

No.: 12/2021/NQ-HDQT

RESOLUTION

**Re: Approval for Business strategy during 2021-2025 Bao Viet Securities
Joint Stock Company**

BOARD OF DIRECTOR – BAOVIET SECURITIES JOINT STOCK COMPANY

Pursuant to:

- *Law on Enterprise No. 59/2020/QH14 dated 06/17/2020 and guidances;*
- *Law on Securities No. 54/2019/QH14 dated 11/26/2019 and amendments and guidances;*
- *11th Amendment of Company charter, approved on 04/20/2021;*
- *Corporate governance Regulations – Baoviet Securities JSC, approved on 6/20/2019;*
- *Written consent of member of Board of Directors of baoviet securities joint stock company*

RESOLVES

Decision 1. Business strategy in a period of 2021-2025 of Bao Viet Securities Joint Stock Company

Board of Directors (“BOD”) approved Business strategy in a period of 2021- 2025 of Bao Viet Securities Joint Stock Company in order to submit to 2022 Annual General Meeting (“AGM”) to approve with detail information below (Appendix 1 attached)

Decision 2. Enforcement

This resolution is effective from the signing date. BOD members, CEO, and Bao Viet Securities Joint Stock Company and affiliated persons and organizations take responsibility to implement this resolution.

Recipients:

- *BOD members;*
- *Supervisory Board;*
- *BVSC;*
- *Archive.*

**ON BEHALF OF BOARD OF DIRECTORS
BOD Chairman**

(signed and sealed)

Nguyen Hong Tuan

Appendix 1
Business strategy in a period of 2021-2025

(Resolution no.11/2021/NQ-HDQT dated 15/06/2021 of BOD of Bao Viet Securities Joint Stock Company attached)

Pursuant to:

- 11th Amendment of Company charter, approved on 04/20/2021;
- 1st Amendment of corporate governance regulation, approved on 04/20/2021
- Report on assessment and analysis of Macro- environment prospects and Vietnam in a period of 2021-2025
- Based on the securities industry trends and the experience related to developing securities companies in the world and in the region;
- Based on the business environment of the Vietnamese stock market and analysis of the competitive capacity of Baoviet Securities Joint Stock Company,

1. Strategic goals

- **Overall goals**

The Company (“BVSC”) maintains its position as a leading securities company in the market, providing diversified securities services based on digital platforms.

- **Specific goals**

- + Top 10 securities companies trading shares & fund certificates.
- + Top 05 securities companies with market share of bond trading.
- + Typical consultant on Vietnam stock market in the field of equitization, M&A, divestment.

- **Financial goals**

By 2025, company have an ability to provide 100% of online transactions for customers and a diversified integrated financial services on digital platforms for Baoviet ecosystem.

- **Financial Goals**

- + Realized revenue growth in the period 2021-2025 will reach 10%-15% per year on average
- + Profit after Tax will increase at an average rate of 07%-8.5%/year in the period 2021-2025.
- + Realized Profit after Tax will increase 6.5% per year on average in the period of 2021-2025.
- + The ratio of Profit after tax to equity ratio in the 2021-2025 period will reach 6.4% per year.
- + The ratio of Profit after tax to average charter capital in the period of 2021-2025 will be 18% per year (on the scale of charter capital of 722 billion VND).

2. Solution Orientation

- **Product orientation**

Focusing on developing financial products based on technology such as: applying AI in financial product design, setting up high frequency trading algorithms to increase automation and more convenience for investors; Develop integrated financial products based on the advantages of product ecosystem (insurance - banking - finance)

- **Customer orientation:** Towards exploiting customer group of Baoviet Group ecosystem, providing asset management services for the middle class.

- **Information technology orientation**

Invest in information technology system in order to create a friendly transaction APP with many utilities; Building financial products based on technology, applying eKYC technology to open online accounts, enhancing risk management when the system connects with data platform suppliers, placing orders independently (OPEN APIs), connecting to online payment channels.

- **Human resource development orientation**

Forming & developing project teams with people who have a high knowledge and experience in portfolio management, personal asset management; Recruiting and building a team to design trading products according to robots and algorithms; Building a team of SALE, PR specializing in reaching and expanding young customers sector, the GEN Y & Z generation; pushing to investment in training and coaching activities both at management and staff staff.