

No. 02./2025/BC/HDQT-VISC

Hanoi, 15/03/2025

**BOARD OF DIRECTORS' REPORT ON ACTIVITIES IN 2024
AND OPERATIONAL DIRECTIONS IN 2025**

To: General Meeting of Shareholders

The Board of Directors of Viet Nam Financial Investment Securities Corporation respectfully reports to the General Meeting of Shareholders on the results of operations in 2024 and the operational directions in 2025 as follows:

I. COMPANY ACTIVITIES IN 2024

1. OPERATING results in 2024:

1.1. Business activities:

- Revenue in 2024 reaches 48,87billion VND, completing 49,82% of the 2024 plan and growing 103,57% compared to the 2023 performance.
- The Company's after-tax profit in 2024 reaches 20,8 billion VND, equivalent to 49,45% of the 2024 plan and growing 67,25% compared to the 2023 performance.
- The Company's Financial Safety Index as of 31/12/2024 is 226,85%, exceeding the required level (at least 180%) according to the regulations of the State Securities Commission.

1.2. Management activities:

Recognizing the challenges and opportunities in the market, the Board of Directors has provided strong guidance, actively participated in supporting business plans, and unanimously issued 19 resolutions and decisions with key orientations and policies aimed at enhancing the Company's management and business capabilities:

- a. Approve the Company's risk policy and risk limits for 2024. This will establish a foundation for the Company's business activities, ensuring that risks are minimized.
- b. Complete the update of the Company's Business Registration Certificate in the national business registration system, ensuring compliance with legal regulations under the Securities Law of 2019 and the Enterprise Law of 2020.
- c. In 2024, the Company's financial safety ratio will consistently exceed 180%, fulfilling the requirements to remove the Company from supervision.

- d. Register additional underwriting services and offer customers services for borrowing money to purchase securities and advancing money for securities sales.
- e. Strengthen administrative discipline and workplace culture. Direct the development and presentation of human resource mechanisms and policies to the Board of Directors for approval, aiming to increase staff income while fostering a dynamic, enthusiastic business spirit, and creating a friendly and fair working environment.
- f. Guide communication and branding efforts to enhance the Company's position and image in the market.

II. ACTIVITIES OF THE BOARD OF DIRECTORS IN 2024

1. Members of the Board of Directors:

As of 31/12/2024, the Company's Board of Directors shall consist of:

| Ord. | Members of the Board of Directors | Position | Term |
|------|-----------------------------------|---|-------------|
| 1 | Mr. Nguyen Phuc Long | Chairman of the Board of Directors (Member of the Executive Board of Directors) | 2023 – 2028 |
| 2 | Mr. Duong Quang Trung | Vice-Chairman of the Board of Directors (Member of the Executive Board of Directors) | 2023 – 2028 |
| 3 | Mr. Nguyen Viet Viet | Member of the Board of Directors (Independent member of the Board of Directors) | 2023 – 2028 |
| 4 | Mr. Nguyen Xuan Bieu | Member of the Board of Directors (Non-executive member of the Board of Directors) | 2023 – 2028 |
| 5 | Ms. Dao Thi Thanh | Member of the Board of Directors (Non-executive member of the Board of Directors) | 2023 – 2028 |

2. Activities of Board of Directors members:

- Mr. Nguyen Phuc Long - Chairman of the Board of Directors:

As the Chairman of the Board of Directors, Mr. Nguyen Phuc Long convened, chaired, and directed the Board meetings, where he discussed and voted on relevant matters for 2024. He supervised, directed, and supported the activities of both the Board of Directors and the Executive Board, as well as various business units. Additionally, he directly oversaw the implementation of the Company's development strategy and information technology strategy, facilitated the expansion of customer relationships, collaborated with competent management agencies and partners, and sought new business opportunities.

- Mr. Duong Quang Trung - Vice-Chairman of the Board of Directors:

In his role as Vice-Chairman, Mr. Duong Quang Trung actively participated in Board meetings, providing advice, voting on issues, and contributing his insights on business plans and corporate governance matters concerning the Company's operations. He also organized the execution of the Board of Directors' resolutions and the Chairman's decisions, while developing annual business plans, investment projects, and internal management regulations.

- Mr. Nguyen Viet Viet - Independent Member of the Board of Directors:

As an independent member of the Board of Directors, Mr. Nguyen Viet Viet consistently attended Board meetings and contributed his advice and votes on matters requiring the Board's opinion. He offered guidance on the Company's image and communications and diligently fulfilled the rights and responsibilities associated with his independent status on the Board.

- Mr. Nguyen Xuan Bieu - Member of the Board of Director:

Mr. Nguyen Xuan Bieu, as a member of the Board of Directors, actively participated in Board meetings and contributed his advice and votes on matters that needed the Board's input.

- Ms. Dao Thi Thanh - Member of the Board of Directors:

Ms. Dao Thi Thanh, serving as a member of the Board of Directors, participated in all Board meetings and provided advice and votes on issues brought before the Board. Additionally, she reviewed financial reports and worked to prevent and resolve conflicts that may arise between shareholders and the Company's management team.

III. BOARD OF DIRECTORS' ACTIVITY PLAN IN 2025

1. Implement action programs and complete the planning targets assigned by the General Meeting of Shareholders.
2. Financial targets:
 - Operating revenue: 77,3 billion.
 - Profit before tax: 38,11 billion
3. Trading market share and service quality:
 - Complete trading utilities, improve service quality for customers.
 - Complete the Company's legal procedures as required by the management agency to register business operations: Securities issuance guarantee and provision of margin lending services, advance sales.
4. Products: Deploy and promote the sale of products on fund certificates, bonds, etc.
5. Technology:
 - Test the KRX trading system, ready according to the progress of the managing units.
 - Review and update systems to ensure safe transactions as required by state management



agencies.

- Research and develop features, prepare resources to update the system when the Company is licensed for new operations.
6. Management and administration:
- Fully register all operations and members of the Bond Exchange.
 - Improve discipline in management and administration.
 - Develop a system of management documents, mechanisms and policies appropriate for each period.
 - Assign members of the Board of Directors to manage the Company's operations.
 - Control compliance throughout the system.

The above is the content of the Board of Directors' report on operations in 2024 and the direction of operations in 2025.

We respectfully report to the General Meeting of Shareholders.

Sincerely,

Cc:

- As above;
- Archived: Documents, Board of Directors.

ON BEHALF OF BOARD OF DIRECTORS

CHAIRMAN



Nguyễn Phúc Long

