunities, introductory programs

To Employees
- Direct manager, HR division, 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 Division. ▶ 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 division. ▶ 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 divisions 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	▶ Promote corporate governance activities, internal legislation, inspection and internal control. ▶ Complete and exceed the business plan approved by the General Meeting of Shareholders. ▶ Actively send reports, provide information, comments and professional experience sharing.
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.

GRI 201
Economic efficiency

This report is a result of the CSRCB Program in Vietnam 2019 2020

GRI 201 - 1

DIRECT ECONOMIC VALUE GENERATED AND DISTRIBUTED

Direct economic value generated:

Total assets
VND **10,899.63** billion

Charter capital
VND **8,131.56** billion

Total revenue and other income
VND **1,547.66** billion

Profit before tax
VND **197.29** billion

Direct economic value distributed:

Stock dividend and shares issued to increase capital from owners' equity
25%

Salaries and other benefits to employees
VND **108.95** billion

Payments to suppliers
VND **29.74** billion

Tax payables and statutory obligations
VND **303.77** billion

Undistributed earnings
VND **765.35** billion

Contribution to communities
VND **3.22** billion

Services rendered to customers:

- Cash management services: VND **1,309.53** billion
- Securities management services: VND **3,024.26** billion
- Margin loan balance: VND **2,293.48** 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% in which SHS: 21.5% and employees: 10.5%.

GRI 202
Market presence

This report is a result of the CSRCB Program in Vietnam 2019 2020

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

- SHS maintained its position in the top 10 listed medium market capitalization companies with the best annual reports.
- SHS continued to receive many certificates of merit from organisations including Hanoi People's Committee, Vietnam Association of Small and Medium Enterprises, Hanoi Department of Industry and Trade, VSD, etc. for achievements in business operations as well as contributions to the securities market and society.



GRI 301-302-303-306
Materials, energy, water, effluents and waste

This report is a result of the CSRCB Program in Vietnam 2019 2020

Scope of the Standards

Being a Company operating in securities field, 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 large. SHS also did not use as much electricity and water as companies in other industries. However, SHS always connected its goals to environmental protection in business activities and raised awareness of staff about the need to protect the environment, to save energy and water resources.

Places where impacts arise and the organization's relevance to those impacts

The Company's daily business activities must use materials, energy, electricity and water and will discharge a large amount of waste into surrounding environment. This is the direct impact of the business on the environment.

Management method

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.

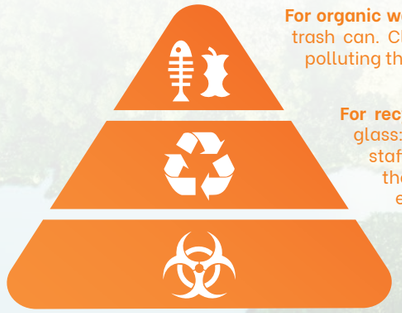
The Administration Department was assigned to summarize and compare the monthly costs of using materials, energy, electricity and water of each division and branch to detect abnormalities in the process of using as well as looking for ways to save costs.

The use of materials of the Company was based on the annual proposal of the divisions and branches. During the year, divisions 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. Divisions 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 Division 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 Division 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.

In order to minimize pollution, the Company has also implemented a number of measures to reduce emissions and waste discharged into the environment. 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 division, 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.

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

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 2 times per day in common areas and 1 time 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 2022.

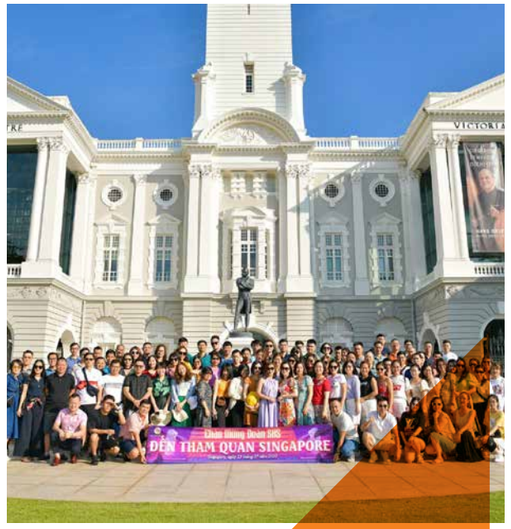


GRI 401
Employment

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 divisions, 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 2022, SHS has recruited 49 new employees to supplement the Company's staff in all 3 regions. The Company absolutely refrains from using child labor and forced labor.



Professional management of human resources

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

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 2022, the Company appointed 4 employees, re-evaluated labor contracts for 75 employees, dismissed 27 employees based on their requests, and assessed individual capacity and suitability in order to bring out the best of each employee, thereby improving the quality of products and services provided to clients.

Atractive 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 divisions/individuals, the Company had a policy of sharing brokerage fees with brokers and salary based on total brokerage revenue to the supporting divisions.

Cost

Salary, bonus, shift meals, overtime salary, etc.

103,174,523,914 VND

Deductions from salary (Union fees, social insurance, health insurance, unemployment insurance)

5,776,688,486 VND

Total salary and bonus

108,951,212,400 VND

Number of employees at the end of the year

252

Average salary and bonus per employee each month

27,000,000 VND

The Company voted and rewarded excellent employees who made outstanding contributions to the Company's performance results in 2022. In which:

- 1 team was rewarded by the Chairman of the BOD
- 3 individuals were reward by the CEO

The combination of both spiritual and material reward created a continuous motivation among employees and divisions, 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, 12 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 2022.

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.

GRI 403
Occupational health and safety

This report is a result of the CSRCB Program in Vietnam 2019 2020

Basic salary for compulsory insurances of all the Company employees has been increased significantly compared to previous years.

In 2022, the Company continued to buy life insurance with a total cost of about VND 1.2 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 620 million at Medlatec 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 2022 showed the Company's great concern for employees in order to improve the quality of life, financial security before retirement and against unexpected risks.



GRI 404
Training and education

This report is a result of the CSRCB Program in Vietnam 2019 2020



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. In 2022, the Company arranged internal training sessions for 60 brokers to help improve the professional qualifications and customer service skills.

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 52%. 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.



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.

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. Specifically:

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, HNX and HOSE, VSD, 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 2022, the Company was honored to receive many certificates of merit from the Hanoi People's Committee, Hanoi Industry and Trade Department, Vietnam Association of Small and Medium Enterprises, VSD, HOSE, etc. *(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 2022, some programs to contribute to the community were arranged, however the amount of the contribution by SHS is significant. Total contributed amount was more than VND 3.2 billion. Details are as follows:

No.	Program	Organizer	Amount (VND)
1	Contribution to build houses for poor households in Dien Bien province	Vietnam Fatherland Front - Dien Bien Province	3,000,000,000
2	Sponsor the program "Gratitude candle" in 2022 to pay tribute to the heroes and martyrs at the Quang Tri front	Association of Traditional Veterans and Thien Son Joint Stock Company	216,000,000

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. 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 division's head, the approval of the Board of Management and the decentralization managed by the IT Division. 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 customer information were managed by the related divisions, kept in locked cabinets and destroyed when no longer in use, in accordance with the Company's regulations.



SUSTAINABLE DEVELOPMENT PLAN IN 2023

Compared with the sustainable development plan for 2022, the Company partly completed sustainable development goals of 2022. However, with long-term vision and goals, the Company continues to set out a sustainable development plan in 2023 not lower than 2022. It is predicted that Vietnam's securities market will continue to face many difficulties and may directly affect the implementation of the sustainable development plan of 2023. Details of the sustainable development plan are as follows:

Enhance business effectiveness

- Complete and exceed the 2023 business plan approved by the General Meeting of Shareholders.
- Having position in Top securities companies with the largest brokerage market share in HOSE and HNX.
- 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.

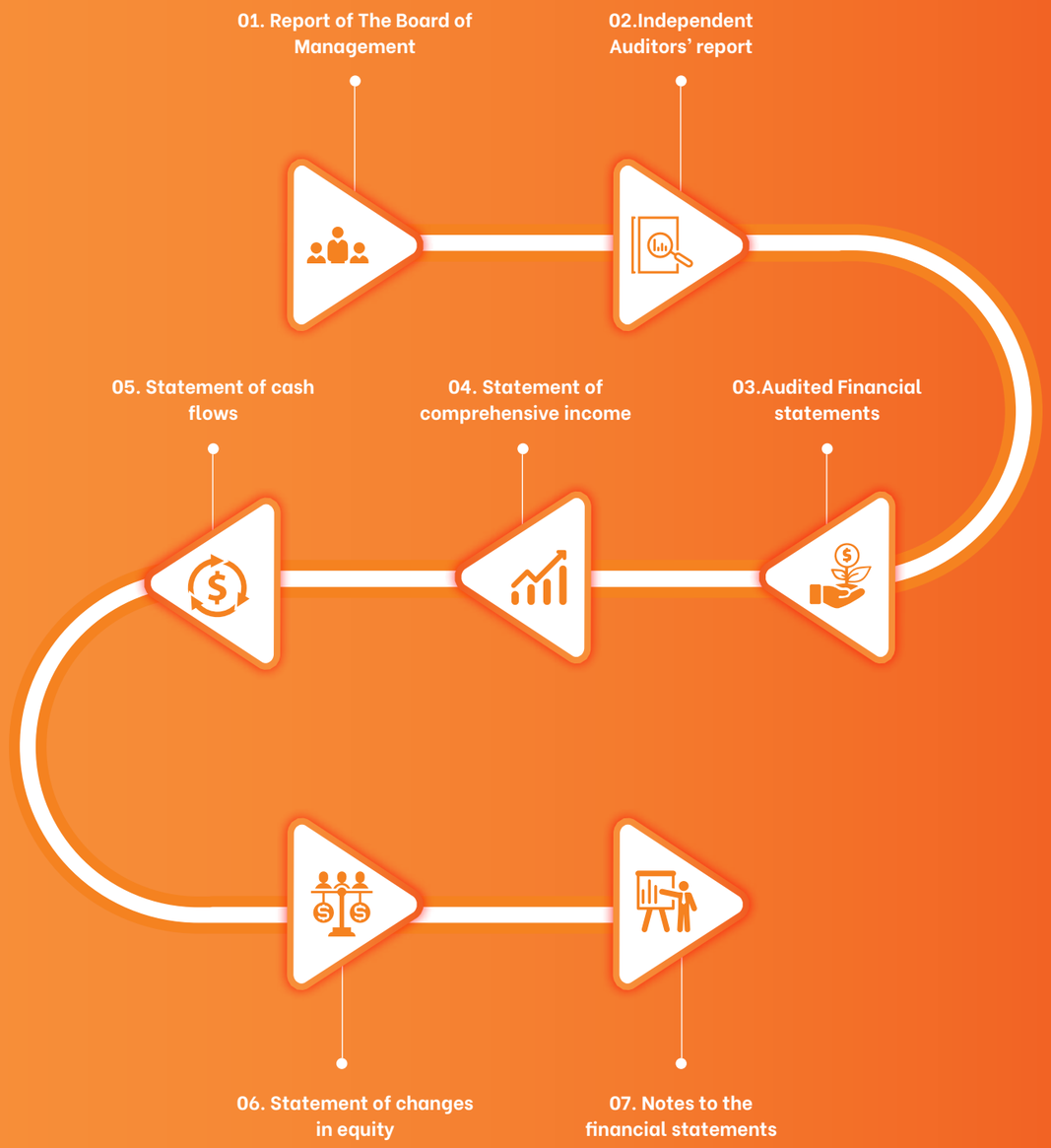


06

AUDITED REPORTS IN 2022

- 2022 AUDITED FINANCIAL STATEMENTS
- 2022 AUDITED PRUDENTIAL RATIO STATEMENT

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 2022.

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, Vietnam.

BOARD OF DIRECTORS, BOARD OF MANAGEMENT AND SUPERVISORY BOARD

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

Mr.	Do Quang Vinh	Chairman	Appointed on 04/27/2022
Mr.	Do Quang Hien	Chairman	Resigned on 04/26/2022
Mr.	Vu Duc Tien	Member	
Mr.	Le Dang Khoa	Member	
Mr.	Luu Danh Duc	Member	Appointed on 04/27/2022
Mr.	Mai Xuan Son	Member	Resigned on 04/27/2022
Mrs.	Nguyen Dieu Trinh	Member	

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

Mr.	Vu Duc Tien	CEO
Mr.	Tran Sy Tien	Deputy CEO and Chief Accountant
Mr.	Nguyen Chi Thanh	Deputy CEO
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 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 preparation of the Financial statements 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 period. 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 and present 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.

The Board of Management confirms that the Financial statements for the fiscal year ended as at 31 December 2022 prepared by us, give a true and fair view of the financial position at 31 December 2022, results of its operations and its cash flows in the year 2022 of Company accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the current requirements relevant to the 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

S.G.P: 66 - C.T.C.P
CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN HÀ NỘI
Q. HOÀN KIẾM - TP. HÀ NỘI

Vu Duc Tien

CEO

Hanoi, 27 March 2023

aasc since 1991

No.: 270323.002/BCTC.KT2

INDEPENDENT AUDITORS' REPORT

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

We have audited the Financial statements of Saigon - Hanoi Securities Joint Stock Company prepared on 27 March 2023, as set out on pages 06 to 53, including: Statement of financial position as at 31 December 2022, Statement of comprehensive income, Statement of cash flows, Statement of changes in equity for the fiscal year ended as at 31 December 2022 and Notes to financial statements.

THE BOARD OF MANAGEMENT RESPONSIBILITY

The Board of Management 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 the Financial 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 2022, and of the results of its operations and its cash flows for the fiscal year ended as at 31 December 2022 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 CEO
Certificate of registration to audit practice
No: 0743-2023-002-1

Le Cong Thang
Auditor
Certificate of registration to audit practice
No: 4422-2019-002-1

Hanoi, 27 March 2023

STATEMENT OF FINANCIAL POSITION

As at 31 December 2022

Code		ASSETS	Note	12/31/2022	01/01/2022
				VND	VND
100	**A.**	**CURRENT ASSETS**		**10,832,351,412,869**	**10,839,040,649,736**
110	**I.**	**Financial assets**		**10,811,683,657,275**	**10,834,566,867,422**
111	1.	Cash and cash equivalents	4	1,039,661,871,707	652,033,715,127
111.1	1.1	Cash		1,039,661,871,707	652,033,715,127
112	2.	Financial assets at fair value through profit and loss (FVTPL)	5	4,339,477,987,075	2,700,773,774,103
113	3.	Held-to-maturity investments (HTM)	5	1,000,000,000,000	-
114	4.	Loans	5	2,355,668,531,748	5,817,012,626,522
115	5.	Available for sale financial assets (AFS)	5	572,237,987,350	702,541,229,300
117	6.	Receivables	6	51,117,381,554	38,853,352,485
117.2	6.1	Receivables from and accruals for dividend and interest income		51,117,381,554	38,853,352,485
117.3	6.1.1	Receive dividends, interest		51,117,381,554	38,853,352,485
118	7.	Prepayments to suppliers	7	1,579,399,895	3,671,818,770
119	8.	Receivables from services provided by the Company	6	1,916,111,404,544	1,222,721,168,220
122	9.	Other receivables	6	45,008,845,285	161,352,205,033
129	10.	Provision for impairment of receivables	8	(509,179,751,883)	(464,393,022,138)
130	**II.**	**Short-term accounts receivable**		**20,667,755,594**	**4,473,782,314**
131	1.	Advances		2,064,629,550	2,748,529,899
132	2.	Tools, supplies	9	262,111,957	266,851,450
133	3.	Short-term prepaid expenses	10	3,988,136,457	1,455,650,965
134	4.	Short-term mortgages	11	2,750,000	2,750,000
136	5.	Taxes and other receivables from State budget	12	14,350,127,630	-
200	**B.**	**NON- CURRENT ASSETS**		**67,274,353,894**	**71,842,950,288**
220	**II.**	**Fixed assets**		**16,937,048,561**	**14,128,110,338**
221	1.	Tangible fixed assets	13	13,391,164,569	12,379,402,978
222	-	Cost		40,786,012,398	35,401,233,922
223a	-	Accumulated depreciation		(27,394,847,829)	(23,021,830,944)
227	2.	Intangible fixed assets	14	3,545,883,992	1,748,707,360
228	-	Cost		27,887,980,987	24,657,980,987
229a	-	Accumulated amortization		(24,342,096,995)	(22,909,273,627)
250	**V.**	**Other long-term assets**		**50,337,305,333**	**57,714,839,950**
251	1.	Long-term mortgages	11	3,154,800,343	1,435,890,343
252	2.	Long-term prepaid expenses	10	27,182,504,990	36,278,949,607
254	3.	Deposits to Settlement Assistance Fund	15	20,000,000,000	20,000,000,000
270	**TOTAL ASSETS**			**10,899,625,766,763**	**10,910,883,600,024**

Code		ASSETS	Note	12/31/2022	01/01/2022
				VND	VND
300	**C.**	**LIABILITIES**		**1,463,766,337,166**	**4,855,303,932,291**
310	**I.**	**Current liabilities**		**1,364,948,808,240**	**4,204,719,054,422**
311	1.	Short-term loans and debts	16	407,000,000,000	2,748,000,000,000
312	1.1	Short-term loans		407,000,000,000	2,748,000,000,000
316	3.	Issued bonds	21	660,000,000,000	600,000,000,000
318	4.	Payables for securities transaction activities	17	600,000	9,791,264,000
320	5.	Trade payables	18	114,159,297,216	-
321	6.	Advances from customers		4,360,500,000	1,925,200,000
322	7.	Tax payables and statutory obligations	19	21,329,988,934	158,417,859,040
323	8.	Payables to employees		18,478,420,632	58,060,881,353
324	9.	Employee benefits		1,350,097,377	733,447,977
325	10.	Accrued expenses	20	35,440,775,897	95,790,643,323
328	11.	Short-term deposits, collateral received	22	16,164,000	452,596,761,401
329	12.	Other short-term payables	23	9,119,376,526	29,739,559,838
331	13.	Bonus and welfare fund		93,693,587,658	49,663,437,490
340	**II.**	**Long-term liabilities**		**98,817,528,926**	**650,584,877,869**
346	1.	Issued bonds	21	-	500,000,000,000
352	2.	Long-term deposits, collateral received	22	25,000,000	25,000,000
356	3.	Deferred tax payables	41.2	98,792,528,926	150,559,877,869
400	**D.**	**OWNER'S EQUITY**		**9,435,859,429,597**	**6,055,579,667,733**
410	**I.**	**Equity**	**24**	**9,435,859,429,597**	**6,055,579,667,733**
411	1.	Contributed legal capital		8,853,320,430,800	3,742,322,836,300
411.1	1.1	Contributed legal capital		8,131,567,480,000	3,252,650,270,000
411.1a	a.	Ordinary shares with voting rights		8,131,567,480,000	3,252,650,270,000
411.2	1.3	Share Premium		721,752,950,800	489,672,566,300
412	2.	Asset revaluation differences		(337,086,821,870)	293,029,794,376
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	77,136,777,489
417	5.	Undistributed earnings		765,352,265,689	1,865,953,482,079
417.1	5.1	Realized earnings		370,182,149,985	1,263,713,970,604
417.2	5.2	Unrealized earnings		395,170,115,704	602,239,511,475
440	**TOTAL RESOURCES AND OWNER'S EQUITY**			**10,899,625,766,763**	**10,910,883,600,024**

OFF-STATEMENT OF FINANCIAL POSITION ACCOUNTS

Code		ITEMS	Note	12/31/2022	01/01/2022
	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	325,265,027
008	4.	Financial assets listed/registered at the VSD of the Company	25	1,494,361,190,000	944,959,880,000
009	5.	The Company's non-traded financial assets deposited at the VSD	26	76,790,020,000	32,037,470,000
010	6.	The Company's awaiting financial assets	27	4,235,100,000	-
012	7.	The Company's financial assets which are not deposited at the VSD	28	799,358,780,000	143,201,130,000
	B.	**ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS**			
021	1.	Financial assets listed/registered at the VSD of investors	29	44,641,325,860,000	41,578,629,440,000
021.1	a.	Unrestricted financial assets		36,784,515,100,000	35,808,331,870,000
021.2	b.	Restricted financial assets		1,350,251,430,000	2,156,424,300,000
021.3	c.	Mortgage financial assets		6,316,152,530,000	3,064,116,280,000
021.4	d.	Blocked financial assets		65,747,990,000	44,946,540,000
021.5	e.	Financial assets awaiting settlement		124,658,810,000	504,810,450,000
022	2.	Non-traded financial assets deposited at the VSD of investors	30	2,510,912,030,000	2,017,813,130,000
022.1	a.	Unrestricted and non-traded financial assets deposited at the VSD		1,121,600,510,000	971,686,500,000
022.2	b.	Restricted and non-traded financial assets deposited at the VSD		1,389,311,520,000	1,030,830,950,000
022.3	c.	Non-traded and mortgage financial assets deposited at the VSD		-	15,295,680,000
023	4.	Awaiting financial assets of investors	31	468,708,950,000	499,119,960,000

Code		ITEMS	Note	12/31/2022	01/01/2022
026	5.	Investors' deposits	32	1,309,534,815,623	2,384,987,371,174
027	5.1	Investors' deposits for securities trading activities managed by the Company		786,530,289,831	787,074,410,882
028	5.2	Investors' synthesizing deposits for securities trading activities		522,927,021,500	1,597,617,003,500
030	5.1	Deposits of securities issuers		77,504,292	295,956,792
031	7.	Payables to investors - Investors' deposits for securities trading activities managed by the Company	33	1,309,457,311,331	2,384,691,414,382
031.1	7.1	Payables to domestic investors - investors' deposit for securities trading activities managed by the Company		1,308,640,251,227	2,384,062,038,382
031.2	7.2	Payables to foreign investors - investors' deposit for securities trading activities managed by the Company		817,060,104	629,376,000
035	8.	Payables for dividend, principal and interest from bonds	34	77,504,292	295,956,792

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Vu Duc Tien
CEO

Hanoi, 27 March 2023

STATEMENT OF COMPREHENSIVE INCOME

Year 2022

Code		ITEMS	Note	Year 2022	Year 2021
				VND	VND
	I.	**OPERATING INCOME**			
01	1.1	Gain from financial assets at fair value through profit and loss (FVTPL)		464,437,535,006	1,484,260,981,477
01.1		a. Gain from disposal of financial assets at FVTPL	36.a)	457,309,337,888	1,252,757,842,307
01.2		b. Gain from revaluation of financial assets at FVTPL	36.b)	(146,920,715,909)	179,816,966,577
01.3		c. Dividend, interest income from financial assets at FVTPL	36.c)	154,048,913,027	51,686,172,593
02	1.2	Gain from held-to-maturity (HTM) investments	36.c)	30,824,931,494	-
03	1.3	Gain from loans and receivables	36.c)	567,856,675,262	688,752,608,357
06	1.4	Revenue from brokerage services		332,853,242,032	553,924,680,674
07	1.5	Revenue from underwriting and issuance agent services		26,825,909,090	113,350,045,455
08	1.6	Revenue from securities investment advisory services		11,882,697,584	18,631,198,852
09	1.7	Revenue from securities custodian services		23,514,147,503	23,968,522,220
10	1.8	Revenue from financial advisory services		83,618,136,467	11,997,070,845
11	1.9	Revenue from other operating	36.d)	654,937,941	432,540,522
20		**Total operating income**		**1,542,468,212,379**	**2,895,317,648,402**
	II.	**OPERATING EXPENSES**			
21	2.1	Loss from financial assets at fair value through profit and loss (FVTPL)		724,967,169,134	91,564,916,885
21.1		a. Loss from disposal of financial assets at FVTPL	36.a)	611,516,707,522	111,298,553,127
21.2		b. Loss from revaluation of financial assets at FVTPL	36.b)	111,916,028,805	(20,970,654,019)
21.3		c. Transaction costs of acquisition of financial assets at FVTPL		1,534,432,807	1,237,017,777
24	2.2	Provision expenses for diminution in value and impairment of financial assets, doubtful receivables and borrowing costs of loans		21,786,592,904	346,859,867,321
26	2.3	Expenses for proprietary trading activities		12,747,553,484	17,019,229,906
27	2.4	Expenses for brokerage services		235,286,601,928	362,586,535,811
28	2.5	Expenses for underwriting and issuance agent services		6,796,302,872	9,450,657,869
29	2.6	Expenses for securities investment advisory services		11,546,785,243	14,282,770,989
30	2.7	Expenses for securities custodian services		11,934,361,917	10,355,731,111

Code		ITEMS	Note	Year 2022	Year 2021
				VND	VND
31	2.8	Expenses for financial advisory services		7,385,409,181	13,141,337,584
32	2.9	Expenses for other operating	37	56,371,123,973	(32,359,689,663)
40		**Total operating expenses**		**1,088,821,900,636**	**832,901,357,813**
	III.	FINANCIAL INCOME	38		
42	3.1	Non-fixed dividend and interest income		4,975,550,219	3,882,855,188
50		**Total financial income**		**4,975,550,219**	**3,882,855,188**
	IV.	FINANCIAL EXPENSES	39		
52	4.1	Borrowing costs		163,288,704,020	149,064,549,192
55	4.2	Other financial expenses		20,000,000	20,000,000
60		**Total financial expenses**		**163,308,704,020**	**149,084,549,192**
62	**VI.**	**GENERAL AND ADMINISTRATIVE EXPENSES**	**40**	**98,238,383,658**	**164,929,154,783**
70	**VII.**	**OPERATING PROFIT**		**197,074,774,284**	**1,752,285,441,802**
	VIII.	OTHER INCOME AND EXPENSES			
71	8.1	Other income		213,101,490	633,638,451
72	8.2	Other expense		4,250	1,100,091
80		**Total other operating profit**		**213,097,240**	**632,538,360**
90	**IX.**	**TOTAL PROFIT BEFORE TAX**		**197,287,871,524**	**1,752,917,980,162**
91	9.1	Realized profit		456,124,616,238	1,552,130,359,566
92	9.2	Unrealized profit		(258,836,744,714)	200,787,620,596
100	**X.**	**CORPORATE INCOME TAX EXPENSES**	**41**	**35,071,817,414**	**356,632,479,107**
100.1	10.1	Current corporate income tax expenses	41.1	86,839,166,357	316,474,954,988
100.2	10.2	Deferred corporate income tax expenses	41.2	(51,767,348,943)	40,157,524,119
200	**XI.**	**PROFIT AFTER TAX**		**162,216,054,110**	**1,396,285,501,055**
300	**XII.**	**OTHER COMPREHENSIVE INCOME AFTER TAX**			
301	12.1	Gain/(Loss) from revaluation of AFS financial assets		(630,116,616,246)	249,640,824,776
400		**Total other comprehensive income**		**(630,116,616,246)**	**249,640,824,776**
500	**XIII.**	**NET INCOME PER SHARE**			
501	13.1	Earnings per share (VND/share)	42	238	2,862

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Vu Duc Tien
CEO

Hanoi, 27 March 2023

STATEMENT OF CASH FLOWS

Year 2022 (Under indirect method)

Code		ITEM	Note	Year 2022	Year 2021
				VND	VND
	I.	Cash flow from operating activities			
01	1.	Profit before tax		197,287,871,524	1,752,917,980,162
02	2.	Adjustments for		209,048,872,323	145,935,350,129
03	-	Depreciation and amortisation		5,948,988,777	2,554,072,130
04	-	Provisions		44,786,729,745	(1,663,143,278)
06	-	Interest expense		163,288,704,020	149,064,549,192
07	-	Gains/losses from investing activities		(4,975,550,219)	(4,020,127,915)
10	3.	Increase in non-monetary expenses		111,916,028,805	(20,970,654,019)
11	-	Loss from revaluation of financial assets at fair value through profit or loss of FVTPL		111,916,028,805	(20,970,654,019)
18	4.	Decrease in non-monetary expenses		146,920,715,909	(179,816,966,577)
19	-	Gains revaluation of financial assets at fair value through profit or loss of FVTPL		146,920,715,909	(179,816,966,577)
30	5.	Operating profit before changes in working capital		(1,395,943,279,200)	(4,842,885,362,864)
31	-	Increase (decrease) of financial assets is recognized through profit /loss of FVTPL		(1,897,540,957,686)	(295,249,543,201)
32	-	Increase (decrease) of held-to-maturity investments (HTM)		(1,000,000,000,000)	-
33	-	Increase (decrease) in loans		3,461,344,094,774	(3,645,328,462,021)
34	-	Increase (decrease) of financial assets available for sale AFS		(499,813,374,296)	8,107,397,476
36	-	(-) Increase, (+) decrease in receivables and accrued dividends, interest on financial assets		(12,264,029,069)	(5,719,182,692)
37	-	(-) Increase, (+) decrease in receivables of services provided by securities companies		(690,954,936,324)	480,332,548,541
39	-	(-) Increase, (+) decrease other receivables		116,343,359,748	(68,768,452,147)
40	-	Increase (decrease) other assets		(1,030,270,158)	(1,001,535,134)
41	-	Increase (decrease) accrual expense (exclude interest expense)		(54,488,074,894)	36,830,075,646
42	-	Increase (decrease) prepaid expense		6,563,959,125	9,387,597,586
43	-	Corporate income tax paid		(207,085,531,914)	(239,038,559,074)
44	-	Interest expense paid		(169,150,496,552)	(154,554,591,162)
45	-	Increase (decrease) payables to supplier		116,251,716,091	(1,815,951,447)
46	-	Increase (decrease) in welfare benefits		616,649,400	304,882,016

47	-	Increase (decrease) taxes and other payables to State budget (exclude corporate income tax)		(31,191,632,179)	35,260,812,779
48	-	Increase (decrease) payables to employee		(39,582,460,721)	25,698,814,010
50	-	Increase, (decrease) other payables		(482,991,444,713)	(1,018,691,558,203)
52	-	Other payments for operating activities		(10,969,849,832)	(8,639,655,837)
60	**Net cash flows from investing activities**			**(730,769,790,639)**	**(3,144,819,653,169)**
	II.	**Cash flows from investing activities**			
61	1.	Purchase and construction of fixed assets, investment properties and other long-term assets		(8,757,927,000)	(12,309,440,702)
62	2.	Proceeds from disposals of fixed assets, investment properties and other long-term assets		-	137,272,727
65	3.	Dividends and profits distributed from long-term financial investments		4,975,550,219	3,882,855,188
70	**Net cash flows from investing activities**			**(3,782,376,781)**	**(8,289,312,787)**
	III.	**Cash flows from financing activities**			
71	1.	Receipts from stocks issuing and capital contribution from equity owners		3,903,180,324,000	1,447,060,363,500
73	2.	Drawdown of borrowings		10,336,490,000,000	16,511,999,982,002
73.2	3	Drawdown of other borrowings		10,336,490,000,000	16,511,999,982,002
74	4.	Repayment of borrowings		(13,117,490,000,000)	(14,557,999,982,002)
74.2	4.2	Repayment of borrowings for financial assets		(13,117,490,000,000)	(14,557,999,982,002)
76	5.	Dividends, profit paid to equity owners		-	(248,991,902,610)
80	**Net cash flows from financing activities**			**1,122,180,324,000**	**3,152,068,460,890**
90	**IV.**	**Net decrease/increase in cash and cash equivalents**		**387,628,156,580**	**(1,040,505,066)**
101	**V.**	**Cash and cash equivalents at the beginning of the period**		**652,033,715,127**	**653,074,220,193**
101.1		Cash		652,033,715,127	653,074,220,193
103	**VI.**	**Cash and cash equivalents at the end of the period**	**4**	**1,039,661,871,707**	**652,033,715,127**
103.1		Cash		1,039,661,871,707	652,033,715,127

CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE INVESTORS

Year 2022

Code		ITEM	Note	Year 2022	Year 2021
				VND	VND
	I.	**Cash flows from brokerage and trust activities of the investors**			
01	1.	Cash receipts from disposal of brokerage securities of customers		142,902,450,156,906	203,146,836,603,141
02	2.	Cash payments for acquisition of brokerage securities of customers		(132,525,666,895,776)	(209,521,375,545,275)
07	3.	Cash receipts for settlement of securities transaction of customers		(11,444,917,687,553)	7,456,981,432,393
11	4.	Cash payments for custodian fees of customers		(7,099,676,628)	(9,480,928,396)
14	5.	Cash receipt from securities issuers		14,655,197,829,610	14,058,460,714,982
15	6.	Cash payments to securities issuers		(14,655,416,282,110)	(15,606,247,095,746)
20	**Net increase/decrease in cash during the period**			**(1,075,452,555,551)**	**(474,824,818,901)**
30	**II.**	**Cash and cash equivalents of investors at the beginning of period**		**2,384,987,371,174**	**2,859,812,190,075**
31		Cash at banks at the beginning of period:		2,384,987,371,174	2,859,812,190,075
32	-	Investors' deposits managed by the Company for securities trading activities		787,074,410,882	511,475,622,919
33	-	Investors' synthesizing deposits for securities trading activities		1,597,617,003,500	800,254,229,600
35	-	Deposits of securities issuers		295,956,792	1,548,082,337,556
40	**III.**	**Cash and cash equivalents of investors at the end of period**	**32**	**1,309,534,815,623**	**2,384,987,371,174**
41		Cash at banks at the end of period:		1,309,534,815,623	2,384,987,371,174
42	-	Investors' deposits managed by the Company for securities trading activities		786,530,289,831	787,074,410,882
43	-	Investors' synthesizing deposits for securities trading activities		522,927,021,500	1,597,617,003,500
45	-	Deposits of securities issuers		77,504,292	295,956,792

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Vu Duc Tien
CEO

Hanoi, 27 March 2023

STATEMENT OF CHANGES IN OWNERS' EQUITY

Year 2022

Code	ITEMS	Note	Beginning balance		Increase/ Decrease				Ending balance	
			01/01/2021	01/01/2022	Year 2021		Year 2022		12/31/2021	12/31/2022
					Increase	Decrease	Increase	Decrease		
			VND	VND	VND	VND	VND	VND	VND	VND
1.	Contributed legal capital		2,295,262,472,800	3,742,322,836,300	1,550,687,613,500	103,627,250,000	5,529,447,264,000	418,449,669,500	3,742,322,836,300	8,853,320,430,800
1.1	Ordinary shares with voting rights		2,072,682,010,000	3,252,650,270,000	1,179,968,260,000	-	4,878,917,210,000	-	3,252,650,270,000	8,131,567,480,000
1.2	Share Premium		222,580,462,800	489,672,566,300	370,719,353,500	103,627,250,000	650,530,054,000	418,449,669,500	489,672,566,300	721,752,950,800
2.	Charter capital supplementary reserve fund		63,561,856,552	77,136,777,489	13,574,920,937	-	-	-	77,136,777,489	77,136,777,489
3.	Operational risk and financial reserve fund		63,561,856,552	77,136,777,489	13,574,920,937	-	-	-	77,136,777,489	77,136,777,489
4.	Asset revaluation differences		43,388,969,600	293,029,794,376	352,982,012,703	103,341,187,927	(350,516,616,246)	279,600,000,000	293,029,794,376	(337,086,821,870)
5.	Undistributed earnings		760,539,664,100	1,865,953,482,079	1,396,285,501,055	290,871,683,076	162,216,054,110	1,262,817,270,500	1,865,953,482,079	765,352,265,689
5.1	Realized earnings		318,930,249,102	1,263,713,970,604	1,235,655,404,578	290,871,683,076	369,285,449,881	1,262,817,270,500	1,263,713,970,604	370,182,149,985
5.2	Unrealized earnings		441,609,414,998	602,239,511,475	160,630,096,477	-	(207,069,395,771)	-	602,239,511,475	395,170,115,704
TOTAL			**3,226,314,819,604**	**6,055,579,667,733**	**3,327,104,969,132**	**497,840,121,003**	**5,341,146,701,864**	**1,960,866,940,000**	**6,055,579,667,733**	**9,435,859,429,597**
II.	**Other comprehensive income**									
1.	Gain/Loss from revaluation of financial assets at AFS		43,388,969,600	293,029,794,376	352,982,012,703	103,341,187,927	(350,516,616,246)	279,600,000,000	293,029,794,376	(337,086,821,870)
TOTAL			**43,388,969,600**	**293,029,794,376**	**352,982,012,703**	**103,341,187,927**	**(350,516,616,246)**	**279,600,000,000**	**293,029,794,376**	**(337,086,821,870)**

Nguyen Thi Thuy
Preparer

Tran Sy Tien
Chief Accountant

Vu Duc Tien
CEO

Hanoi, 27 March 2023

NOTES TO THE FINANCIAL STATEMENTS

Year 2022

1. GENERAL INFORMATION

1.1.Forms of Ownership

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.
- Company's Charter capital under Business License: VND 8,131,567,480,000; Contributed Legal capital as at 31 December 2022: 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 2022, the Company has 252 employees (as at 31 December 2021: 230 employees).

The Company's member entities are as follows:

Name of member entities	Place of establishment and operation
Ho Chi Minh City Branch of Sai Gon - Ha Noi Securities Joint Stock Company	3rd Floor, Artex Saigon Building, 236-238 Nguyen Cong Tru, Nguyen Thai Binh Ward, District 1, Ho Chi Minh City
Da Nang Branch of Sai Gon - Ha Noi 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.

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 system and accounting policy

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

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. Applied new regulations

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. Circular 114 comes into force as of 01 February 2022.

The major changes in Circular 114 that affect the Company's financial statements during the operating period include:

- Regulations on making and settlement of provisions for devaluation of inventory, losses on financial investments, bad debts, and warranty at enterprises in accordance with Circular 48/2019/TT-BTC dated August 8, 2019 ("Circular 48") issued by the Ministry of Finance and other documents on amendments and replacements (if any).
- Regulations on the use of the balance of the reserve fund to supplement charter capital, the financial reserve fund, and the professional risks set up in accordance with the provisions of Circular No. 146/2014/TT-BTC. Instructions on handling the balance of the reserve fund for supplementing charter capital, financial reserve fund, and operational risks as presented in Note 2.21.
- For the balance of the reserve fund for supplementing charter capital and operating risks set up according to the provisions of Circular No. 146/2014/TT-BTC, the Company will supplement the charter capital or use it according to the discretion of the General Meeting of Shareholders, Law on Securities and guiding documents, Charter of the Company.

On 7 April 2022, the Ministry of Finance issued Circular No. 24/2022/TT-BTC (''Circular 24') amending and supplementing a number of articles of Circular 48/2019/TT-BTC guiding setting up and handling provisions for devaluation of inventories, loss of investment contracts, bad debts. Accordingly, Circular 24 amends the object of provision-making excluding government bonds, bonds Government-guaranteed bonds, and local government bonds and Circular 24 comes into force as of 25 May 2022.

2.5. Cash and cash equivalents

Cash and cash equivalents 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).

2.6. 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).

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 .

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 basis of respecting the principles, methods, or theoretical models for valuing financial assets as prescribed in the Charter or Valuation Manual of the Company or after being 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 Management 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 apply 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

The difference in increase/decrease dues to revaluate FVTPL are recorded according to the principle of non-offset and presented in the Statement of Comprehensive Income on 02 items: the item "Loss from financial assets at fair value through profit and loss (FVTPL)" - details "Loss from revaluation of financial assets at FVTPL" (if the assessment decreases) and the item "Gain from financial assets at fair value through profit and loss (FVTPL)" - Details "Gain from revaluation of financial assets at FVTPL" (if the assessment increases).

- 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".

The difference in increase/decrease dues to revaluate AFS are recognized directly in equity of the Statements of Financial Position on the item "Asset revaluation differences".

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".

2.7. 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.

2.8. 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. Accordingly, the provisions for overdue debts shall be based on the due date stipulated in the initial sale contract, exclusive of the debt rescheduling between contracting parties and the case where the debts are not due but the debtor is in bankruptcy, in dissolution, or missing and making fleeing.

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 2009, 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%

2.9. 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.

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 years
Transportation equipment	06 years
Office equipment and furniture	04 - 05 years
Management software	03 - 05 years

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. Accrued expenses

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

Accrued expenses include payables to goods or services received from the suppliers or provided for the customers during the reporting period, but the payments for such goods or services have not been made and other payables such as annual leave salary, expenses arising from seasonal cessation of production, interest expenses, etc. which are recorded as operating expenses of the reporting period.

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 arising from asset revaluation shall be recorded when having the decision of State on asset revaluation; or when carrying out the equalization of State-owned enterprises and other cases in accordance with the provisions of the law.

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.

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.

For the balance of the reserve fund for supplementing charter capital and for operating risks set up in accordance with the provisions of Circular No. 146/2014/TT-BTC, the Company will add the charter capital or use it according to decisions of the General Meeting of Shareholders, Law on Securities and guiding documents, the Company's Charter.

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 Center.

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 income earned.

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

Deferred income tax liability

- Exchange income difference;
- Income from interest is recognized in the Statement of Comprehensive Income on accrual basis;
- Bonus shares or dividends paid by stocks: No earnings are recognized when the rights to receive bonus shares or stock dividend is established.

Income from business cooperation contracts

- Interest expenses;
- Other financial expenses (transfer fees, ...)

2.18. Taxation

a) Deferred income tax liability

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 2022.

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 Board of Directors) 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 PERIOD

	Volume of securities transaction this period	Volume of securities transaction this period
		VND
Securities company	**517,528,736**	**41,060,455,745,701**
- Shares	192,744,235	5,881,872,436,240
- Bonds	324,784,501	35,178,583,309,461
Investors	**8,561,206,752**	**272,994,574,595,301**
- Shares	8,011,275,583	198,884,190,063,340
- Bonds	533,037,369	74,101,033,579,961
- Other securities	16,893,800	9,350,952,000
	9,078,735,488	**314,055,030,341,002**

4. CASH AND CASH EQUIVALENTS

	12/31/2022	01/01/2022
	VND	VND
Cash on hand	86,172,886	49,609,061
Cash at bank for Company operation	1,038,297,781,494	651,568,405,302
Cash at bank for securities transaction compensation payment	1,277,917,327	415,700,764
	1,039,661,871,707	**652,033,715,127**

5. FINANCIAL ASSETS

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

	12/31/2022		01/01/2022	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Listed securities	843,927,075,531	874,575,042,120	1,444,350,955,349	1,927,556,323,850
Securities on UPCOM	307,905,957,905	565,524,342,000	266,368,044,436	301,267,061,500
Unlisted securities	965,253,670,760	910,510,718,678	202,400,046,748	183,134,228,316
Listed bonds	635,964,330,926	642,442,754,743	34,319,374,487	34,319,374,487
Unlisted bonds	1,346,425,129,534	1,346,425,129,534	254,496,785,950	254,496,785,950
	4,099,476,164,656	**4,339,477,987,075**	**2,201,935,206,970**	**2,700,773,774,103**

b) Available for sale financial assets (AFS)

	12/31/2022		01/01/2022	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Listed securities	675,238,748,169	572,237,987,350	175,425,373,873	702,541,229,300
	675,238,748,169	**572,237,987,350**	**175,425,373,873**	**702,541,229,300**

c) Held-to-maturity investments (HTM)

	12/31/2022	01/01/2022
	VND	VND
Deposit with term of 03 months or more (*)	1,000,000,000,000	-
	1,000,000,000,000	**-**

(*): Including 6-month term deposit contracts deposited at Saigon - Hanoi Commercial Joint Stock Bank with interest rates from 5.5%/year to 13%/year.

d) Loans

	12/31/2022	01/01/2022
	VND	VND
Margin operation	2,293,481,012,669	4,862,983,913,394
Prepaid of selling securities operation	62,187,519,079	954,028,713,128
	2,355,668,531,748	**5,817,012,626,522**

e) Fluctuation of market value

	Book value		Market value		Increase		Decrease		Revaluation value	
	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VND
FVTPL	**4,099,476,164,656**	**2,201,935,206,970**	**4,339,477,987,075**	**2,700,773,750,103**	**385,254,045,220**	**532,174,761,129**	**(145,252,222,801)**	**(33,336,193,996)**	**4,339,477,987,075**	**2,700,773,774,103**
Listed shares	843,927,075,531	1,444,350,955,349	874,575,042,120	1,927,556,323,850	112,267,933,818	488,057,713,120	(81,622,832,836)	(4,852,320,619)	874,572,176,513	1,927,556,347,850
EIB	*421,789,454,939*	*2,821,218*	*497,231,506,200*	*3,740,700*	*75,442,051,261*	*919,482*	-	-	*497,231,506,200*	*3,740,700*
SAF	*125,312,500,000*	-	*123,307,500,000*	-	-	-	*(2,005,000,000)*	-	*123,307,500,000*	-
TCB	-	*403,266,343,189*	-	*579,569,500,000*	-	*176,303,156,811*	-	-	-	*579,569,500,000*
GEX	-	*284,319,898,883*	-	*444,886,608,000*	-	*160,566,709,117*	-	-	-	*444,886,608,000*
Others	*296,825,120,592*	*756,761,892,059*	*254,036,035,920*	*903,096,475,150*	*36,825,882,557*	*151,186,927,710*	*(79,617,832,836)*	*(4,852,320,619)*	*254,033,170,313*	*903,096,499,150*
Shares traed on UPCOM	307,905,957,905	266,368,044,436	565,524,342,000	301,267,061,500	265,937,687,585	42,366,548,009	(8,319,303,490)	(7,467,530,945)	565,524,342,000	301,267,061,500
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*	-
KTL	*55,114,674,800*	*19,108,674,800*	*138,421,900,000*	*30,980,416,000*	*83,307,225,200*	*11,871,741,200*	-	-	*138,421,900,000*	*30,980,416,000*
Others	*52,841,283,105*	*247,259,369,636*	*155,052,442,000*	*270,286,645,500*	*110,530,462,385*	*30,494,806,809*	*(8,319,303,490)*	*(7,467,530,945)*	*155,052,442,000*	*270,286,645,500*
Delisted shares	4,110,151,622	1,506,150,610	2,100,000,000	1,504,203,640	-	-	(2,007,286,015)	(1,946,970)	2,102,865,607	1,504,203,640
Unlisted shares	961,143,519,138	200,893,896,138	908,410,718,678	181,630,000,676	-	1,750,500,000	(52,732,800,460)	(21,014,395,462)	908,410,718,678	181,630,000,676
- *Ton Dong A JSC*	*200,000,000,000*	-	*200,000,000,000*	-	-	-	-	-	*200,000,000,000*	-
- *Cho Long Wind Power Joint Stock Company*	*176,000,000,000*	-	*176,000,000,000*	-	-	-	-	-	*176,000,000,000*	-
- *My Xuan Shipbuilding and Port Service JSC*	*170,000,000,000*	-	*169,773,500,986*	-	-	-	*(226,499,014)*	-	*169,773,500,986*	-
- *Saigon - Hanoi Insurance Corporation*	*145,257,484,500*	*145,257,484,500*	*145,257,484,500*	*145,257,484,500*	-	-	-	-	*145,257,484,500*	*145,257,484,500*
- *Others*	*269,886,034,638*	*55,636,411,638*	*217,379,733,192*	*36,372,516,176*	-	*1,750,500,000*	*(52,506,301,446)*	*(21,014,395,462)*	*217,379,733,192*	*36,372,516,176*
Listed Bonds	635,964,330,926	34,319,374,487	642,442,754,743	34,319,374,487	7,048,423,817	-	(570,000,000)	-	642,442,754,743	34,319,374,487
- *Bonds of Bamboo Capital Joint Stock Company, BCG122006*	*358,394,330,926*	-	*364,443,754,743*	-	*6,049,423,817*	-	-	-	*364,443,754,743*	-
- *Bonds of Lien Viet Post Bank Bond, LPB121035*	*200,570,000,000*		*200,000,000,000*		-	-	*(570,000,000)*	-	*200,000,000,000*	-
- *Others*	*77,000,000,000*	*34,319,374,487*	*77,999,000,000*	*34,319,374,487*	*999,000,000*	-	-	-	*77,999,000,000*	*34,319,374,487*
Unlisted Bonds	1,346,425,129,534	254,496,785,950	1,346,425,129,534	254,496,785,950	-	-	-	-	1,346,425,129,534	254,496,785,950
- *Bonds issued by Transport and Industry Development Investment JSC on 28/12/2021 (1)*	*306,572,681,841*	-	*306,572,681,841*	-	-	-	-	-	*306,572,681,841*	-

	Book value		Market value		Increase		Decrease		Revaluation value	
	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022	12/31/2022	01/01/2022
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VND
- Bonds issued by Neo Floor Joint Stock Company on 04/08/2021 (2)	*240,312,000,000*	*7,069,000,000*	*240,312,000,000*	*7,069,000,000*	*-*	*-*	*-*	*-*	*240,312,000,000*	*7,069,000,000*
- Bonds issued by Bac A Commercial Joint Stock Bank on 12/31/2021 (3)	*203,587,260,200*	*-*	*203,587,260,200*	*-*	*-*	*-*	*-*	*-*	*203,587,260,200*	*-*
- Bonds of Lien Viet Post Commercial Joint Stock Bank issued on 30/12/2021	*-*	*100,000,000,000*	*-*	*100,000,000,000*	*-*	*-*	*-*	*-*	*-*	*100,000,000,000*
- Bonds of Da Nang Red Star Joint Stock Company issued on 23/09/2021	*-*	*110,250,940,000*	*-*	*110,250,940,000*	*-*	*-*	*-*	*-*	*-*	*110,250,940,000*
- Others	*595,953,187,493*	*37,176,845,950*	*595,953,187,493*	*37,176,845,950*	*-*	*-*	*-*	*-*	*595,953,187,493*	*37,176,845,950*
AFS	**675,238,748,169**	**175,425,373,873**	**572,237,987,350**	**702,541,229,300**	**176,599,239,181**	**527,115,855,427**	**(279,600,000,000)**	**-**	**572,237,987,350**	**702,541,229,300**
Listed shares	675,238,748,169	175,425,373,873	572,237,987,350	702,541,229,300	176,599,239,181	527,115,855,427	(279,600,000,000)	-	572,237,987,350	702,541,229,300
- HSX stock exchange	*675,238,748,169*	*175,425,373,873*	*572,237,987,350*	*702,541,229,300*	*176,599,239,181*	*527,115,855,427*	*(279,600,000,000)*	*-*	*572,237,987,350*	*702,541,229,300*
SHB	*275,238,748,169*	*175,425,373,873*	*451,837,987,350*	*702,541,229,300*	*176,599,239,181*	*527,115,855,427*	*-*	*-*	*451,837,987,350*	*702,541,229,300*
BCG	*200,000,000,000*	*-*	*63,100,000,000*	*-*	*-*	*-*	*(136,900,000,000)*	*-*	*63,100,000,000*	*-*
TCD	*200,000,000,000*	*-*	*57,300,000,000*	*-*	*-*	*-*	*(142,700,000,000)*	*-*	*57,300,000,000*	*-*
	4,774,714,912,825	**2,377,360,580,843**	**4,911,715,974,425**	**3,403,314,979,403**	**561,853,284,401**	**1,059,290,616,556**	**(424,852,222,801)**	**(33,336,193,996)**	**4,911,715,974,425**	**3,403,315,003,403**

Note:

- 'Shares listed on Hanoi Stock Exchange, Ho Chi Minh City Stock Exchange and shares traded on the trading market of unlisted public companies (UPCom): Fair value are determined according to the closing prices on 12/31/2022 and 12/31/2021 on these exchanges.
- Listed and registered corporate bonds: Fair value is determined according to the latest trading price at the Stock Exchange within 10 days from the time of revaluation.
- For listed securities which are canceled or suspended from trading or ceased to be traded from the sixth trading day onwards, the actual securities price is the book value at the latest balance sheet date.
- For the remaining securities, the Company has not yet determined the fair value of these securities because the Vietnamese Accounting Standards and the Vietnamese Accounting System applicable to securities companies have not yet determined specific guidance on the determination of fair value. Accordingly, fair value is estimated at the 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 2022.

6. RECEIVABLES

SHORT-TERM ACCOUNTS RECEIVABLES

	12/31/2022	01/01/2022
	VND	VND
Receivables from interest of margin activities	27,353,717,039	38,853,352,485
Receivables from interest of other activities	23,763,664,515	-
Receivables from services provided by the Company	1,916,111,404,544	1,222,721,168,220
- Receivables of business cooperation contracts	435,066,742,834	435,066,742,834
- Receivables interest of business cooperation contracts	57,783,454,316	58,805,149,410
- Receivables of advances to pay dividends	10,000,000,000	10,000,000,000
- Receivables from consulting activities	4,825,572,315	22,962,359,129
- Receivables from other securities trading activities	1,408,435,635,079	695,886,916,847
	12/31/2022	**01/01/2022**
	VND	VND
Other receivables	45,008,845,285	161,352,205,033
- Agricultural products and material Joint Stock Company (*)	45,006,580,297	45,006,580,297
- Receivable of auction activities	-	99,785,300,000
- Other receivables	2,264,988	16,560,324,736
	2,012,237,631,383	**1,422,926,725,738**

(*) 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 January 16th, 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

	2022	2021
	VND	VND
FTL Vietnam Digital Technology Joint Stock Company	540,000,000	190,000,000
Phu Sy Trading, advertising and printing Co., Ltd	289,798,895	292,061,990
Duc Uniform Co., Ltd	-	1,586,117,500
Lotte High Technology Joint Stock Company- HPT Vietnam	-	924,000,000
Others	749,601,000	679,639,280
	1,579,399,895	**3,671,818,770**

8. PROVISION FOR IMPAIRMENT OF RECEIVABLES

	Current year					
	Beginning	Provision	Reversal	Closing	Amount of doubtful debt
	VND	VND	VND	VND	
Provision for impairment of receivables and accrual dividend and interest income	**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	**18,091,800,300**	**29,585,999,548**	**(282)**	**47,677,799,566**	**102,090,953,651**
Provision for impairment of other receivables	**445,481,221,838**	**15,748,721,107**	**(547,990,628)**	**460,681,952,317**	**502,591,264,804**
- Receivables from principal and interest of securities trading cooperation contracts	385,129,821,533	15,448,621,107	(371,490,628)	400,206,952,012	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	2,345,900,000	300,100,000	(176,500,000)	2,469,500,000	2,538,500,000
- Receivables from other financial services	2,998,920,008	-	-	2,998,920,008	2,998,920,008
	464,393,022,138	**45,334,720,655**	**(547,990,910)**	**509,179,751,883**	**605,502,218,455**

9. INVENTORIES

	12/31/2022	01/01/2022
	VND	VND
Raw material	202,361,957	130,806,450
Tools, supplies	59,750,000	136,045,000
	262,111,957	**266,851,450**

10. PREPAID EXPENSES

a) Short-term prepaid expenses

	12/31/2022	01/01/2022
	VND	VND
Prepaid expenses of operating lease	1,824,801,000	129,525,000
Telecommunication network costs waiting for allocation	137,580,000	10,120,000
Health insurance costs for employees distributed	1,305,400,115	799,170,548
Others	720,355,342	516,835,417
	3,988,136,457	**1,455,650,965**

b) Long-term prepaid expenses

	12/31/2022	01/01/2022
	VND	VND
The commercial advantage of a merger	23,390,176,328	33,785,810,252
Tools and consumables awaiting for allocation	753,078,003	846,856,217
Consulting costs awaiting for allocation	460,253,219	460,253,219
Expenses for repair of fixed assets awaiting allocation	-	40,941,808
Cost of telecommunications network awaiting for allocation	275,985,825	285,380,019
Maintenance cost awaiting for allocation	1,528,986,272	153,949,100
Others	774,025,343	705,758,992
	27,182,504,990	**36,278,949,607**

11. DEPOSITS, COLLATERALS AND PLEDGES

a) Short-term

	12/31/2022	01/01/2022
	VND	VND
Deposit water bottle	2,750,000	2,750,000
	2,750,000	**2,750,000**

b) Long-term

	12/31/2022	01/01/2022
	VND	VND
Deposits on renting contract	3,150,400,343	1,431,490,343
Others	4,400,000	4,400,000
	3,154,800,343	**1,435,890,343**

12. TAXES AND OTHER RECEIVABLES FROM STATE BUDGET

	12/31/2022	01/01/2022
	VND	VND
Corporate income tax	14,350,127,630	-
	14,350,127,630	**-**

13. TANGIBLE FIXED ASSETS

	Machinery equipments	Transportation equipments	Management tools	Total
	VND	VND	VND	VND
Original cost				
As at 01/01/2022	28,419,669,212	6,580,850,000	400,714,710	35,401,233,922
Purchase	5,527,927,000	-	-	5,527,927,000
Liquidating, disposed	(143,148,524)	-	-	(143,148,524)
As at 12/31/2022	**33,804,447,688**	**6,580,850,000**	**400,714,710**	**40,786,012,398**
Accumulated depreciation				
As at 01/01/2022	19,023,203,175	3,678,818,120	319,809,649	23,021,830,944
Depreciation	3,563,874,238	895,181,695	57,109,476	4,516,165,409
Liquidating, disposed	(143,148,524)	-	-	(143,148,524)
As at 12/31/2022	**22,443,928,889**	**4,573,999,815**	**376,919,125**	**27,394,847,829**
Net carrying amount				
As at 01/01/2022	9,396,466,037	2,902,031,880	80,905,061	12,379,402,978
As at 12/31/2022	**11,360,518,799**	**2,006,850,185**	**23,795,585**	**13,391,164,569**

In which: Cost of fully depreciated tangible fixed assets but still in use: VND 20,143,531,027.

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 2022 is VND 27,887,980,987 and VND 24,342,096,995. The depreciation charged in the year was VND 1,432,823,368.

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. DEPOSITS TO SETTLEMENT ASSISTANCE FUND

	12/31/2022	01/01/2022
	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**

16. LOANS AND DEBTS

	01/01/2022	Increase in the period	Decrease in the period	12/31/2022
	VND	VND	VND	VND
Short-term loans	**2,748,000,000,000**	**10,176,490,000,000**	**(12,517,490,000,000)**	**407,000,000,000**
Loans from banks	2,748,000,000,000	10,176,490,000,000	(12,517,490,000,000)	407,000,000,000
	2,748,000,000,000	**10,176,490,000,000**	**(12,517,490,000,000)**	**407,000,000,000**

Detail short-term loans	12/31/2022	01/01/2022
	VND	VND
Saigon Hanoi Commercial Joint Stock Bank	111,000,000,000	1,848,000,000,000
Vietnam Prosperity Joint Stock Commercial Bank	-	450,000,000,000
ChinaTrust Commercial Bank - Ho Chi Minh City Branch	100,000,000,000	100,000,000,000
Indovina Bank Ltd	-	200,000,000,000
An Binh Commercial Joint Stock Bank	-	150,000,000,000
Bac A Commercial Joint Stock Bank	196,000,000,000	-
	407,000,000,000	**2,748,000,000,000**

As of December 31, 2022, the Company has short-term loans under escrow with term from 01 month to 06 months to supplement working capital with loan interest rate from 5.525%-14%. The collateral for these loans is detailed under each credit contract or mortgage contract.

17.PAYABLES FOR SECURITIES TRANSACTION ACTIVITIES

	12/31/2022	01/01/2022
	VND	VND
Securities Depository Center payables	600,000	9,791,264,000
	600,000	**9,791,264,000**

18. TRADE PAYABLES

	12/31/2022	01/01/2022
	VND	VND
Saigon Hanoi Commercial Joint Stock Bank	111,737,730,877	-
Others	2,421,566,339	-
	114,159,297,216	**-**

19. TAX PAYABLES AND STATUTORY OBLIGATIONS

	12/31/2022	01/01/2022
	VND	VND
Value added tax	249,931,787	899,665,181
Business income tax	-	105,896,237,927
Personal income tax	21,080,057,147	51,621,955,932
	21,329,988,934	**158,417,859,040**

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.

20. ACCRUED EXPENSES

	12/31/2022	01/01/2022
	VND	VND
Accrued interest expenses	15,894,076,014	19,441,811,013
Interest expenses on securities brokerage contracts	-	37,061,732,939
Interest paid on bonds	15,357,449,316	17,671,506,849
Payables to exchanges	3,588,420,567	13,143,656,973
Other accrued expenses	600,830,000	8,471,935,549
	35,440,775,897	**95,790,643,323**

21. BOND ISSUANCE

	01/01/2022	Increase	Decrease	12/31/2022
	VND	VND	VND	VND
Short-term liabilities	**600,000,000,000**	**-**	**(600,000,000,000)**	**-**
- Vietnam Public Bank Fund Management Joint Stock Company	300,000,000,000	-	(300,000,000,000)	-
- CHUBB Vietnam Life Insurance Company Limited	40,000,000,000	-	(40,000,000,000)	-
- CHUBB expanded bond investment fund	10,000,000,000	-	(10,000,000,000)	-
- Vietnam Financial Technical Services Joint Stock Company	150,000,000,000	-	(150,000,000,000)	-
- Vietinbank Insurance Joint Stock Corpration	100,000,000,000	-	(100,000,000,000)	-
Long-term liabilities (*)	**500,000,000,000**	**160,000,000,000**	**-**	**660,000,000,000**
- Bao Viet Commercial Joint Stock Bank	200,000,000,000	-	-	200,000,000,000
- Indovina Bank Ltd	200,000,000,000	-	-	200,000,000,000
- Tien Phong Commercial Joint Stock Bank	100,000,000,000	-	-	100,000,000,000
- PRUDENTIAL Vietnam Life Insurance Company Limited	-	160,000,000,000	-	160,000,000,000
	1,100,000,000,000	**160,000,000,000**	**(600,000,000,000)**	**660,000,000,000**

The balance reflects bonds sold to organizations and individuals according to the Company's issuance, with the following details:

- Par value: VND 1,000,000,000/bond (with the quantity of 660 bonds);
- Term: 02 years for long-term bonds;
- Issuance method: Issuing directly to investors;
- Collateral: No collateral;
- Interest rate: Specified and adjusted in detail in each issue from time to time;
- Issuance purpose: To supplement operating capital for the Company.

(*) Long-term debt as at 12/31/2022 amount of VND 660,000,000,000 is a long-term debt due to be paid within the next 12 months.

22. DEPOSITS, COLLATERAL RECEIVED

a) Short-term deposits, collateral received

	12/31/2022	01/01/2022
	VND	VND
Receiving deposits for securities brokerage contracts (*)	-	452,580,597,401
Others	16,164,000	16,164,000
	16,164,000	**452,596,761,401**

b) Long-term deposits, collateral received

	12/31/2022	01/01/2022
	VND	VND
Others	25,000,000	25,000,000
	25,000,000	**25,000,000**

(*) The balance as at 01/01/2022 reflects the deposit received in accordance with the Brokerage Contract to buy securities between the Company and the customers. Accordingly, the Company is responsible for finding organizations and individuals wishing to sell securities and carrying out relevant procedures to transfer securities to customers. In case the Contract is not fulfilled, the Company is responsible for refunding the deposit received and the opportunity fee calculated on the amount of the deposit received multiplied by the specified interest rate and the number of actual holding days.

23. OTHER PAYABLES

	12/31/2022	01/01/2022
	VND	VND
Dividend for shareholders payables	697,318,134	697,318,134
Payables for market development and finding customers	4,819,063,784	17,662,871,802
Payables for retail bonds	9,767,333	4,271,720,087
Others	3,593,227,275	7,107,649,815
	9,119,376,526	**29,739,559,838**

24. OWNER'S EQUITY

a) Details of owner's invested capital

	Rate	12/31/2022	Rate	01/01/2022
	(%)	VND	(%)	VND
T&T Group Joint Stock Company	5,60%	455,057,340,000	5,60%	182,022,940,000
Mr. Nguyen Duy Kien	1,15%	93,860,000,000	5,78%	188,120,000,000
Shareholder's contributed capital (less than 5%)	93,25%	7,582,650,140,000	88,62%	2,882,507,330,000
	100%	**8,131,567,480,000**	**100%**	**3,252,650,270,000**

During the period, the Company completed the offering of additional shares to existing shareholders in accordance with the Resolution of the 2022 Extraordinary General Meeting of Shareholders No.01-2022/NQ-ĐHĐCĐ on 01/28/2022 for the purpose of adding capital for securities margin trading activities and capital sources for trading activities of stocks, bonds and valuable papers on the market. The release results are as follows:

- Total number of shares distributed to existing shareholders: 325,265,027 shares with the offering price of 12,000 VND/share;
- Owner's contributed capital increased from VND 3,252,650,270,000 to VND 6,505,300,540,000 (an increase of VND 3,252,650,270,000) after an additional offering to existing shareholders;
- Share premium increased from VND 489,672,566,300 to VND 1,140,202,620,300 (an increase of VND 650,530,054,000) after the additional offering to existing shareholders.

For details on subsequent capital increases, see Note 24, section c..

b) Undistributed earnings

	12/31/2022	01/01/2022
	VND	VND
Realized earnings	370,182,149,985	1,263,713,970,604
Unrealized earnings	395,170,115,704	602,239,511,475
	765,352,265,689	**1,865,953,482,079**

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

	2022	2021
	VND	VND
Realized earnings undistributed previous year	1,263,713,970,604	318,930,249,102
Unrealized loss accumulated to the end of the fiscal year	-	602,239,511,475
Realized gain/loss accumulated to the beginning of the period	369,285,449,881	1,235,655,404,578
Earnings distributed to shareholders accumulate to the end of the fiscal year	1,632,999,420,485	1,554,585,653,680
The deduction of funds from profit	(55,000,000,000)	(42,149,841,874)
- *Charter capital supplementary reserve fund*	-	(13,574,920,937)
- *Operational risk and financial reserve fund*	-	(13,574,920,937)
- *Bonus and welfare fund*	(55,000,000,000)	(15,000,000,000)
Earnings distributed to shareholders in the current period	(1,207,817,270,500)	(248,721,841,200)
Realized earning undistributed accumulated to the end of the fiscal year	**370,182,149,985**	**1,263,713,970,606**

According to the Resolution of the General Meeting of Shareholders No. 02-2022/NQ-ĐHĐCD dated April 27, 2022, the Company announced the distribution of undistributed profit after tax in 2021 and the appropriation of funds as follows:

- Deduction for bonus fund amounting to VND 15,000,000,000, welfare fund amounting to VND 40,000,000,000.
- Pay dividends in 2021 in shares at the rate of 18% (calculated on charter capital after the end of the stock offering to existing shareholders, expected to be: VND 6,505,300,540,000), used capital is the undistributed after-tax profit based on the Company's 2021 audited financial statements.
- Issuing shares to increase share capital from owner's equity at the rate of 7% (calculated on the charter capital after the end of the stock offering to existing shareholders, expected to be: VND 6,505,300,540,000), the capital used is equity surplus and undistributed profit after tax based on the Company's 2021 audited financial statements. Specifically, the share capital surplus is VND 418,449,669,500 and undistributed profit after tax is VND 36,921,360,500.

According to the report on the results of the issue of shares to pay dividends in 2021 and the issue to increase share capital from equity on 1 August 2022, the issuance results are as follows:

- Results of issuing shares to pay dividends in 2021: The total number of shares distributed is 117,092,515 shares;
- Results of issuing shares to increase share capital from owner's equity: The total number of shares distributed is 45,534,179 shares.

After the above release:

- Owner's contributed capital increased from VND 6,505,300,540,000 to VND 8,131,567,480,000;
- Share premium decreased from VND 1,140,202,620,300 to VND 721,752,950,800.

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

	12/31/2022	01/01/2022
	VND	VND
Unrestricted financial assets	1,082,923,690,000	495,222,380,000
Mortgage financial assets	359,437,500,000	446,937,500,000
Financial assets awaiting settlement	52,000,000,000	2,800,000,000
	1,494,361,190,000	**944,959,880,000**

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

	12/31/2022	01/01/2022
	VND	VND
Unrestricted and non-traded financial assets deposited at the VSD	76,790,020,000	32,037,470,000
	76,790,020,000	**32,037,470,000**

27. THE COMPANY'S AWAITING FINANCIAL ASSETS

	12/31/2022	01/01/2022
	VND	VND
The Company's awaiting financial assets	4,235,100,000	-
	4,235,100,000	**-**

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

	12/31/2022	01/01/2022
	VND	VND
The Company's financial assets which are not deposited at the VSD	799,358,780,000	143,201,130,000
	799,358,780,000	**143,201,130,000**

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

	12/31/2022	01/01/2022
	VND	VND
Unrestricted financial assets	36,784,515,100,000	35,808,331,870,000
Restricted financial assets	1,350,251,430,000	2,156,424,300,000
Mortgage financial assets	6,316,152,530,000	3,064,116,280,000
Blocked financial assets	65,747,990,000	44,946,540,000
Financial assets awaiting settlement	124,658,810,000	504,810,450,000
	44,641,325,860,000	**41,578,629,440,000**

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

	12/31/2022	01/01/2022
	VND	VND
Unrestricted and non-traded financial assets deposited at the VSD	1,121,600,510,000	971,686,500,000
Restricted and non-traded financial assets deposited at the VSD	1,389,311,520,000	1,030,830,950,000
Non-traded and mortgage financial assets deposited at the VSD	-	15,295,680,000
	2,510,912,030,000	**2,017,813,130,000**

31. AWAITING FINANCIAL ASSETS OF INVESTORS

	12/31/2022	01/01/2022
	VND	VND
Awaiting financial assets of investors	468,708,950,000	499,119,960,000
	468,708,950,000	**499,119,960,000**

32. INVESTORS' DEPOSITS

	12/31/2022	01/01/2022
	VND	VND
Investors' deposits for securities trading activities managed by the Company	**786,530,289,831**	**787,074,410,882**
1. Domestic investors	785,713,229,727	786,445,034,882
2. 'Foreign investors	817,060,104	629,376,000
Investors' synthesizing deposits for securities trading activities	**522,927,021,500**	**1,597,617,003,500**
Deposits of securities issuers	**77,504,292**	**295,956,792**
2. Issuers's dividend payment deposits	77,504,292	295,956,792
	1,309,534,815,623	**2,384,987,371,174**

33. PAYABLES TO INVESTORS

		12/31/2022	01/01/2022
		VND	VND
1.	**Payables to investors - Investors' deposits for securities trading activities**	**786,530,289,831**	**787,074,410,882**
1.1.	Domestic investors	785,713,229,727	786,445,034,882
1.2.	Foreign investors	817,060,104	629,376,000
2.	**Payables to investors - Investors' synthesizing deposits for securities trading activities**	**522,927,021,500**	**1,597,617,003,500**
2.1.	Domestic investors	522,927,021,500	1,597,617,003,500
		1,309,457,311,331	2,384,691,414,382

34. PAYABLES FOR DIVIDEND, PRINCIPAL AND INTEREST FROM BONDS

	12/31/2022	01/01/2022
	VND	VND
Payables for dividend, principal and interest from bonds to investors	77,504,292	295,956,792
	77,504,292	**295,956,792**

35. LOAN PAYABLES OF INVESTORS TO THE COMPANY

		12/31/2022	01/01/2022
		VND	VND
1.	**Margin transaction payables**	**2,320,834,729,708**	**4,901,837,265,879**
1.1	Principal of margin transaction	2,293,481,012,669	4,862,983,913,394
	Domestic investors	2,293,481,012,669	4,862,983,913,394
1.2	Interest of margin transaction	27,353,717,039	38,853,352,485
	Domestic investors	27,353,717,039	38,853,352,485
2.	**Prepaid of selling securities operation payables**	**62,187,519,079**	**954,028,713,128**
2.1	Principal of prepaid of selling securities operation	62,187,519,079	954,028,713,128
	Domestic investors	62,187,519,079	954,028,713,128
		2,383,022,248,787	**5,855,865,979,007**

36. OPERATING INCOME

a) Profit, loss of financial assets

	Total amount	Cost of goods sold	Gain, loss from trading shares of current period		Gain, loss from trading shares of the previous period	
			Gain	Loss	Gain	Loss
	VND	VND	VND	VND	VND	VND
Listed shares	2,895,377,714,140	3,202,415,348,473	209,543,746,772	516,771,205,884	835,252,933,491	76,341,478,638
Shares traed on UPCOM	177,541,223,100	181,612,433,554	17,175,981,316	21,060,231,770	143,619,446,529	15,515,831,044
Unlisted shares	-	-	-	-	34,860,000,000	-
Listed bonds	17,685,999,384,287	17,616,614,070,092	106,956,707,115	36,445,599,726	211,214,714,149	6,053,646,695
Unlisted bonds	13,638,797,891,168	13,529,090,458,281	119,542,517,365	37,040,831,790	22,993,819,469	11,403,523,364
Money Market Instruments	20,958,359,054,794	20,954,268,669,374	4,090,385,320	198,838,352	4,816,928,669	1,984,073,386
	55,356,075,267,489	**55,484,000,979,774**	**457,309,337,888**	**611,516,707,522**	**1,252,757,842,307**	**111,298,553,127**

b) Difference from revalued financial assets

	Original cost	Revaluation difference at 01/01/2022		Recorded in current period		Revaluation difference at 12/31/2022	
		Increase	Decrease	Increase	Decrease		
	VND	VND	VND	VND	VND	VND	VND
FVTPL	**4,099,476,164,656**	**385,254,045,220**	**(33,336,193,996)**	**(146,920,715,909)**	**111,916,028,805**	**532,174,761,129**	**(33,336,193,996)**
Listed shares	843,927,075,531	112,267,933,818	(4,852,320,619)	(375,789,779,302)	76,770,512,217	488,057,713,120	(4,852,320,619)
Shares traed on UPCOM	307,905,957,905	265,937,687,585	(7,467,530,945)	223,571,139,576	851,772,545	42,366,548,009	(7,467,530,945)
Delisted shares	4,110,151,622	-	(1,946,970)	-	2,005,339,045	-	(1,946,970)
Unlisted shares	961,143,519,138	-	(52,732,800,460)	(1,750,500,000)	31,718,404,998	1,750,500,000	(21,014,395,462)
Listed bonds	635,964,330,926	7,048,423,817	(570,000,000)	7,048,423,817	570,000,000	-	-
Unlisted bonds	1,346,425,129,534	-	-	-	-	-	-
AFS	**675,238,748,169**	**176,599,239,181**	**(279,600,000,000)**	**-**	**-**	**527,115,855,427**	**-**
Listed shares	675,238,748,169	176,599,239,181	(279,600,000,000)	-	-	527,115,855,427	-
	4,774,714,912,825	**561,853,284,401**	**(424,852,222,801)**	**(146,920,715,909)**	**111,916,028,805**	**1,059,290,616,556**	**(33,336,193,996)**

c) Dividend, interest income from financial assets at FVTPL, loans, HTM, AFS

	Year 2022	Year 2021
	VND	VND
Financial assets at fair value through profit and loss (FVTPL)	154,048,913,027	51,686,172,593
Held-to-maturity investments (HTM)	30,824,931,494	-
Loans	567,856,675,262	688,752,608,357
	752,730,519,783	**740,438,780,950**

d) Revenue outside of financial assets income

	Year 2022	Year 2021
	VND	VND
Other revenue	**654,937,941**	**432,540,522**
Of which:		
- Revenue from interest on entrusted investment contracts	16,694,904	-
- Other revenue	638,243,037	432,540,522
Revenue deductible	**-**	**-**
Net revenue from operating activities	**654,937,941**	**432,540,522**

37. EXPENSES FOR OTHER SERVICES

	Year 2022	Year 2021
	VND	VND
Expenses for other services	56,371,123,973	(32,359,689,663)
- Expenses from other financial services	11,580,540,228	14,310,033,912
- Provision expenses for diminution in value and impairment of doubtful receivables from services provided by the Company	44,786,729,745	(46,669,723,575)
- Other expenses	3,854,000	-
	56,371,123,973	**(32,359,689,663)**

38. FINANCIAL INCOME

	Year 2022	Year 2021
	VND	VND
Income from interest on demand deposits	4,975,550,219	3,882,855,188
	4,975,550,219	**3,882,855,188**

39. FINANCIAL EXPENSES

	Year 2022	Year 2021
	VND	VND
Borrowing costs	163,288,704,020	149,064,549,192
Other financial expenses	20,000,000	20,000,000
	163,308,704,020	**149,084,549,192**

40. GENERAL ADMINISTRATIVE EXPENSES

	Year 2022	Year 2021
	VND	VND
Labor expenses	56,494,914,501	73,883,976,930
Trade union fund, Social insurance, Health insurance, Unemployment	2,126,425,291	1,487,688,398
Office supplies expenses	425,075,711	414,073,092
Tools, supplies	334,827,332	172,647,274
Depreciation and amortisation	5,110,570,287	2,325,748,624
Tax, fees and charge	188,978,636	114,243,286
Provision expenses	-	45,006,580,297
Expenses from external services	9,488,559,776	7,884,172,570
Other expenses	24,069,032,124	33,640,024,312
	98,238,383,658	**164,929,154,783**

41. CURRENT CORPORATE INCOME TAX EXPENSES

41.1 Current corporate income tax expense

	Year 2022	Year 2021
	VND	VND
Total profit before tax	197,287,871,524	1,752,917,980,162
Increase	229,282,134	45,465,563,554
- Unreasonable expenses	229,282,134	45,465,563,554
Decrease	236,678,678,123	(216,008,768,775)
- Dividend	(22,158,066,591)	(15,221,148,179)
- Differences in revaluation of financial assets FVTPL	258,836,744,714	(200,787,620,596)
Taxable income	434,195,831,781	1,582,374,774,941
Current corporate income tax expense (tax rate 20%)	**86,839,166,357**	**316,474,954,988**
Current corporate income tax expense (tax rate 20%)	105,896,237,927	28,459,842,013
Tax paid in the period	(207,085,531,914)	(239,038,559,074)
Corporate income tax payable end of the period	**(14,350,127,630)**	**105,896,237,927**

41.2 Deferred income tax expense

	12/31/2022	01/01/2022
	VND	VND
Deferred income tax liabilities		
Opening balance	150,559,877,869	110,402,353,749
Deferred tax liability arising from the increase and decrease in revaluation of financial assets FVTPL	(51,767,348,943)	40,157,524,120
	98,792,528,926	**150,559,877,869**

	Year 2022	Year 2021
	VND	VND
Deferred income tax expenses charged to statement of comprehensive		
Deferred corporate income tax expense arising from the increase and decrease difference in revaluation of financial assets FVTPL	(51,767,348,943)	40,157,524,119
	(51,767,348,943)	**40,157,524,119**

42. BASIC EARNINGS PER SHARE

Earning per share distributed to common shareholders of the company is calculated as follows :

	Year 2022	Year 2021
	VND	VND
Undistributed earnings	162,216,054,110	1,396,285,501,055
Profit distributed for common stocks	162,216,054,110	1,396,285,501,055
Average circulated common stocks in the period	680,459,324	487,891,721
Basic earnings per share	**238**	**2,862**

The company has not planned to deduct Bonus and welfare from the profit after tax for the fiscal year ended as at 12/31/2022.

As at 31 December 2022, the Company did not have shares with dilutive

Basic earnings per share have been adjusted retroactively as defined in Vietnamese Accounting Standards No. 30 – Basic earnings per share.

43. FINANCIAL INSTRUMENTS

The types of financial instruments of the Company include:

	Book value			
	12/31/2022		01/01/2022	
	Original value/ Fair value	Provisions	Original value/ Fair value	Provisions
	VND	VND	VND	VND
Cash and cash equivalents	1,039,661,871,707	-	652,033,715,127	-
Financial assets at fair value through profit and loss (FVTPL)	4,339,477,987,075	-	2,700,773,774,103	-
Held-to-maturity investments (HTM)	1,000,000,000,000	-	-	-
Available for sale financial assets	572,237,987,350	-	702,541,229,300	-
Loans	2,355,668,531,748	(47,677,799,566)	5,817,012,626,522	(18,091,800,300)
Trade and other receivables	2,012,237,631,383	(461,501,952,317)	1,422,926,725,738	(446,301,221,838)
	11,319,284,009,263	**(509,179,751,883)**	**11,295,288,070,790**	**(464,393,022,138)**

	12/31/2022	01/01/2022
	VND	VND
Borrowings and debts	1,067,000,000,000	3,848,000,000,000
Payables to supplier, payables for securities transaction activities and other payables	123,279,273,742	39,530,823,838
Accrued expenses	35,440,775,897	95,790,643,323
	1,225,720,049,639	**3,983,321,467,161**

According to the Circular 210/2009/TT-BTC and Circular 334/2016/TT-BTC, financial assets and financial liabilities of the Company were reevaluated at fair value at the ending of the period.

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 Directors 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 bears price risk of equity instruments from short-term and long-term investments in securities due to the uncertainty of future prices of the securities.

	Under 1 year	From 1 to 5 years	From more than 5 years	Total
	VND	VND	VND	VND
As at 12/31/2022				
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**
As at 01/01/2022				
Financial assets at fair value through profit and loss (FVTPL)	2,700,773,774,103	-	-	2,700,773,774,103
Available for sale financial assets	702,541,229,300	-	-	702,541,229,300
	3,403,315,003,403	**-**	**-**	**3,403,315,003,403**

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 12/31/2022				
Cash and cash equivalents	1,039,661,871,707	-	-	1,039,661,871,707
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
	5,898,388,282,955	**-**	**-**	**5,898,388,282,955**
As at 01/01/2022				
Cash and cash equivalents	652,033,715,127	-	-	652,033,715,127
Loans	5,798,920,826,222	-	-	5,798,920,826,222
Receivables	976,625,503,900	-	-	976,625,503,900
	7,427,580,045,249	**-**	**-**	**7,427,580,045,249**

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 12/31/2022				
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**
As at 01/01/2022				
Borrowings and debts	3,348,000,000,000	500,000,000,000	-	3,848,000,000,000
Payables to supplier, payables for securities transaction activities	39,530,823,838	-	-	39,530,823,838
Accrued expenses	95,790,643,323	-	-	95,790,643,323
	3,483,321,467,161	**500,000,000,000**	**-**	**3,983,321,467,161**

The Company believes that risk level of loan repayment is low. The Company has the ability to pay due debts from cash flows from its operating activities and cash received from mature financial assets.

44. EVENTS AFTER BALANCE SHEET DATE

There have been no significant events occurring after the reporting period, which would require adjustments or

45. SEGMENT REPORTING

Under business fields

	Activities of securities brokerage and depository	Proprietary investment activities	Others	Grant total
	VND	VND	VND	VND
Net revenue from operating activities	356,367,389,535	464,437,535,006	694,837,378,748	1,542,468,212,379
Segment expenses	247,220,963,845	737,714,722,618	97,089,911,301	1,088,821,900,636
Unallocated expenses				4,975,550,219
Unallocated expenses				261,547,087,678
Net profit from operating activities	**109,146,425,690**	**(273,277,187,612)**	**597,747,467,447**	**197,074,774,284**
Procurement costs of fixed assets	20,000,000,000	5,911,715,974,425	3,406,785,913,302	8,757,927,000
Direct segment assets				9,338,501,887,727
Unallocated assets				1,561,123,879,036
Total assets	**20,000,000,000**	**5,911,715,974,425**	**3,406,785,913,302**	**10,899,625,766,763**
Unallocated liabilities				1,463,766,337,166
Total liabilities	**-**	**-**	**-**	**1,463,766,337,166**

	Guarantee activities, securities issuance agents	Headquarters	Da Nang Branch	Ho Chi Minh City Branch	Grant total
	VND	VND	VND	VND	VND
Net revenue from operating activities	26,825,909,090	1,337,587,594,929	61,173,972,221	143,706,645,229	1,542,468,212,379
Segment assets	6,796,302,872	9,437,346,463,047	584,269,716,135	878,009,587,581	10,899,625,766,763
Segment liabilities		278,620,611,106	515,727,860,304	669,417,865,756	1,463,766,337,166
Under geographical areas	**20,029,606,218**	**-**	**-**	**-**	

disclosures to be made in the financial statements.

46. TRANSACTION AND BALANCES WITH RELATED PARTIES

During operation, there are a number of transactions between the companies

	Relation	Year 2022	Year 2021
		VND	VND
Purchase of bonds			
Saigon Hanoi Commercial Joint Stock Bank	(*)	1,403,897,611,562	-
Borrowing			
Saigon Hanoi Commercial Joint Stock Bank	(*)	5,381,490,000,000	5,762,000,000,000
Loan repayment			
Saigon Hanoi Commercial Joint Stock Bank	(*)	7,118,490,000,000	3,914,000,000,000
Interest expense			
Saigon Hanoi Commercial Joint Stock Bank	(*)	27,226,868,131	22,027,227,899
Margin interest expense			
Saigon Hanoi Commercial Joint Stock Bank	(*)	-	9,634,898,000
Revenue from underwriting and issuance agent services			
Saigon Hanoi Commercial Joint Stock Bank	(*)	10,363,636,363	25,664,090,910
Revenue from securities custodian services			
Saigon Hanoi Commercial Joint Stock Bank	(*)	-	245,000,000
Revenue from financial advisory services			
Petrovietnam Machine and Equipment JSC	(***)	-	150,000,000

Outstanding balance with related parties are as follows:

	Relation	12/31/2022	01/01/2022
		VND	VND
Deposits			
Saigon Hanoi Commercial Joint Stock Bank	(*)	1,035,290,043,241	597,218,575,844
Stock investment			
Saigon Hanoi Commercial Joint Stock Bank	(*)	451,837,987,350	175,425,373,873
Saigon - Hanoi Insurance Corporation	(****)	145,257,484,500	145,257,484,500
Thanh Hoa Petroleum Construction JSC	(**)	-	2,170,000,000
Receivables			
Thanh Hoa Petroleum Construction JSC	(**)	-	38,000,000
Short-term borrowings			
Saigon Hanoi Commercial Joint Stock Bank	(*)	111,000,000,000	1,848,000,000,000
Payables			
Saigon Hanoi Commercial Joint Stock Bank	(*)	111,737,730,877	-

(*) 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.

(**) Mr. Vu Duc Tien is a member of the Board of Directors cum CEO of Saigon - Hanoi Securities Joint Stock Company, and a member of the Board of Directors of PetroVietnam Construction Joint Stock Company.

(***) Mr. Vu Duc Tien is a member of the Board of Directors cum CEO of Saigon - Hanoi Securities Joint Stock Company, as well as Chairman of the Board of Directors of Petrovietnam Machine and Equipment JSC.

(****) Mr. Do Quang Vinh Chairman of the Board of Directors of Saigon - Hanoi Securities Joint Stock Company is the Chairman of the Board of Directors of Saigon - Hanoi Insurance Corporation.

In addition to the related party information described above, transactions with other related parties are as follows:

	Year 2022	Year 2021
	VND	VND
The Board of Directors		
Mr. Do Quang Hien	1,222,222,222	4,477,777,778
Mr. Do Quang Vinh	977,777,778	-
Mr. Vu Duc Tien	(*)	(*)
Mr. Luu Danh Duc	155,555,556	-
Mr. Le Dang Khoa	350,000,000	755,555,556
Mr. Mai Xuan Son	194,444,444	755,555,556
Mrs. Nguyen Dieu Trinh	350,000,000	755,555,556

(*) Presented in the income of the Board of Directors.

	Year 2022	Year 2021
	VND	VND
The Board of Management		
Mr. Vu Duc Tien	6,247,960,000	7,180,467,041
Mr. Tran Sy Tien	3,761,895,909	4,038,040,000
Mr. Nguyen Chi Thanh	3,837,181,667	4,157,111,448
Mrs. Tran Thi Thu Thanh	3,391,960,000	3,814,833,848

	Year 2022	Year 2021
	VND	VND
The Supervisory Board		
Mrs. Pham Thi Bich Hong	574,811,108	761,960,000
Mrs. Luong Thi Luu	200,000,000	296,000,000
Mr. Vu Duc Trung	200,000,000	296,000,000

47. COMPARATIVE FIGURES

The comparative figures are figures in the Financial Statements for the fiscal year ended as at 31 December 2021, which was audited by AASC Auditing Firm Company Limited.



Nguyen Thi Thuy	Tran Sy Tien	Vu Duc Tien
Preparer	Chief Accountant	CEO

Hanoi, 27 March 2023

AUDITED PRUDENTIAL RATIO STATEMENT

01. Report of The Board of Management

02. Independent Auditors' report

03. 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 2022.

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	Appointed on 04/27/2022
Mr.	Do Quang Hien	Chairman	Resigned on 04/26/2022
Mr.	Vu Duc Tien	Member	
Mr.	Le Dang Khoa	Member	
Mr.	Luu Danh Duc	Member	Appointed on 04/27/2022
Mr.	Mai Xuan Son	Member	Resigned on 04/27/2022
Mrs.	Nguyen Dieu Trinh	Member	

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

Mr.	Vu Duc Tien	CEO
Mr.	Tran Sy Tien	Deputy CEO and Chief Accountant
Mr.	Nguyen Chi Thanh	Deputy CEO
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 2022.

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

Vu Duc Tien

CEO

Hanoi, 27 March 2023

No.: 270323.003/BCTC.KT2

INDEPENDENT AUDITORS' REPORT

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

We have audited the Prudential ratio statement as at 31 December 2022 of Saigon - Hanoi Securities Joint Stock Company prepared on 27 March 2023, as set out on pages 06 to 16, was prepared by The Board of Management 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 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 2022, 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 2022 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 27 March 2023.

AASC Auditing Firm Company Limited

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

Le Cong Thang
Auditor
Certificate of registration to audit practice
No.: 4422-2019-002-1

Hanoi, 27 March 2023

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 2022

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

Vu Duc Tien
CEO

Hanoi, 27 March 2023

PRUDENTIAL RATIO STATEMENT

As at 31 December 2022

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	(337,086,821,870)		
7	Reserve fund for charter capital supplementation	77,136,777,489		
8	Financial provision and professional risk	77,136,777,489		
9	Other funds pertaining to equity	-		
10	After-tax profit	765,352,265,689		
11	Provision for impairment of assets	509,179,751,883		
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		-	54,236,030,460
16	Other equity (if any)	-		
1A	**Total**			**9,999,275,211,940**
B	**SHORT-TERM ASSETS**			
I	**Financial assets**			
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		464,242,171,679	
11	Short-term internal receivables			
	- Internal receivables have the remaining payment period of 90 days or less			
	- 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		1,579,399,895	
II	**Other short-term assets**		**-**	
1	Advances			

NO.	CONTENT	LIQUIDITY		
		Liquidity	Deductions	Increases
	- 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		262,111,957	
3	Short – term prepaid expenses		3,988,136,457	
4	Mortgages, mortgages, collateral, short-term deposits		2,750,000	
5	VAT deducted		-	
6	Taxes and receivables to state budget		-	
7	Other short-term assets		-	
8	Provision for impairment of other short - term assets			
1B	**Total**			**515,081,150,285**
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		-	
2.2	Investments in subsidiaries		-	
2.3	Other long-term investments		-	
II	**Fixed assets**		**16,937,048,561**	
III	**Investment real estate**		**-**	
IV	**Cost of construction in progress**		**-**	
V	**Other long-term assets**			
1	Long - term mortgages, mortgages, collateral, short-term deposits		3,154,800,343	
2	Long – term prepaid expenses		27,182,504,990	
3	Deferred income tax assets		-	
4	Deposits to Settlement Assistance Fund		20,000,000,000	
5	Other long - term assets		-	
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**			**67,274,353,894**
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			**9,416,919,707,761**

PRUDENTIAL RATIO STATEMENT

As at 31 December 2022

II. RISK VALUE

A. MARKET RISKS

	Investment items	Risk coefficient (1)	Scale of risk (2)	Value of risk (3) = (1) x (2)
I	**Cash and cash equivalents, instruments of the money market**			-
1	Cash (VND)	0%	1,039,661,871,707	-
2	Cash equivalents, term deposits	0%	-	-
3	Valuable papers, transferring instruments on the money market, certificates of deposit	0%	1,020,874,246,564	-
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**			**60,538,089,030**
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%	403,587,260,200	60,538,089,030
IV	**Corporate bonds**			**400,758,735,715**
	Listed bonds			
7	The listed bond has the remaining maturity time of less than 01 year, including convertible bond	8%	-	-
	The listed bond has the maturity time from 01 to under 03 years, including convertible bond	10%	77,999,000,000	7,799,900,000
	The listed bond has the maturity time from 03 to under 05 years, including convertible bond	15%	364,443,754,743	54,666,563,211
	The listed bond has the maturity time from 05 years or more, including convertible bond	20%	-	-
	Unlisted bonds			
8	The unlisted bond has the remaining maturity time of less than 01 year, including convertible bond	15%	15,317,845,950	2,297,676,893
	Unlisted bonds issued by listed enterprises with remaining maturities from 1 year to less than 3 years, including convertible bonds	20%	306,572,681,841	61,314,536,368
	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%	275,443,756,600	68,860,939,150
	Unlisted bonds issued by other enterprises with remaining maturities from 1 year to less than 3 years, including convertible bonds	30%	63,496,895,910	19,049,068,773
	Unlisted bonds issued by other enterprises with remaining maturities from 3 years to less than 5 years, including convertible bonds	35%	120,652,485,876	42,228,370,057
	Unlisted bonds issued by other enterprises with remaining maturity of 5 years or more, including convertible bonds	40%	361,354,203,157	144,541,681,263
V	**Shares**			**549,864,442,597**
9	Common stock and preferred stock of the listed organizations at HCM Stock Exchange; open treasury certificate	10%	1,207,714,449,470	120,771,444,947
10	Common stock and preferred stock of the listed organizations at Hanoi Stock Exchange	15%	239,098,580,000	35,864,787,000
11	Common stock and preferred stock of the public companies not listed and registered for trading via UpCom system	20%	565,524,342,000	113,104,868,400

	Investment items	Risk coefficient	Scale of risk	Value of risk
		(1)	(2)	(3) = (1) x (2)
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%	560,246,684,500	280,123,342,250
VI	**Certificate of securities investment funds**			**-**
14	Public funds, including public investment companies	10%	-	-
15	Member funds, separate investment companies	30%	-	-
VII	**Restricted securities**			**2,882,584,000**
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%	3,603,230,000	2,882,584,000
VIII	**Derivative securities**			**365,696,834,638**
21	Stock index futures contract	8%	-	-
22	Government bond futures contract	3%	-	-
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%	224,896,834,638	224,896,834,638
28	Shares, capital contribution and other securities	80%	176,000,000,000	140,800,000,000
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)			

	Investment items	Risk coefficient	Scale of risk	Value of risk
		(1)	(2)	(3) = (1) x (2)
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)**			**1,379,740,685,980**

PRUDENTIAL RATIO STATEMENT

As at 31 December 2022

II. RISK VALUE

B. PAYMENT RISK

Form of trading		Value of risk (VND)						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**							**63,145,434,795**
1	Term deposits, loans without collateral, and receivables from the securities trading and securities services and other potential payment risk items.	-	-	-	-	61,252,454,794	1,892,980,001	63,145,434,795
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	Coefficient 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**								-
	Overdue period						**Risk coefficient**	**Scale of risk**	**Value of risk**
1	0 – 15 days after the deadline of payment or securities transfer						16%	-	-
2	16 – 30 days after the deadline of payment or securities transfer						32%	-	-
3	31 – 60 days after the deadline of payment or securities transfer						48%	-	-
4	60 days or more						100%	-	-

	Form of trading	Value of risk (VND)						Total value of risk
		(1)	(2)	(3)	(4)	(5)	(6)	
III	**Risk after the due date**							**1.390.000.000.000**
						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)).					100%	1,390,000,000,000	1,390,000,000,000
	The advance accounts for more than 5% of the equity with the remaining repayment period of fewer than 90 days (Details of each subject).							
IV	**Increased risk (if any)**							**145,125,245,479**
No.	**Details of each loan and each partner**				**Increase**	**Rate of increase**	**Scale of risk**	**Value of risk**
1	Hanoi Financial Technology Investment Joint Stock Company				10%	100%	1,390,000,000,000	139,000,000,000
2	Saigon Hanoi Commercial Joint Stock Bank (term deposits)				10%	6%	1,020,874,246,564	6,125,245,479
B	**TOTAL VALUE OF RISK OF PAYMENT (B=I+II+III+IV)**							**1,598,270,680,274**

PRUDENTIAL RATIO STATEMENT

As at 31 December 2022

II. RISK VALUE

C. RISK OF OPERATION (WITHIN 12 MONTHS)		Risk value
I	**Total expenses arising within 12 months**	**1,350,368,988,314**
II	**Amounts deducted from the total expense**	**325,940,451,347**
	1. Depreciation expenses	5,948,988,777
	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	44,786,729,745
	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	111,916,028,805
	7. Interest expenses	163,288,704,020
III	**Total expense after deduction (III = I - II)**	**1,024,428,536,967**
IV	**25% of total expense after deduction (IV = 25% III)**	**256,107,134,242**
V	**20% of legal capital of the securities institution**	**60,000,000,000**
C	**TOTAL VALUE OF OPERATION RISK (C=Max {IV, V})**	**256,107,134,242**
D	**TOTAL VALUE OF RISK (A+B+C)**	**3,234,118,500,496**

III. SUMMARY OF RISK AND LIQUIDITY

No.	Targets	Risk value/Liquidity	Note (if any)
1	Total value of market risk	1,379,740,685,980	
2	Total value of payment risk	1,598,270,680,274	
3	Total value of operation risk	256,107,134,242	
4	Total value of risk (4=1+2+3)	3,234,118,500,496	
5	Liquidity	9,416,919,707,761	
6	Liquidity ratio (6=5/4)	291.17%	

Tran Sy Tien
Chief Accountant

Nguyen Thuy Hanh Mai
Head of internal control department

Vu Duc Tien
Chief Executive Officer

Hanoi, 27 March 2023

REPRESENTATION

SAIGON - HANOI SECURITIES JOINT STOCK COMPANY

Hanoi, 14 April 2023

VU DUC TIEN

Chief Executive Officer



SAIGON - HANOI SECURITIES JOINT STOCK COMPANY
Address: Unimex Hanoi Building, 1-5 floors, 41 Ngo Quyen Street, Hoan Kiem Dist., Hanoi, Vietnam
Tel: 84-24-38 181 888
Fax: 84-24-38 181 688
Website: www.shs.com.vn