**APS: Annual General Mandate 2024**

On June 06, 2024, Asia - Pacific Securities Joint Stock Company announced General Mandate No. 10/2024/APS/NQ-DHDCD as follows:

Article 1: Approve the Report of the Board of Management on operating status in 2023.

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| --- | --- | --- | --- |
| Targets | 2022 | 2023 | Difference (%) |
| Operating revenue | 421,382,669,585 | 434,751,876,855 | 3.17% |
| - Profit from Fair Value Through Profit or Loss (FVTPL) | 353,098,960,125 | 405,021,919,488 | 14.70% |
| - Interest from loans and receivables | 21,662,362,941 | 17,988,493,920 | -16.96% |
| - Revenue from securities brokerage | 13,182,316,008 | 9,250,341,514 | -29.83% |
| - Revenue from securities depository | 1,028,004,645 | 1,110,940,115 | 8.07% |
| - Revenue from financial consultancy | 32,411,025,866 | 1,380,181,818 | -95.74% |
| Operating expenses | 964,592,713,361 | 423,580,993,815 | -56.09% |
| - Losses from Fair Value Through Profit or Loss (FVTPL) | 953,759,750,735 | 414,883,578,839 | -56.50% |
| - Expenses from securities brokerage | 9,932,217,988 | 7,522,914,861 | -24.26% |
| - Expense from financial consultancy | 210,503,558 | 39,910,870 | -81.04% |
| - Expenses for securities depository | 1,096,985,156 | 1,186,197,369 | 8.13% |
| - Other expenses | 13,085,289 | 10,330,868 | -21.05% |
| - Expenses of provision for financial assets, handling of loss from bad receivable debts and loss from impairment of financial assets and borrowing costs of loans | -419,829,365 | -61,938,992 | -85.25% |

Article 2: Approve the Report of the Board of Directors on activities in 2023.

Article 3 Approve the Report of the Supervisory Board on activities of 2023.

Article 4: Approve the Audited Financial Statements 2023

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| --- | --- | --- |
| No. | Targets | Value 2023 |
| 1 | Total assets | 802,708,770,688 |
| 2 | Payables | 21,445,071,767 |
| 3 | Owners’ equity | 781,263,698,921 |
| 4 | Total revenue from activities | 434,751,876,855 |
| 4.1 | Profit from financial assets recorded from profit/loss | 405,021,919,488 |
| 4.2 | Interest from investments held to maturity date | 3,398,076,711 |
| 4.3 | Interest from loans and receivables | 14,590,417,209 |
| 4.4 | Revenue from securities brokerage | 9,250,341,514 |
| 4.5 | Revenue from securities depository | 1,110,940,115 |
| 4.6 | Revenue from financial consultancy | 1,380,181,818 |
| 5 | Expenses for business activities | 423,580,993,815 |
| 6 | Revenue from financial activities | 1,130,038,414 |
| 6 | General and administrative expenses | 193,383,927,749 |
| 7 | Total profit before tax | -182,080,258,212 |
| 8 | Profit after tax | -179,918,621,741 |

Article 5 Approve the business plan for 2024

|  |  |
| --- | --- |
| Targets | Plan 2023 |
| 1 Total revenue | 123,420,000,000 |
| 2 Total expenses | 62,150,000,000 |
| 3 Profit/Loss (Revenue subtracting Expenses for activities) | 61,270,000,000 |
| 4 Profit after tax | 49,016,000,000 |
| 5 Dividend payment rate | 0% |

Article 6: Approve the Selection of an audit company to conduct the audit/review of the Financial Statements 2024

Approve the selection of an audit company that operates legally in Vietnam, and is on the List of audit companies qualified to provide audit services in 2024 and approved by the State Securities Commission to audit listed companies; has a reputation for audit quality; has an audit fee appropriate to the quality and scope of the audit.

The General Meeting of Shareholders authorizes the Company’s Board of Directors to decide on the selection of an independent Audit Company from the above list to conduct the audit/review of the Financial Statements 2024.

Article 7: Approve the Remuneration plan for the Board of Directors and the Supervisory Board

* Remuneration paid to the Board of Directors and the Supervisory Board in 2023:

Actual total remuneration for the Board of Directors and the Supervisory Board in 2023: VND 359,375,000 equivalent to 35.9% of the expected remuneration plan in 2023 (approved by the General Meeting of Shareholders 2023).

* Approve the salary and remuneration payment plan for the Board of Directors and the Supervisory Board in 2024:

Based on the expected plan of 2024, respectfully submit to the General Meeting of Shareholders to approve the remuneration payment for the Board of Directors and the Supervisory Board in 2024 as follows: VND 1,000,000,000.

Assign the Chair of the Board of Directors to decide on specific remuneration levels for members of the Board of Directors, and the Chief of the Supervisory Board to decide on specific remuneration levels for members of the Supervisory Board within the total remuneration level mentioned above.

Article 8: Elect members for the Board of Directors and the Supervisory Board in the term of 2024 - 2029

* Approve the List of members of the Board of Directors in the term of 2024 – 2029:

1. Ms. Nguyen Do Hoang Lan
2. Mr. Nguyen Doan Tung
3. Mr. Nguyen Duc Quan
4. Mr. Ho Xuan Vinh
5. Mr. Vanfleteren Zamiel

* Approve the List of members of the Supervisory Board in the term of 2024 – 2029:

1. Ms. Nguyen Phuong Dung
2. Mr. Nguyen Quang Hoc
3. Ms. Hoang Thi Huyen

Article 9 Terms of enforcement

This General Mandate takes effect from the date of its signing. Members of the Board of Directors, the Supervisory Board, the Board of Management, and other affiliated departments are responsible for the implementation of this General Mandate.