

# 2024 | ANNUAL REPORT

PHS Elite Trading



PHS Elite Trading

Tài Chính

Mở



14 XẾP HẠNG

5,0



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Tuổi

DANH MỤC



Tài Chính

NHÀ PHÁT



PHU HUNG

**Tính Năng Mới**

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# TABLE CONTENT

## 02

### YEARLY OPERATIONS

Situation of production & Business operations	22
Organization and human resources	24
Investment activities & Project Implementation	26
Financial Situation	26
Shareholders structures – Change in the owner's equity	29
Report related impact of the company on the environment and society	30

## 01

### GENERAL INFORMATION

Overview	10
Lines & Locations of the Business	14
Governance model – Business	16
Organization – Managerial apparatus	18
Development Orientations	18
Risks	19

## 03

### REPORT AND ASSESSMENT OF THE MANAGEMENT TEAM

Assessment of operating results	34
Financial situation	36
Improvements in organizational structures – policies – management	38
Development plan in the future	39
Explanation of the BOD for auditor's opinion	44
Assessment report on environmental and social responsibility of company	44

# 04

## ASSESSMENTS OF THE BOARD OF DIRECTORS ON THE COMPANY'S OPERATION

Assessments of the BOM on company's operation	48
Assessments of BOD on management's performance	51
Plans – Orientations of the BOD	51

# 05

## CORPORATE GOVERNANCE

Board of director	54
Inspection committee	59
Transactions, remunerations and interests of the BOD, BOM and inspection committee	61

# 06

## FINANCIAL STATEMENTS

Auditor's opinion	68
Audited Financial statements	70



## MESSAGE FROM CHAIRMAN OF THE BOARD



Dear Valued Shareholders,

As we bid farewell to year 2024, we reflect on a year with many notable changes around the world. The world economy continues to face challenges, but also presents opportunities for organizations with a long-term vision and solid preparation. In that context, Phu Hung Securities (PHS) has remains steadfast in its commitment to sustainable development, constantly enhancing the quality of our services to meet the expectations of customers and partners.

The past year has been characterized by global economy volatility. Political events, adjustments in major economies, and shifts in monetary policies across countries have had significant impacts on capital flows and investor sentiment. Although economic growth in many regions has shown signs of slowing, the world still witnessed remarkable advancements in technology and finance, paving the way for new long term development opportunities.

International financial markets have reacted in diverse directions to economic and geopolitical

dynamics. While some regions maintained stability, emerging markets faced significant pressures as capital flows tended to shift. These changes not only pose short-term challenges but also require financial institutions to adapt swiftly and strategically to seize opportunities in an evolving environment.

In Vietnam, despite being affected by global fluctuations, the economy still maintained stability. Flexible policy management has enable the continued economic growth, maintaining a positive trajectory. Meanwhile, the domestic stock market





has also experienced notable developments, remaining a key channel for capital mobilization. New regulatory policies, improvements in market infrastructure, along with the expansion of financial products are expected to create a more favorable environment for growth in the near future.

Amid market fluctuations, PHS has proactively implemented strategies to enhance operational efficiency, focusing on optimizing processes, upgrading systems and improving service quality. These efforts have yielded positive results, reinforcing our market position and affirm the trust from customers and partners.

In 2024, PHS also achieved several key milestones with the launch of new products aligned with market trends. These milestones reflect our ongoing commitment to our service quality and operational optimization, affirming our role in the market's overall development while delivering the best experience to customers.

Entering 2025, the Vietnamese stock market is expected for significant transformation. Key factors such as the market upgrade evaluation process and improvements in trading infrastructure, will be notable highlights. While these changes presents exciting opportunities, they also demand careful preparation and adaptability from financial institutions.

In this context, PHS continues to pursue a sustainable development strategy, enhancing operational capacity, expanding our services

offerings, and strengthening our customer connections. By closely monitoring market developments and proactively adapting to changes, which will be an important factor to maintain stable development in the years ahead.

Stepping into 2025, this will be a period worth evaluation, preparation and acceleration toward new milestones. Opportunities and challenges will go hand in hand, but what truly matters is how we leverage them to drive progress in this constantly changing environment.

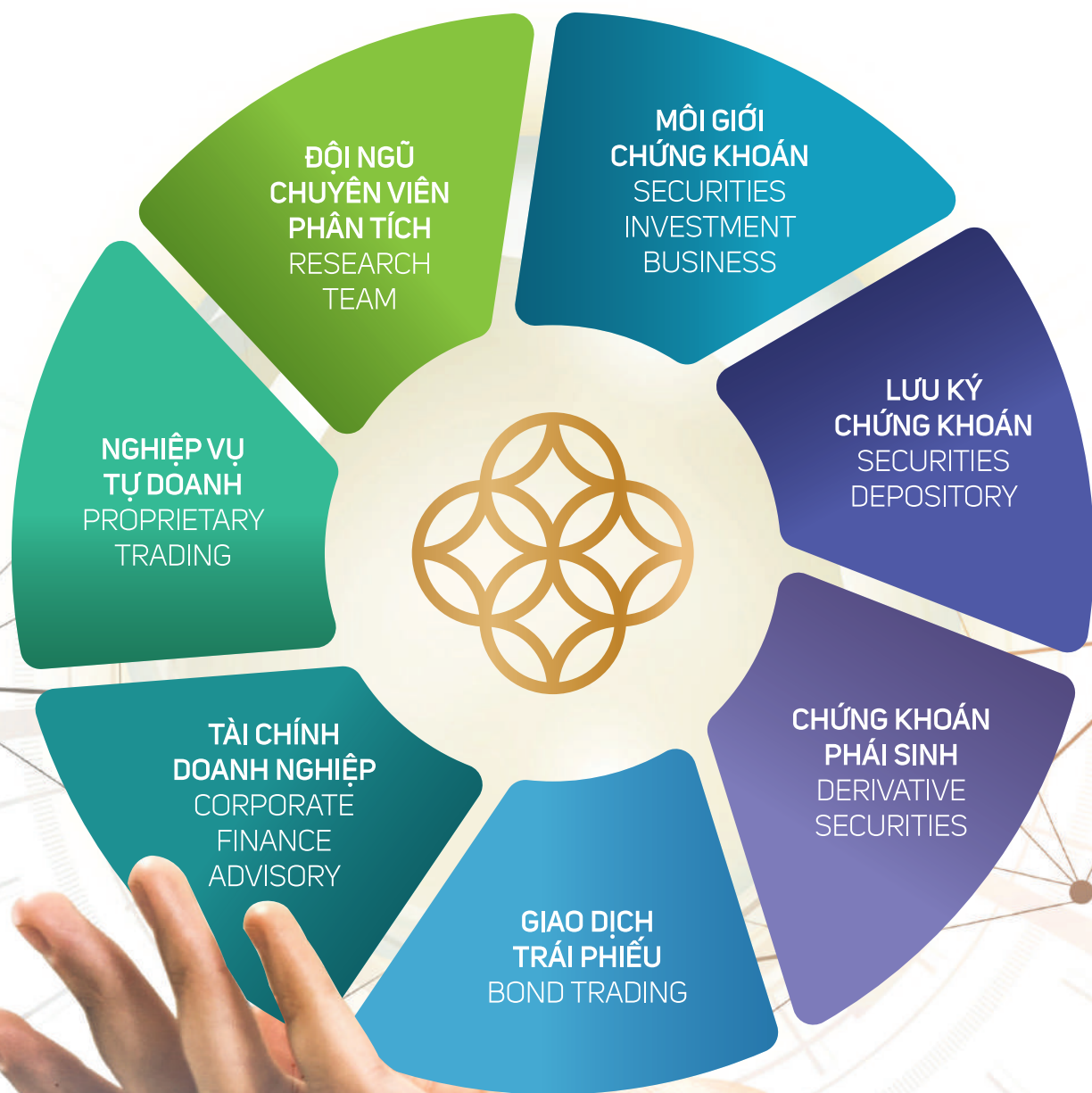
On behalf of the Board of Directors and all employees, I extend my sincere thanks to our shareholders, customers and partners for accompanying Phu Hung Securities throughout the past journey. We will continue our efforts to fulfill our mission of "Sustainable Prosperity - Reaching Global Heights", bringing sustainable value and reaching higher in the Vietnamese and regional financial markets.

We always appreciate your support and look forward to continuing to accompany you on the development journey ahead.

Sincerely,  
BOARD OF DIRECTORS  
Chairman



ALBERT KWANG-CHIN TING



## 2024 HIGHLIGHTS

Unit: VND million, unless otherwise noted	2023	Changes 2023/2022	2024	Changes 2024/2023
<b>BUSINESS RESULTS</b>				
Revenue	600,268	0.9%	506,958	-15.5%
Brokerage	150,678	-20.0%	145,494	-3.4%
Investments	14,328	641.0%	12,554	-12.4%
Advisory	-	-100.0%	33	N/A
Other	435,261	7.8%	348,877	-19.8%
Expenses	544,068	4.4%	506,618	-6.9%
Profit before tax	56,199	-23.7%	341	-99.4%
Profit after tax	44,551	-25.7%	108	-99.8%
ROE	0.03	(0.01)	0.0000661087	(0.03)
ROA	0.01	-	0.0000285795	(0.01)
<b>ASSETS</b>				
Total assets	4,040,738	9.9%	3,931,365	-2.7%
Charter capital	1,500,098	0.0%	2,000,098	33.3%
Equity	1,611,993	0.9%	2,067,098	28.2%
Gross leverage ratio	2.51		1.90	
Debt / Equity ratio	1.51		0.90	
Liquid capital ratio	518%		669%	
<b>PER SHARE METRICS</b>				
Basic earnings per share (VND)	297	-26%	0.70	-100%
Weighted average number of ordinary shares	150,009,329	0%	154,517,526	3%



# PHU HUNG SECURITIES





A green-tinted photograph of a city skyline, likely New York City, featuring several tall skyscrapers. The image is used as a background for the document.

# **GENERAL INFORMATION**



# OVERVIEW

❖ **Trading name: PHU HUNG SECURITIES CORPORATION ("PHS")**

❖ **Certificate of business registration No:**

Establishment and Operational License No. 122/GP-UBCK issued by State Securities Commission ("SSC") dated January 20<sup>th</sup>, 2016.

Amendment of Establishment and Operational License No. 48/GPĐC-UBCK dated June 24<sup>th</sup>, 2021 on change in headquarter location at 21<sup>st</sup> Floor, Phu My Hung Tower, 08 Hoang Van Thai street, Tan Phu Ward, District 7, Ho Chi Minh City.

❖ **Charter capital** VND 2,000,098,190,000

❖ **Owner's capital** VND 2,067,097,810,747

❖ **Address** 21<sup>st</sup> Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam.

❖ **Telephone** (84 28) 5413 5479

❖ **Fax** (84 28) 5413 5472

❖ **Website** [www.phs.vn](http://www.phs.vn)

❖ **Email** [support@phs.vn](mailto:support@phs.vn)

❖ **Securities code** PHS

# PHS Elite Trading



## PHS Elite Trading

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### Xem Trước

#### PHS-Elite Trading

Elite Trading Experience



#### Giới thiệu



# FOUNDATION AND DEVELOPMENT PROCESS

**November 15<sup>th</sup>, 2006:** Au Lac Securities Joint Stock Company ("Au Lac") was established with Business License No. 4103005552 from the Department of Planning and Investment of Ho Chi Minh City with an initial charter capital of VND 22,680,000,000.

**December 1<sup>st</sup>, 2006:** Au Lac was licensed by the State Securities Commission to conduct securities business activities with the following business lines: Securities Brokerage, Dealing, Financial Advisory, Securities Investment and Securities Depository.

**December 14<sup>th</sup>, 2006:** Au Lac became an official member of the Ho Chi Minh Stock Exchange.

**December 18<sup>th</sup>, 2006:** Au Lac became an official member of the Ha Noi Stock Exchange.

**December 29<sup>th</sup>, 2006:** Au Lac received license updating the charter capital increase of VND 50,000,000,000.

**September 5<sup>th</sup>, 2008:** Au Lac received a license updating charter capital increase of VND 100,000,000,000.

**November 10<sup>th</sup>, 2008:** Head Office of Au Lac was moved to the Lawrence S. Ting Building, 801 Nguyen Van Linh Street, Tan Phu Ward, District 7, Ho Chi Minh City.

**January 23<sup>rd</sup>, 2009:** Au Lac officially changed its name from Au Lac Securities Joint Stock Company to Phu Hung Securities Corporation.

**April 28<sup>th</sup>, 2009:** PHS increased the charter capital to VND 135,000,000,000.

**January 12<sup>th</sup>, 2010:** PHS increased its charter capital to VND 300,000,000,000.

**November 13<sup>th</sup>, 2012:** PHS increased its charter capital to VND 347,450,000,000.

**March 18<sup>th</sup>, 2014:** PHS became a bond member of Hanoi Stock Exchange.

**November 19<sup>th</sup>, 2015:** PHS received the approval on decision for the consolidation between Phu Hung Securities Corporation and An Thanh Securities Corporation.

**January 20<sup>th</sup>, 2016:** PHS received Establishment and Operational License No. 122/GP-UBCK with the charter capital VND 202,585,070,000 after the consolidation.

**June 29<sup>th</sup>, 2016:** PHS' Head Office relocated to the 3<sup>rd</sup> Floor, CR3-03A, 109 Ton Dat Tien, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam.

**July 25<sup>th</sup>, 2016:** PHS increased its charter capital up to VND 320,000,000,000.

**January 23<sup>rd</sup>, 2017:** PHS was approved by the State Securities Commission to operate securities underwriting service.

**January 11<sup>th</sup>, 2018:** PHS received Amendment of Establishment and Operational License No. 03/GPĐC-UBCK dated January 11<sup>th</sup>, 2018, recording charter capital of VND 500,000,000,000.

**April 27<sup>th</sup>, 2018:** PHS was officially approved the eligibility of trading member of government bonds by the Hanoi Stock Exchange.

**December 26<sup>th</sup>, 2018:** PHS received Amendment of Establishment & Operational License No.107/GPĐC-UBCK dated December 26<sup>th</sup>, 2018, recording charter capital of VND 700,000,000,000.

**July 31<sup>st</sup>, 2019:** PHS' shares begin trading on UPCOM.

**March 04<sup>th</sup>, 2020:** PHS received Amendment of Establishment and Operational License No. 12/GPĐC-UBCK dated March 4<sup>th</sup>, 2020, recording charter capital of VND 900,000,000,000.

**June 16<sup>th</sup>, 2020:** PHS was approved by the State Securities Commission to operate derivative securities trading.

**June 24<sup>th</sup>, 2021:** PHS' Head Office relocate to the 21<sup>st</sup> Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City.

**September 28<sup>th</sup>, 2021:** PHS received Amendment of Establishment and Operational License No. 82/GPĐC-UBCK dated September 28<sup>th</sup>, 2021, recording charter capital of VND 1,400,000,000,000.

**December 31<sup>st</sup>, 2021:** PHS received certificate of registration of public fund certificate distribution agent No. 57/GCN-UBCK dated December 31<sup>st</sup>, 2021.

**April 29<sup>th</sup>, 2022 :** PHS became an official member of Vietnam Exchange.

**August 29<sup>th</sup>, 2022:** PHS received amendment of establishment and operation license No. 79/GPĐC-UBCK dated August 29<sup>th</sup>, 2022, recording charter capital of VND 1,500,098,190,000.

**November 22<sup>nd</sup>, 2022:** PHS received certificate of enterprise registration.

**February 27<sup>th</sup>, 2023:** PHS has listed its first covered warrant on the HOSE.

**December 05<sup>th</sup>, 2023:** PHS became a private corporate bond trading member of Vietnam Exchange.

**December 24<sup>th</sup>, 2024:** PHS received amendment of establishment and operation license No. 102/GPĐC-UBCK dated December 24<sup>th</sup>, 2024, recording charter capital of VND 2,000,098,190,000.

*Other events:*

**December 16<sup>th</sup>, 2016:** PHS was awarded the Certificate of 10-year Achievement by the State Securities Commission for collectives and individuals of the company.

**December 2016:** PHS was awarded the traditional flag, certificate and Letter of Appreciation for the 10-year contribution of PHS from the State Agencies.

# LINES & LOCATIONS OF THE BUSINESS

## LINES OF THE BUSINESS





## LOCATIONS OF THE BUSINESS

### 🏠 Locations in Ho Chi Minh City:

#### **Phu My Hung Trading Office**

Ground Floor, CR2-08, 107 Ton Dat Tien Street, Tan Phu Ward, District 7, Ho Chi Minh City

Phone: (84 28) 5413 5478      Fax: (84 28) 5413 5473

#### **District 1 Branch**

Room 1003A, 10<sup>th</sup> Floor, 81-83-83B-85 Ham Nghi Street, Nguyen Thai Binh Ward, District 1, Ho Chi Minh City

Phone: (84 28) 3535 6060      Fax: (84 28) 3535 2912

#### **District 3 Branch**

Floor 4 & 5, 458 Nguyen Thi Minh Khai, Ward 2, District 3, Ho Chi Minh City

Phone: (84 28) 3820 8068      Fax: (84 28) 3820 8206

#### **Tan Binh Branch**

Park Legend Buidling, 251 Hoang Van Thu, Ward 2, Tan Binh District, Ho Chi Minh City

Phone: (84 28) 3813 2401      Fax: (84 28) 3813 2415

### 🏠 Locations in other cities/provinces:

#### **Ha Noi Branch**

5<sup>th</sup> Floor, Vinafor Building, 127 Lo Duc, Dong Mac Ward, Hai Ba Trung District, Hanoi

Phone: (84 24) 3933 4566      Fax: (84 24) 3933 4820

#### **Thanh Xuan Branch**

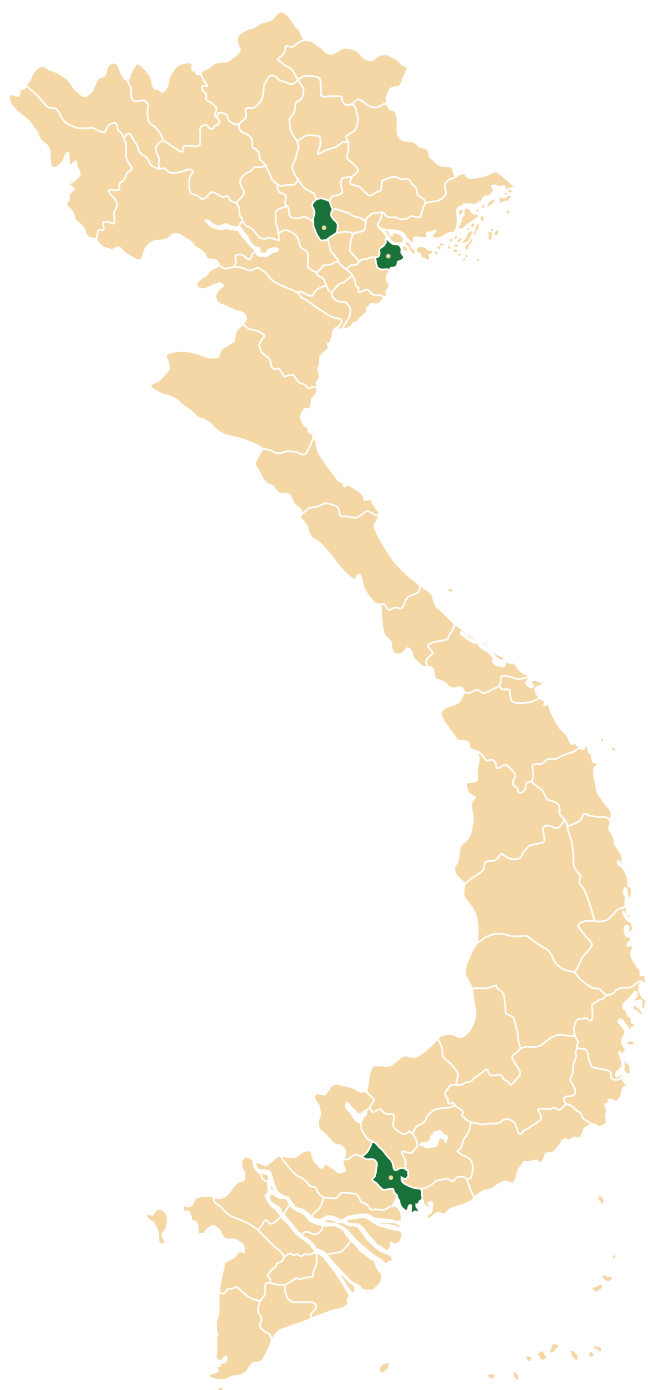
5<sup>th</sup> Floor, UDIC Complex Building, N04 Hoang Dao Thuy Street, Trung Hoa Ward, Cau Giay District, Ha Noi

Phone: (84 24) 6250 9999      Fax: (84 24) 6250 6666

#### **Hai Phong Branch**

Eliteco Building, 2<sup>nd</sup> Floor, 18 Tran Hung Dao Street, Hong Bang District, Hai Phong

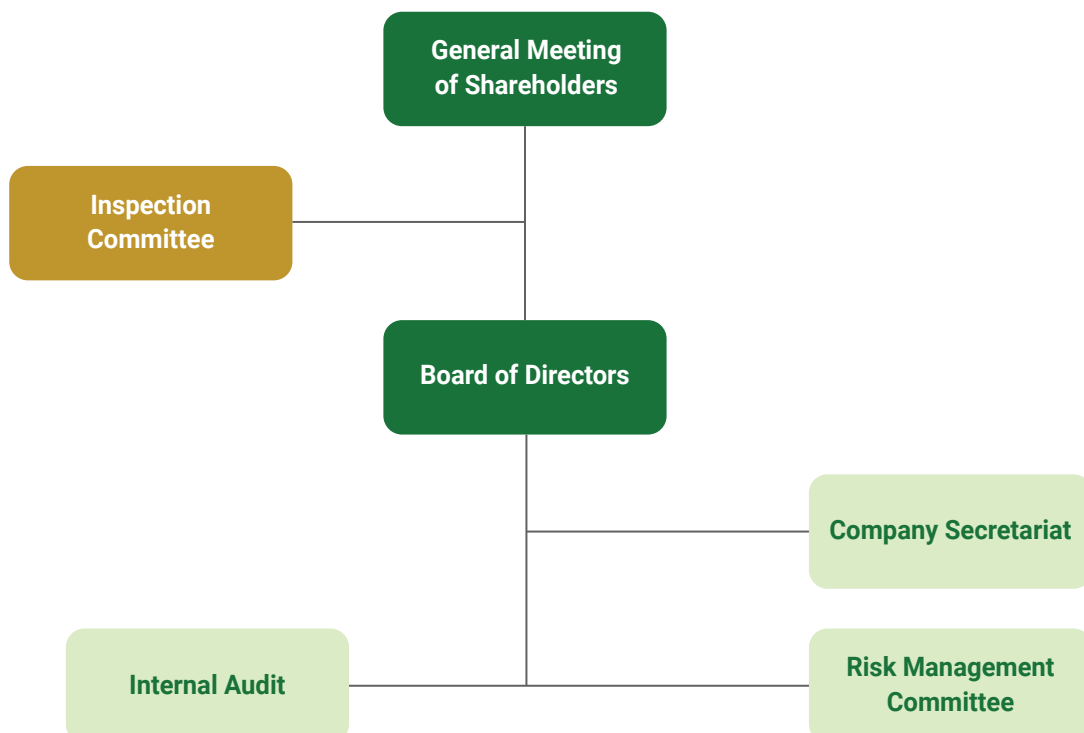
Phone: (84 225) 384 1810      Fax: (84 225) 384 1801



# GOVERNANCE MODEL, BUSINESS ORGANIZATION & MANAGERIAL APPARATUS

## GOVERNANCE MODEL

The General Meeting of Shareholders is the highest authority of the company. It elects the Inspection Committee and the Board of Directors ("BOD"). The BOD assists shareholders in managing the company, while the Inspection Committee supervises the management and operation of both the BOD and the Board of Management ("BOM"). The BOD makes decisions on all matters relating to the company's activities, except for those within the authority of the General Meeting of Shareholders. The Internal Audit and Risk Management Committee directly report to the BOD, while the Company Secretariat is responsible for administrative support to the BOD.



## MANAGEMENT STRUCTURE

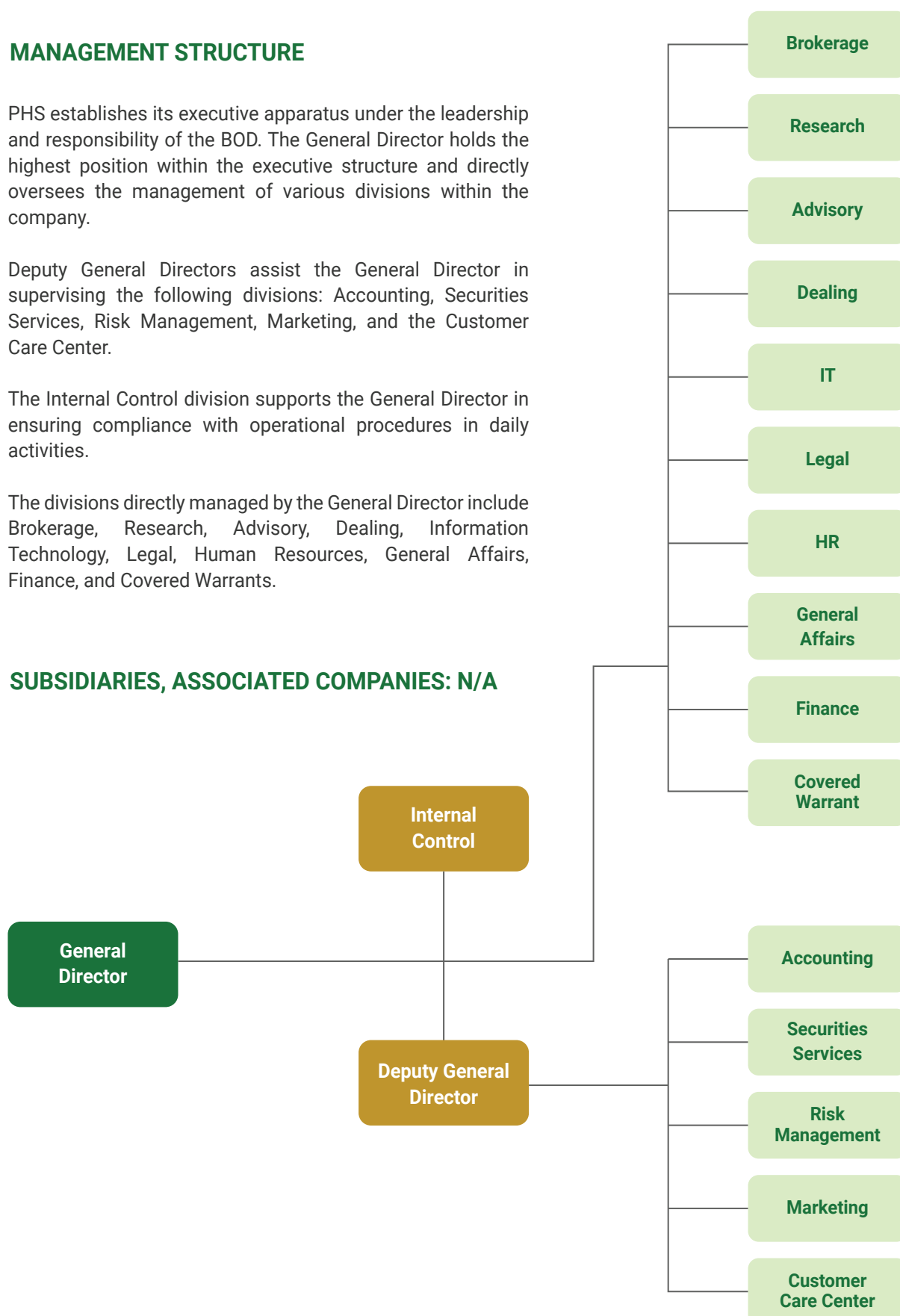
PHS establishes its executive apparatus under the leadership and responsibility of the BOD. The General Director holds the highest position within the executive structure and directly oversees the management of various divisions within the company.

Deputy General Directors assist the General Director in supervising the following divisions: Accounting, Securities Services, Risk Management, Marketing, and the Customer Care Center.

The Internal Control division supports the General Director in ensuring compliance with operational procedures in daily activities.

The divisions directly managed by the General Director include Brokerage, Research, Advisory, Dealing, Information Technology, Legal, Human Resources, General Affairs, Finance, and Covered Warrants.

## SUBSIDIARIES, ASSOCIATED COMPANIES: N/A



# DEVELOPMENT ORIENTATIONS

## OBJECTIVE 2025

PHS's objective is to be a leading financial institution in the market by driving sustainable growth through a customer-centric and innovative approach. We leverage digital transformation and fintech advancements to deliver personalized, high-quality services, while continuously refining our operational processes and risk management strategies to stay resilient amid market fluctuations. By expanding our product portfolio and exploring new market segments through strategic partnerships and adaptive governance, our integrated action plan addresses current challenges and lays a robust foundation for long-term success in a dynamic financial landscape.

## DEVELOPMENT STRATEGY

The BOD of PHS has developed a strategic plan aligned with positive macroeconomic forecasts for Vietnam's stock market in 2025, which is expected to experience a solid recovery while continuing to attract foreign investment. In response to these opportunities and challenges, PHS has developed tailored solutions for each business activity based on medium- and long-term strategic goals, with an emphasis on sustainable development. Sustainable growth remains our approach to thriving and confidently engaging in the market.

PHS's adaptability, innovation, and focus on sustainable growth are evident in its strategic initiatives. By investing in infrastructure, enhancing service delivery, launching new products, and fostering innovation, PHS is positioning itself for success while contributing positively to market development. Investments in infrastructure boost our technological capabilities, ensuring efficient and reliable operations, while improvements in service delivery elevate the overall customer experience, fostering loyalty and attracting new clients. Introducing innovative products and solutions helps us remain competitive and responsive to evolving market demands.

Moreover, PHS's focus on sustainability highlights our dedication to environmental and social responsibility. By integrating sustainable practices throughout our operations, we not only mitigate risks but also strengthen our reputation as a socially responsible organization.

# RISKS

- ❖ **Market risks** define the negative impacts through changing the value of the assets under PHS's ownership;
- ❖ **Payment risks** occur in case PHS's counterparties are unable to make payment on time or failure to transfer assets on time as undertaken;
- ❖ **Liquidity risks** occur in case PHS is unable to make the payment for financial liabilities;
- ❖ **Operational risks** occur due to technical errors, system and professional procedures errors, human errors during the operation, or capital insufficiency for business operations arising from costs, losses on investment activities, or other objective reasons;
- ❖ **Legal risks** mean risks that arise from the non-compliance towards legal provisions relating to business activities, and from the cancellation of the contract because the contract is illegal, or falls beyond authorization, or lacked terms, or does not qualify the standards, or due to other reasons.
- ❖ **Environmental risks** and natural disasters are the risks of environmental changes such as major floods, storms, and earthquakes that can cause risks of material loss and the risk of cessation of operations for PHS and the companies PHS is investing in or supporting.
- ❖ **The risk of pandemics**, such as COVID-19 or other epidemics, can lead to significant economic and financial impacts, affecting the revenue and profitability of the company.

The risk management policy of the Company is set up to detect and analyze the risks faced by the Company, provide the limits and risk control measures accordingly, observe the risks and comply with the limit. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's operations. The Company through standards, management, and training process aimed to develop a disciplined, constructive, & controlled environment in which all employees understand their roles & responsibilities.







# PHU HUNG SECURITIES





# **YEARLY OPERATIONS**

# SITUATION OF PRODUCTION & BUSINESS OPERATIONS

Vietnam's stock market started 2024 on a positive note, with the VN-Index quickly rising to 1,284.09 points by the end of March, accompanied by a surge in liquidity. In the first three months, the average trading value across the three exchanges reached VND 23,950 billion per session, up 111% compared to the same period in 2023, reflecting strong investor enthusiasm. However, following this optimistic phase, the market entered a period of stagnation. The VN-Index fluctuated within a range of 1,160–1,300 points over the last three quarters of the year.

The market capitalization of listed stocks on HOSE exceeded VND 5.2 quadrillion, up 14.3% from the

end of 2023. Including all three exchanges—HOSE, HNX, and UPCoM—the total stock market capitalization reached VND 7.2 quadrillion, up 20% from the end of 2023 and equivalent to about 70% of GDP.

Although there was no explosive growth in index points, the market's scale and trading value demonstrated impressive growth in 2024. Notably, capital-raising activities were robust in 2024, especially in the securities sector. Around 22 securities companies raised nearly VND 25 trillion through stock issuances to strengthen their financial capacity and prepare for opportunities arising from market upgrades.

## BUSINESS RESULT

Over the past years, the company's operating profits have exhibited a consistent trend. In 2024, the operating profit reached approximately VND 340 million, with the profit after tax yielding positive results of around VND 108 million. This represented a decrease compared to 2023, attributed to stock and currency market turbulence.





## MAIN BUSINESS ACTIVITIES

### a) Brokerage

2024 has been a challenging year for PHS's business operations. Despite intense competition and a wave of capital increases among competitors, the company achieved modest growth in its core securities trading value. Additionally, PHS maintained its strong position in the derivatives futures trading market on the HNX.

As part of its efforts to drive greater investor participation in the stock market, PHS launched a series of monthly promotional programs in 2024, targeting various segments, including existing clients, new investors, and referral partners. These initiatives successfully attracted a significant number of new customers, reinforcing the company's commitment to growth and expansion. Additionally, PHS consistently introduced a diverse range of financial products with competitive interest rates and favorable terms, catering to different customer needs—an approach that was well received by the market.

Following a series of IT security incidents, including cyberattacks targeting companies in the financial sector and other industries, PHS introduced training programs to enhance employees' cybersecurity awareness. In 2024, while developing and launching its new mobile stock trading platform, PHS partnered with leading IT security firms in Vietnam to conduct system testing, effectively addressing security vulnerabilities before the platform's official launch. After going live, the platform was well received by investors, particularly Gen Z traders who appreciate a proactive approach to stock trading.

### b) Dealing

Following the recovery of the Vietnam stock market, our portfolios achieved a 13.8% gain in 2024. By closely monitoring the market from both fundamental and technical perspectives and leveraging its promising outlook, we believe the Dealing team will identify more valuable investment opportunities and deliver even stronger performance in the future.

### c) Advisory and Research

To facilitate participation in Vietnam's securities exchange and assist foreign investors in comprehending the Vietnamese securities market, PHS offers a network platform, advisory services, and various research reports. These include daily, weekly, and monthly reports, as well as individual stock research, industry analysis, and general economic analysis reports available in three languages: Chinese, English, and Vietnamese. By breaking down language barriers, foreign investors can engage in Vietnam's development freely. Additionally, our advisory services cover listing, issuance, equitization, mergers and acquisitions, and underwriting, catering to the diverse needs of institutional customers.

## OPERATION IN BRANCHES

In 2024, the number of branches remained unchanged, maintaining a total of 7 branches and trading offices. However, there was an improvement in the quality of employees achieved through enhanced recruitment and training efforts. The effective operational results of the branches are gradually affirming sustainable development.

# ORGANIZATION & HUMAN RESOURCES

## LIST OF THE MANAGEMENT TEAM

**Mr. Chen Chia Ken**

Position: General Director

Year of birth: 1971

Qualification: Master's degree

Number of shares own: 0 share

**Mrs. Pham Thi Thu Nhan**

Position: Deputy General Director

Year of birth: 1984

Qualification: Master's degree

Number of shares own: 0 share

**Mrs. Do Thi Ai Vy**

Position: Chief Accountant

Year of birth: 1986

Qualification: Bachelor's degree

Number of shares own: 0 share



## NUMBER OF STAFFS, SUMMARY & CHANGES OF THE EMPLOYEE POLICIES

Number of staffs updated to December 31<sup>st</sup>, 2024

**329** Staffs

Total salary expense for employee

**123,770,682,466** VND

(One hundred twenty-three billion seven hundred seventy million six hundred eighty two thousand four hundred and sixty six Vietnam dong)

Average income

**27,882,560** VND/ person/ month

(Twenty seven million eight hundred eighty two thousand five hundred sixty Vietnam dong)

PHS fully complies with state policies and regulations, as well as the company's internal policies regarding employees. Internal policies cover various aspects, including salary, bonuses, rewards, discipline, labor regulations, leave and holiday policies, social insurance, health care, sickness and maternity benefits, occupational safety and hygiene, appointments, recruitment, and training.

These policies are designed to ensure a fair and transparent working environment, safeguard employees' rights and welfare, and provide ample opportunities for learning and development. Additionally, PHS utilizes the reward and welfare funds to incentivize employees, enhance work efficiency, and foster long-term commitment to the company.

# INVESTMENT ACTIVITIES, PROJECT IMPLEMENTATION

**MAJOR INVESTMENTS: N/A**  
**SUBSIDIARIES, ASSOCIATED COMPANIES: N/A**

## FINANCIAL SITUATION

### FINANCIAL SITUATION

Unit: VND

Financial Figure	Year 2023	Year 2024	% change
Total asset	4,040,738,369,898	3,931,365,369,257	(2.7%)
Net revenue	599,799,512,180	506,649,713,996	(15.5%)
Profit from business activities	56,359,359,351	172,097,248	(99.7%)
Other profits	(160,118,391)	168,815,334	(205.4%)
Before tax profit	56,199,240,960	340,912,582	(99.4%)
After tax profit	44,550,793,002	108,063,036	(99.8%)
Payout ratio	N/A	N/A	N/A

## MAJOR FINANCIAL BENCHMARKS

Unit: VND

Benchmarks	Year 2023	Year 2024	Note
1. Solvency ratio			
- Current ratio:			
Short term Asset/Short term debt	1.63	2.06	
- Quick ratio:			
Short term Asset - Inventories	1.63	2.06	
Short term Debt			
2. Capital structure Ratio			
- Debt/Total assets ratio	0.60	0.47	
- Debt/Owners' Equity ratio	1.51	0.90	
3. Operation capability Ratio			
- Inventory turnover:			
Cost of goods sold/Average inventory			
- Total asset turnover:			
Net revenue/ Total Assets	0.16	0.13	
4. Target on Profitability			
- Profit after tax/ Net revenue Ratio	0.07	0.0002	
- Profit after tax/ Total capital Ratio	0.03	0.00007	
- Profit after tax/ Total assets Ratio	0.01	0.00003	
- Profit from business activities/ Net revenue Ratio	0.09	0.0003	

## FOR CREDIT INSTITUTIONS AND NON-BANK FINANCIAL INSTITUTIONS

Unit: VND

Figures	Year 2023	Year 2024	Note
<b>1. Capital scale</b>			
- Charter Capital	1,500,098,190,000	2,000,098,190,000	
- Total assets	4,040,738,369,898	3,931,365,369,257	
- Capital adequacy ratio	518%	669%	
<b>2. Operating results</b>			
- Cash deposits			
- Lending	41,663,374,019,454	40,982,013,855,026	
- Debt collection	40,703,092,073,495	41,059,136,903,737	
- Overdue debts	65,599,871,917	64,397,421,465	
- Bad debt	37,445,198,459	55,845,877,290	
- Incremental Capital Output Ratio	2.7	3.2	
- Overdue outstanding underwritten debt/ Total outstanding debt Ratio			
- Overdue debts/ Total debt Ratio	0.02	0.02	
- Bad debt/Total debt Ratio	0.01	0.01	
<b>3. Solvency</b>			
- Short term solvency (Short term Asset/Short term debt)	1.63	2.06	
- General solvency (Short term Asset/ Total debt)	1.63	2.06	

# SHAREHOLDERS STRUCTURE, CHANGE IN THE OWNER'S EQUITY

## SHARES

Specify total number on December 31<sup>st</sup>, 2024, is 200,009,819 shares.

Number of freely transferable shares is 47,279,811 shares.

Number of restrictedly transferable share is 152,730,008 shares.

PHS does not have securities trading abroad.

## SHAREHOLDERS STRUCTURES

Number of major shareholders (owning 5% or more) are 3 shareholders.

Number of minor shareholders (owning less than 5%) are 366 shareholders.

Number of institutional shareholders are 14 shareholders.

Number of individual shareholders are 355 shareholders.

Number of domestic shareholders are 343 shareholders.

Number of foreign shareholders are 26 shareholders.

There is no any PHS share owning by the government.

Other shareholder is PHS (treasury stocks).

## SPECIFY EQUITY INCREASES FOR THE YEAR

On June 25<sup>th</sup>, 2024, PHS finalized the list of shareholders to pay cash dividend with the ratio of 3% per share.

## TRANSACTION OF TREASURY STOCKS

Number of treasury stocks are 490 shares. In 2024, PHS did not make any treasury stocks transaction.

## OTHER SECURITIES

In 2024, PHS did not make any other securities issuance.

# REPORT RELATED IMPACT OF THE COMPANY ON THE ENVIRONMENT AND SOCIETY

## ENVIRONMENTAL IMPACT

Phu Hung Securities operates in the Finance - Securities sector and does not directly engage in manufacturing activities, so its environmental impact is minimal. However, the company is dedicated to adopting environmentally friendly practices, reducing energy consumption and waste, and enhancing internal communications to raise awareness and encourage employees to implement sustainable solutions in their daily work.

## POLICIES RELATED TO EMPLOYEES

PHS maintains a structured and comprehensive approach to employee management, fostering a professional and supportive work environment. The company offers a competitive compensation structure and performance-based incentives aligned with industry standards. Employee health, safety, and well-being are prioritized through regular medical check-ups, comprehensive health insurance for eligible employees, and 24/7 accident coverage. Additionally, annual company trips and various well-being initiatives are organized to promote work-life balance and strengthen team engagement.

Training and development programs are designed to enhance employees' skills and expertise. Sponsorship opportunities for MBA programs at leading institutions provide employees with advanced leadership and management training. Internal training initiatives focus on key competencies, including teamwork, problem-solving, project management, negotiation, and time management. The Learning Management System (LMS) is continuously refined to offer structured learning pathways, a digital resource library, interactive online courses in technical and soft skills, specialized onboarding programs, and regular competency assessments. Employees also receive support in obtaining professional certifications, including securities practice accreditation, executive leadership training, and IT skills development through digital learning platforms.

Brokerage staff have access to virtual training programs led by industry experts, ensuring continuous professional development. These policies provide a clear framework for employee welfare, career growth, and skill enhancement, reinforcing a culture of excellence and continuous learning within the company.





## REPORT ON RESPONSIBILITY FOR LOCAL COMMUNITY:

**In 2024, our key community initiatives include:**

- Lawrence S. Ting Charity Walk – Sponsoring employee participation in this annual philanthropic event, organized by Phu My Hung Development Limited Company in collaboration with the People's Committees of District 7, District 8, Binh Chanh District, and Nha Be District. Since 2006, this program has provided essential financial support to underprivileged communities ahead of the Lunar New Year.
- Disaster Preparedness Fund – Contributing to disaster response and prevention efforts in Tan Phu Ward, District 7, Ho Chi Minh City, helping to enhance local resilience and emergency readiness.
- Infrastructure Development for Flood-Affected Communities – Supporting the construction of bridges in Cat Thinh Commune, Van Chan District, Yen Bai Province, to improve transportation and accessibility for flood-affected residents.
- "Slow-Stepping Angels" Initiative – Encouraging customers to convert their reward points into charitable donations, directly benefiting the education and development of children with disabilities.
- Beyond corporate philanthropy, Phu Hung Securities Corporation is committed to fostering a dynamic and forward-thinking work environment. Through structured internship and professional development programs, we provide students with hands-on exposure to the financial and securities markets. By bridging academic learning with real-world application, we empower the next generation of professionals with the knowledge and skills needed to excel.

Through these efforts, we reaffirm our dedication to corporate social responsibility—ensuring that our impact extends beyond financial markets to enrich communities and drive meaningful, sustainable progress.

## GREEN CAPITAL MARKET ACTIVITIES UNDER THE GUIDANCE OF THE SSC: N/A



# PHU HUNG SECURITIES





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# **REPORT & ASSESSMENT OF THE MANAGEMENT TEAM**

# ASSESSMENT OF OPERATING RESULTS

## BROKERAGE

Amidst the challenging environment, PHS demonstrated resilience in its business operations. In 2024, the securities brokerage revenue reached VND 145 billion, reflecting a 3% decrease compared to 2023. Besides, margin lending income declined by 11% to VND 278 billion due to lower market interest rates.

In 2024, PHS achieved 8th place in the futures brokerage market on HNX, with a market share of 2.88%, a 8.3% increase from the end of 2023. Futures contract trading revenue also performed better compared to 2023.

Additionally, PHS will promote futures trading within its current sales team, recognizing its importance in enabling clients to profit during market downturns. In parallel, PHS collaborates closely with the Vietnam Securities Depository and Clearing Corporation (VSDC) to ensure secure and efficient business operations, reinforcing its commitment to protecting and enforcing investor rights. This dedication was recognized in 2024 when PHS received the Outstanding Member Award for Futures Trading and Settlement Activities from VSDC, underscoring its strong performance in this domain.

## DEALING

Aligned with the VN-Index's recovery, the Dealing Division prioritized identifying investment opportunities in leading stocks from key sectors and those with unique growth narratives and promising business outlooks. Furthermore, we diversified our portfolio to enhance investment performance and manage risks effectively. By the end of 2024, our portfolio achieved a return of 13.8%.

## FINANCIAL AND INVESTMENT ADVISORY

In 2024, the global economy faces significant challenges, with growth projected at 2.7%. While global inflation has eased to 4.5%, it remains above central banks' targets due to cooling energy and food prices, along with tight monetary policies. Political fluctuations, such as new trade policies and tariffs, have created uncertainty, affecting market sentiment and investment. Geopolitical tensions and domestic instability continue to pose risks to global economic growth, adding further unpredictability.

Vietnam has implemented various measures to cope with these global economic fluctuations, including reducing interest rates to support businesses and stimulate domestic consumption amidst declining global demand. The government has actively expanded trade relations through free trade agreements (FTAs) with regions such as the Middle East, Africa, and South America. These actions helped Vietnam achieve an economic growth rate of 7.09%, with the consumer price index rising by 3.63% YOY.

Vietnam's stock and bond markets showed strong recovery in 2024. The VN-Index rose by 12.11% to 1,266 points, while the market capitalization on HOSE increased by 14.3%, reaching more than VND 5.2 trillion. Key changes in monetary policy and market management have improved the transparency and quality of the financial market.

The Advisory division faced challenges due to global economic pressures, resulting in unmet revenue targets. However, with a completed restructuring plan, the department will focus on developing strategic customer networks, diversifying financial products, and expanding operations to meet rising demand from both domestic and international markets.





# FINANCIAL SITUATION

## ASSETS

End of 2024, total assets were VND 3,931,365,369,257 decreased VND 109,373,000,641 (2.7%) compared with the beginning of the year. Total the short-term assets are VND 3,848,310,376,508 accounted for 97.9% of total assets (the figure of beginning of the year is 97.9%). Long-term assets are VND 83,054,992,749 accounted for 2.1% of total assets (the figure at the beginning of the year is 2.1%). The proportion of short-term and long-term assets at the end of 2024 compared to the beginning of the year did not change. The asset utilization rate in 2024 is 0.13.

Bad debts at the end of 2024 is VND 55,845,877,290 accounted for 1.42% of total assets.

## LIABILITIES

End of 2024, liabilities of the company were VND 1,864,267,558,510 and there is not overdue debt. There in, liabilities to foreign organizations were VND 987,780,000,000 accounted for 53% of total liabilities so will affect to the exchange rate difference of liabilities and interest expenses.

## KEY FINANCIAL METRICS

Items	Unit	2017	2018	2019	2020	2021	2022	2023	2024
<b>Solvency ratio</b>									
Current ratio = Short term Asset/Short term debt	Times	1.77	1.95	1.82	1.82	1.49	1.73	1.63	2.06
<b>Capital structure Ratio</b>									
Debt/Total assets ratio	%	56%	51%	54%	53%	66%	57%	60%	47%
Debt/Owners' Equity ratio	%	127%	103%	118%	115%	197%	130%	151%	90%
Net revenue/ Total Assets	%	11%	12%	12%	10%	15%	14%	16%	13%
<b>Target on Profitability</b>									
Profit after tax/ Net revenue Ratio	%	13%	21%	24%	24%	28%	10%	7%	0.02%
Profit after tax/ total average capital Ratio (ROE)	%	4%	6%	6%	5%	12%	4%	3%	0%
Profit after tax/ Total assets Ratio (ROA)	%	2%	3%	3%	2%	3%	2%	1%	0%
Basic earnings per share	VND	537	729	679	603	1,229	400	297	0.70

Solvency ratio: PHS's current solvency ratios over the years are greater than 1, showing that the level of safety in meeting the demand for payment of short-term debts of the company is relatively good.

Capital structure Ratio: Debt/Owners' Equity ratio has not changed much over the years and is lower than the 500% limit applied to securities companies.

As of December 31, 2024, the balance of short-term and long-term loans was as follows: Unit: VND million

	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024
Loans	<b>708,217</b>	<b>1,175,168</b>	<b>1,152,506</b>	<b>1,526,116</b>	<b>3,538,094</b>	<b>1,991,637</b>	<b>2,951,919</b>	<b>2,874,796</b>
Short-term loans	708,217	1,175,168	1,152,506	1,526,116	3,538,094	1,991,637	2,951,919	2,874,796
Long-term loans	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	-	-	-	-
<b>Total</b>	<b>708,217</b>	<b>1,175,168</b>	<b>1,152,506</b>	<b>1,526,116</b>	<b>3,538,094</b>	<b>1,991,637</b>	<b>2,951,919</b>	<b>2,874,796</b>

The company strictly fulfills its obligations in accordance with current regulations.  
The balance of tax payables to the State as of December 31, 2024 is as follows:

	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024
Value added tax	2	5	3	3	4	20	16	0
Corporate income tax	-	-	3,249	4,084	5,986	3,876	3,876	-
Personal income tax	1,368	1,275	1,608	3,694	12,483	10,232	7,122	7,376
Foreign contractor withholding tax	0	-	16	28	28	1,126	968	780
<b>Total</b>	<b>1,371</b>	<b>1,280</b>	<b>4,876</b>	<b>7,809</b>	<b>18,501</b>	<b>15,255</b>	<b>11,982</b>	<b>8,157</b>

## RECEIVABLES

	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024
Interest receivables from financial assets	15,979	32,398	20,294	21,522	46,758	57,343	74,788	51,29
Prepayments to suppliers	434	1,151	906	1,147	1,701	1,700	7,108	1,175
Receivables from services rendered	25,888	15,727	14,855	1,586	160,061	9,824	3,964	3,774
Other receivables	12,802	12,936	12,909	12,927	13,103	13,006	12,787	13,809
Other receivables provision	(9,470)	(9,290)	(9,326)	(9,186)	(6,315)	(7,453)	(6,894)	(8,311)
<b>Total</b>	<b>45,633</b>	<b>52,922</b>	<b>39,637</b>	<b>27,996</b>	<b>215,308</b>	<b>74,420</b>	<b>91,753</b>	<b>61,738</b>

## PAYABLES

	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024
Short-term payables	644,152,348.3	766,188	906,211	1,140,360	3,160,455	2,076,800	2,426,615	1,862,167
Long-term payables	340,437.5	365	337	1,312	1,792	1,980	2,131	2,101
<b>Total</b>	<b>644,493</b>	<b>766,552</b>	<b>906,548</b>	<b>1,141,671</b>	<b>3,162,247</b>	<b>2,078,780</b>	<b>2,428,746</b>	<b>1,864,268</b>

## Financial safety ratios report 2017, 2018 and 2019, 2020

	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital	Risk/Liquid capital
Items	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024
Total market risk value	510	275	405	13,886	1,968	722	6,532	7,503
Total settlement risk value	28,474	34,389	28,599	45,990	69,484	160,683	111,464	116,092
Total operational risk value	60,000	60,000	60,000	50,000	180,000	180,000	180,000	180,000
<b>Total risk values</b>	<b>88,985</b>	<b>94,664</b>	<b>89,004</b>	<b>109,876</b>	<b>251,452</b>	<b>341,405</b>	<b>297,996</b>	<b>303,594</b>
<b>Liquid capital</b>	<b>504,606</b>	<b>740,875</b>	<b>758,447</b>	<b>948,638</b>	<b>1,540,387</b>	<b>1,532,038</b>	<b>1,543,936</b>	<b>2,031,479</b>
<b>Liquid capital ratio</b>	<b>567%</b>	<b>783%</b>	<b>852%</b>	<b>863%</b>	<b>613%</b>	<b>449%</b>	<b>518%</b>	<b>669%</b>

Per Circular No. 91/2020/TT-BTC of the Ministry of Finance dated Nov 13, 2020, securities companies must maintain a Liquid capital ratio (LCR) of at least 180%. PHS always maintains a very high LCR, ensuring the financial safety of the company



## IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE, POLICIES, MANAGEMENT

- ✎ The BOM has established a clear division of responsibilities, assigning each professional role to directly accountable leaders. This approach ensures that business management and administration function smoothly and in synchronization, resulting in greater efficiency. The company has restructured its workforce, strengthened its management system, and continuously sought to enhance labor productivity while optimizing resource utilization. In 2024, the BOD decided to close the Hanoi branch office and consolidate the Thanh Xuan and Hanoi teams into a single location to reduce unnecessary office expenses and improve operational efficiency. Additionally, the organizational structure has been streamlined by integrating departmental functions and responsibilities, enhancing specialization, and eliminating redundancies. The company has also invested in developing a professional and dedicated workforce to support long-term growth and sustainability.
- ✎ In terms of technology, products, and services, the company remains committed to upgrading systems, innovating products, and enhancing services to meet the evolving needs of investors and users. To effectively manage service quality, the company utilizes Service Level Agreements (SLAs), ensuring reliable, high-quality service with clear expectations, accountability, and swift issue resolution. As a result, clients benefit from minimal downtime, improved transparency, and regulatory compliance, fostering greater trust and operational efficiency.
- ✎ Regarding policies, the company remains vigilant about changes to ensure compliance with the provisions of State Agencies. This commitment to staying abreast of regulatory changes helps maintain the company's adherence to legal requirements and fosters a culture of compliance and accountability.



# DEVELOPMENT PLANS IN THE FUTURE

## BROKERAGE

PHS aims to enhance business performance, market position, and internal development in 2025. To drive revenue growth, the company will diversify financial products, optimize margin lending, and enhance brokerage services through digital tools and customer insights. Customer acquisition and engagement will be strengthened through targeted promotional campaigns, customer segmentation, and an improved digital experience. In the trading sector, PHS will refine customer policies, develop its sales team's expertise, and promote trading through marketing and outreach efforts. Internally, the company will focus on workforce development, talent acquisition, performance-based incentives, and cross-department collaboration. In term of human resources perspective, PHS positions

managers to shift their focus from personal sales to effective team management by taking a step back from personal sales targets, managers can focus on strategic planning, resource allocation, and mentoring, which will have a more lasting impact on the team's success and the organization as a whole. Technological advancements such as AI, cybersecurity improvements, and automated trading solutions will enhance efficiency and competitiveness. Looking forward, PHS is committed to sustainable profit growth, transparent reporting, and strategic investments to create shareholder value. By offering bespoke investment solutions, strengthening research capabilities, and improving customer support, PHS will reinforce its market leadership and deliver long-term value to clients and stakeholders.

## DEALING

The stock market remains an attractive investment channel, bolstered by policy support measures designed to stimulate economic growth in the coming year. Additionally, Vietnam is actively working toward upgrading its stock market status from frontier to emerging by 2025. The removal of the Non-Prefunding requirement under Circular 68 marks a significant milestone, eliminating the long-standing mandate for foreign investors to secure 100% Non-Prefunding for stock transactions, demonstrating Vietnam's strong commitment to this upgrade. Morgan Stanley estimates that international funds could potentially invest up to USD 9 billion in Vietnamese equities once upgraded if this transition occurs. Furthermore, data-driven decision-making is playing an increasingly vital role in navigating market complexities, reducing reliance on subjective viewpoints, and enhancing investment accuracy. By leveraging data analytics and quantitative models, we can mitigate biases and make more informed choices in stock market. Thus, we believe that Vietnam's stock market holds considerable promise and significant upside potential in 2025.

To capitalize on these opportunities, our portfolio has been strategically reallocated in anticipation of market rallies next year. We continue to seek diversification and enhancement opportunities. By implementing comprehensive monitoring of both fundamental and technical factors, we are confident that the Dealing Division will be well-positioned to identify valuable investment opportunities and achieve stronger performance in 2025.

Overall, we remain committed to closely tracking market movements and adopting a proactive stance in pursuing investment opportunities. By fostering close collaboration with the Research Team and leveraging extensive fundamental and technical analyses, the Dealing division has honed its ability to capture potential capital gains while maintaining a well-analyzed and reasonable risk exposure.

## COVERED WARRANT

From 2023 to 2024, the covered warrant market in Vietnam underwent a significant change. The number of covered warrant listings decreased sharply from 229 to 77 (YoY -66.4%), and the number of active issuers dropped from 10 to 4. Although these changes suggest a contraction in market activity and issuer participation, the average daily trading value increased from 28.6 billion VND to 43.32 billion VND (YoY +51.47%), indicating that there is still strong investor demand for covered warrants.

In 2024, PHS developed an advanced trading system for covered warrant market-making and hedging and has used it in the market. We expect to expand the covered warrant issuance in 2025. Leveraging the advanced trading system, we can enhance our self-trading ability, accuracy, and efficiency and adopt multiple trading strategies in the market.

With the solid technical foundation we built in 2024, we can expand the trading system to accommodate new trading strategies. We will also expand the trading business to multiple markets, such as the ETF and derivatives markets, to diversify the risk of proprietary and covered warrant trading. Our objectives for the coming years are to build a well-diversified trading business with measurable and controllable risks.



## MARKETING

In 2025, PHS's marketing activities will align with the company's overall strategic direction, focusing on improving service and products quality, and driving innovation to enhance the customer experience. Building on the foundation established in 2024, the 2025 marketing activities will be systematically implemented with the following key priorities:

- Branding: strengthening brand awareness through creative, multi-channel, and multi-platform campaigns, reinforcing PHS's position as one of Vietnam's leading foreign-invested securities companies.
- Promotional programs: understanding that, besides core service quality, promotional activities and customer appreciation programs are essential in supporting clients on their investment journey. Attractive offers in 2025 will aim to attract and retain new users, expanding the potential customer base.
- Building online user behavior databases: utilizing online measurement tools, as well as establishing a system to track the outcomes of online account-opening campaigns will be a top priority for the Marketing Division in 2025. This will provide a comprehensive view of potential customers, enable data analysis, and personalize services and marketing campaigns to better meet customer needs.

2025 is expected to be a breakthrough year with significant opportunities in the market. Therefore, the Marketing Division will carefully prepare programs and action plans to maximize these advantages, contributing to PHS's continued growth and success.





## RISK MANAGEMENT

With the implementation of Non-Prefunding for foreign investors and the upcoming launch of the new system, new trading and settlement solutions will be introduced to enhance market efficiency. These developments will contribute to upgrading the stock market, attracting more investors, and increasing liquidity.

To align with evolving market conditions, the Risk Management division is developing and refining policies to ensure stability and growth. A key focus will be on identifying and prioritizing strong fundamental stocks, increasing their proportion in the portfolio of securities permitted for margin trading. Additionally, improvements will be made to the evaluation process for margin-traded securities and customer reputation assessment to minimize risks while supporting business expansion.

The derivatives securities market presents significant opportunities for growth. As derivative products continue to expand, proactive risk management strategies will be implemented to minimize potential negative impacts. The key risks—market risk, capital leverage, margin requirements, legal compliance, liquidity, and system risk—will be closely monitored. Real-time risk control measures tailored to market dynamics will be introduced to ensure stability and efficiency in derivatives trading.



Minimizing risks while supporting business operations remains the top priority. To achieve this, the Risk Management division will collaborate with the Research Division to conduct advanced analyses of listed companies eligible for margin trading. Additionally, data analysis tools developed by the Software department of the Information Technology division will be further integrated to enable faster, more accurate, and efficient data collection. These efforts will support the Risk Management Committee in making informed

decisions. A more diversified margin list with varying loan ratios will be introduced to enhance business safety, efficiency, and market competitiveness.

Above all, risk management policies will emphasize independence, flexibility, uniformity, efficiency, and sustainability, ensuring both business growth and the continued strengthening of the company's market position.



## HUMAN RESOURCES

In 2025, to enhance productivity, the company will leverage AI-driven innovations, prioritize digital skills, and adapt HR strategies to the evolving work environment. HR will also integrate ESG values into engagement activities, fostering employee awareness of social responsibility and sustainability.

Talent Acquisition will optimize recruitment, onboarding, and employer branding efforts to attract and retain top talent. The Compensation & Benefits team will refine salary structures, benefits, and recognition programs to ensure fairness, competitiveness, and motivation.

Additionally, performance evaluations will be enhanced for greater consistency and transparency. Compliance with labor laws, insurance regulations, and taxation requirements will remain a priority to safeguard employee rights and uphold organizational integrity.

## EXPLANATION OF THE BOD FOR AUDITOR'S OPINIONS

KPMG is the auditor of PHS and has approved the company's 2024 financial report. This approval indicates that the financial statements have been thoroughly reviewed and found to be accurate, reliable, and in compliance with applicable accounting standards. It provides assurance to investors, stakeholders, and regulators about the company's financial transparency.

## ASSESSMENT REPORT ON ENVIRONMENTAL & SOCIAL RESPONSIBILITY OF COMPANY

### REVIEW CONCERNING THE ENVIRONMENTAL INDICATORS

PHS is operating in securities field.

## REVIEW CONCERNING THE WORKERS

### Number of employees, average wages of workers

Number of staff updated to December 31<sup>st</sup>, 2024: 329 staffs.

Total salary expense for employees: approximately VND 123,770,682,466 (one hundred twenty-three billion seven hundred seventy million six hundred eighty two thousand four hundred and sixty six Vietnam dong).

Average income: approximately 27,882,560 (twenty seven million eight hundred eighty two thousand five hundred sixty Vietnam dong)/ person/ month.

### Labor policies to ensure health, safety and welfare of workers

Periodic health check for employees in 2024: VND 526,538,280 (five hundred twenty six million five hundred thirty eight thousand two hundred eighty dong).

Extra health insurance fees for supervisor level up and all employees with contribution from 1 years above in 2024: VND 648,359,227 (six hundred forty eight million three hundred fifty nine thousand two hundred twenty seven Vietnam dong).

24/24 accident insurance for employees in 2024: VND 6,426,000 (six million four hundred twenty six thousand Vietnam dong).

Annual trip for employees in 2024: approximately VND 3,000,000 (three million Vietnam dong)/ person.

### Training employees

In 2024, PHS sent employees to the Asia School of Business, established by Bank Negara Malaysia and MIT Sloan School of Management, to obtain MBA degrees, aiming to improve capacity and innovate management methods.

Phu Hung Securities conducted various knowledge and skills training programs, including:

- Teamwork skills training program
- Problem-solving skills training program
- Project management skills training program
- Negotiation skills training program
- Time management skills training program

To optimize employees' learning experiences and ensure convenient access to training, Phu Hung Securities continues to expand and enhance its Learning Management System (LMS) with the following improvements in 2024:

- Structured course pathways.
- A digital learning library.
- Interactive online courses, including Power BI, Python, and soft skills training.
- Specialized onboarding programs.
- Regular knowledge assessments.
- Comprehensive training reports.

Phu Hung Securities also continues to support employees in obtaining essential professional certifications aligned with their roles and industry standards. In 2024, the company has implemented various training programs to facilitate employees' professional growth, including:

- Sponsorship for the securities practice certification training program.
- Senior management training programs on corporate governance, strategic thinking, disc, and situational leadership.
- IT skills training for non-technical employees.
- Specialized IT training through online platforms.

In addition, we also deliver the virtual training programs to supplement the professional knowledge of brokerage staff, trained by experienced experts affiliated with the operational division.

## REVIEW CONCERNING CORPORATE RESPONSIBILITY TOWARDS THE LOCAL COMMUNITY

A fair and progressive society is built on the collective responsibility of individuals and organizations. At Phu Hung Securities Corporation, we take this responsibility seriously, actively contributing to social well-being and sustainability through meaningful community initiatives. By strategically aligning our financial contributions with partnerships involving reputable organizations and local government agencies, we strive to create lasting, positive change.





# PHU HUNG SECURITIES

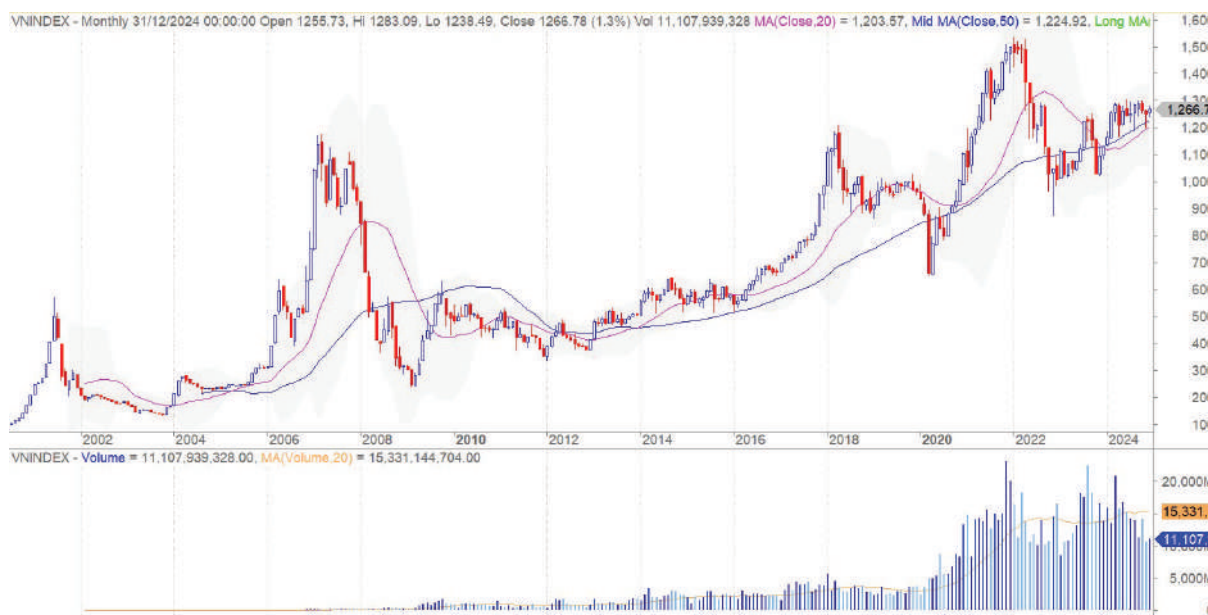


The background of the page is a green-tinted photograph of a city skyline, likely New York City, featuring several prominent skyscrapers. The text is overlaid on this background.

# **ASSESSMENTS OF THE BOARD OF DIRECTORS ON THE COMPANY'S OPERATION**

# ASSESSMENTS OF THE BOM ON THE COMPANY'S OPERATION

## VIETNAM ECONOMY IN 2024



Source: PHS

At the end of 2024, VN-Index closing at 1,266.78 points, marking a 12.1% increase compared to 2023. Average liquidity on the three exchanges reached VND 21,027 billion per session, up 19%YoY.

The global economy experienced more positive developments in 2024, as cooling inflation allowed central banks to implement interest rate cuts for the first time after two consecutive years of rate hikes. However, risks remain, particularly geopolitical tensions. In 2024, aside from the ongoing Russia-Ukraine conflict and unresolved hostilities in the Middle East, political developments in several countries were also noteworthy, especially in Europe and South Korea. The U.S. presidential election concluded with a landslide victory for the Republican Party and Donald Trump. With the return of former President Trump, trade war-related risks have escalated.

Overall, the downward trend in interest rates, coupled with a stable labor market and a strengthening U.S. dollar, has led to increased consumer confidence in the U.S. This has contributed to Vietnam's record-breaking export performance and a significant trade surplus. As a result, Vietnam's economy experienced a strong recovery in 2024, with GDP growth exceeding 7%. Meanwhile, inflation remained tightly controlled, averaging 3.6% for the year. This has enabled the government and the central bank to continue maintaining an accommodative fiscal and monetary policy, focusing on stimulating economic growth.

Vietnam's biggest challenge in 2024 was prolonged exchange rate pressure, driven by both domestic and international factors. Globally, the U.S. dollar continued its strong appreciation against other currencies as the Federal Reserve, despite cutting

interest rates, remained cautious. Domestically, the wide interest rate gap between the USD and VND, along with a sharp increase in import demand to support domestic production and exports, further added to the pressure. Despite these challenges, thanks to the government and central bank's flexible management, the USD/VND exchange rate remained within the permissible range, maintaining its relative stability compared to other regional currencies. At the same time, interest rates remained low, with 12-month savings rates fluctuating around 5–5.5%, allowing businesses to stabilize borrowing costs.

Additionally, in 2024, the government passed a series of revised laws, circulars, and new decrees aimed at resolving bottlenecks in public investment, real estate, and the banking sector. Moving into early 2025, an extraordinary session of the National Assembly finalized plans for streamlining the government apparatus to enhance its efficiency.

Vietnam's impressive economic growth has been clearly reflected in corporate performance. The earnings of listed companies are estimated to grow by 20% YoY, a sharp rebound from the -5% decline in 2023. As a result, the market's P/E valuation has adjusted to an attractive level, standing at approximately 12.85x by the end of February 2025. Meanwhile, exchange rate pressures and the global shift of capital towards U.S. technology stocks have led to strong net foreign selling in the Vietnamese market. Foreign investors recorded a historic net outflow of over VND 90 trillion in 2024—four times the net selling volume of 2023. Despite this, the stock market has remained resilient, supported by

strong participation from domestic investors. The number of retail investor trading accounts in 2024 reached 9.23 million, a 27.5% increase from 2023, equivalent to about 9.1% of the population—surpassing the government's 8% target set for 2030.

Entering 2025, the Vietnamese stock market is reforms. The main growth driver comes from a stable macroeconomic environment, with Vietnam's GDP projected to exceed 8%. Additionally, ongoing efforts to upgrade the stock market to "emerging market" status under FTSE will be a key factor in attracting foreign capital. The implementation of the KRX system will enhance market transparency and trading efficiency while also improving market liquidity. However, challenges remain, including global economic fluctuations and unpredictable U.S. monetary policies under President Trump. According to PHS estimates, in the base-case scenario, the earnings of listed companies could grow by up to 18% YoY, while the current forward P/E ratio stands at just around 10x—an attractive valuation.

In the long term, the Vietnamese stock market is expected to enter a sustainable growth cycle, primarily driven by internal economic strength and market upgrades. The government is actively working to position Vietnam as a high-income economy within the next decade while implementing reforms to enhance the stock market. These efforts aim to meet the necessary criteria for an upgrade to emerging market status by FTSE and MSCI.

## BUSINESS RESULT IN 2024

In 2024, the Vietnamese stock market experienced relative volatility, and PHS faced challenges in its business operations. As a result, the after-tax profit of PHS amounted to VND 108 million, falling short of the plan approved by shareholders at the previous year's Annual General Meeting of Shareholders ("AGMS").



## STRATEGIC TRANSFORMATION IN 2024

The business result in 2024 is reflect all the efforts of the BOM, all officers and employees. BOD aims to strengthen the company's competitive position in the evolving securities market by focusing on strategic growth, innovation and service include:

- Prioritizing service quality and operational efficiency to provide seamless and personalized experiences for investors. This includes adopting digital solutions, optimizing advisory services, and strengthening risk management to build investor trust and engagement.
- Developing innovative financial products and investment solutions tailored to the dynamic needs of retail and institutional investors. This involves introducing structured products, expanding derivatives and ETF offerings, and leveraging AI-driven analytics to provide smarter investment insights.
- Accelerating the adoption of emerging technologies, strengthening cybersecurity measures and regulatory compliance to ensure a secure and efficient trading environment.
- Aligning business strategies with financial market development goals, fostering strategic partnerships, and exploring international investment opportunities to enhance market liquidity and competitiveness.

## ENVIRONMENT & SOCIAL RESPONSIBILITIES

### Contribution for market information

As one of the leading foreign securities companies in Vietnam, PHS assumes ongoing responsibilities to contribute to and develop the capital markets, especially by promoting transparency, integrity, and innovation. The company proactively participates in market and industry activities, frequently connecting Taiwanese financial enterprises and experts with the SSC and the Stock Exchanges for the mutual exchange of information and experience in deploying new financial products for the Vietnamese market.

We believe that the purpose of business is not simply about profit. By contributing to and developing the market, PHS always acts as a pioneer in supporting the Vietnamese securities market.

### Raising the young generation

We recognize our responsibility to actively contribute to environmental protection and societal development. Our development strategies aim to enhance the expertise and experience of our staff. Human resources are considered our greatest asset, with effective people management being a key factor in our sustainable development.

One of PHS's social responsibility activities is to frequently hold training sessions for college and university students, helping them orient themselves in the financial-securities field. We also support younger individuals in improving their skills, creating opportunities for them to participate in the business environment, and promoting a healthy and stimulating environment in which they can thrive.



## ASSESSMENT OF BOD ON BOM'S PERFORMANCE

In accordance with PHS' company Charter, internal procedures, and policies, the BOD delegates authority to the BOM to oversee the company's daily operational activities and implement strategic decisions aligned with our business plans.

Through quarterly reports on business performance, daily operational reports, and ad-hoc management reports, the BOD evaluates the BOM's execution of their duties in compliance with prevailing laws, the company charter, and resolutions of General Shareholders Meetings.

Additionally, the BOD has diligently performed its duties with care, professionalism, and integrity, safeguarding the legal rights and benefits of the company and its shareholders

## PLANS, ORIENTATIONS OF THE BOD

To achieve 2025 goals, the solution for each business segment have been planned based on the long-term strategic and focusing on the factors that create sustainable development for PHS: service quality, innovation and product development. Customers are always the focus in all activities.

Specifically:

**Client-centric solutions:** elevating the client experience through streamlined onboarding, advanced portfolio management tools, and personalized advisory services.

**Digital transformation:** enhancing digital offerings with an upgraded trading platform featuring real-time analytics, integrated market news, and AI-powered insights.

**Investor education:** delivering comprehensive training programs and workshops for retail and institutional clients, focusing on regulatory updates and market strategies.

**Advanced technology integration:** utilizing AI and machine learning to enhance trading algorithms, optimize risk management, and improve compliance monitoring.

**Diversified product portfolio:** expanding offerings to include innovative ETFs, structured products, and derivatives aligned with market demand.

**Customized solutions:** crafting bespoke financial instruments and margin trading products tailored for high-net-worth and institutional clients.



# PHU HUNG SECURITIES





# **CORPORATE GOVERNANCE**

# BOARD OF DIRECTOR

## MEMBERS AND STRUCTURE OF THE BOD

No.	Members of Board of Directors	Position at PHS	Position at other companies	Ratio of share owning at PHS
1.	Mr. Albert Kwang-Chin Ting	Chairman of the Board	Chairman of the Board at Phu Hung Fund Management Joint Stock Company	0%
2.	Mr. Nguyen Doan Hung	Member	BOD Member at Masan Group Corporation	0%
3.	Mr. Wu, Jin-Jeng	Member	BOD Member of Phu Hung Fund Management Joint Stock Company	0%
4.	Mr. Chen Chia Ken	Member		0%
5.	Ms. Liu, Hsiu-Mei	Independent Member		0%

## THE COMMITTEES OF THE BOD: N/A

## ACTIVITIES OF THE BOD

In 2024, the BOD completed the assignments from the General Meeting of Shareholders, thereby, partially contributed to the improvement of business results of PHS and increases PHS's brokerage market share in stock market.

On 24 January 2024, the BOD passed the amendment of Risk Management Policy.

On 22 March 2024, the BOD passed revised Charter to submit to the Annual General Meeting of Shareholders dated 17 April 2024 for approval and implementation.

The prescribed documents updated the latest regulations, created the sustainable legal frame, a firm foundation for PHS to operate effectively and promptly in accordance with the laws.

PHS also established the Risk Management Committee and Internal Control to support the BOD to control the compliance with regulations of laws and internal regulations. With members who had several years of specialist experience in securities market, the Risk Management Committee and Internal Audit helped the BOD control well the risk in daily business activities of the company.

In 2024, the BOD organized 08 meetings, passed 08 Resolutions with the noticeable contents, as follows:

No.	Date	Code No. of Resolution	Content
1.	January 24 <sup>th</sup> 2024	01/83_0124/NQ-HĐQT	1. Pass the Provision for Margin debt on Dec 31 <sup>st</sup> , 2023; 2. Pass the Provision for Advances to customers for securities trading activities on Dec 31 <sup>st</sup> , 2023; 3. Pass the Risk Management Policy 2024.
2.	February 28 <sup>th</sup> 2024	01/84_0224/NQ-HĐQT	1. Pass the passed the Record Date, the Meeting Date of the Annual General Meeting of Shareholders; 2. Pass the increasing and renewing credit line with KGI Bank.
3.	March 22 <sup>nd</sup> 2024	01/85_0324/NQ-HĐQT	1. Pass the agenda and documents using in the 2024 Annual General Meeting Of Shareholders dated April 17 <sup>th</sup> , 2024; 2. Pass the Audited Financial Statement of 2023; 3. Pass the report of the Board of Directors on the business performance in 2023; 4. Pass the report on Corporate Governance of PHS in 2023; 5. Pass the development and business plan of PHS in 2024; 6. Pass the financial budget in 2024; 7. Pass the plan for handling bad debts; 8. Pass the profit distribution plan in 2023 and the authorization for the Board of Directors to choose the suitable time and proceed the procedure to pay dividend for shareholders; 9. Pass the plan on private placement, capital utilization and the authorization from AGMS to the Board of Directors to implement the plan on private placement and capital utilization; 10. Pass the amendment of the company's Charter; 11. Pass the adjustment PHS organization chart; 12. Pass the power of attorney for Mr. Chen Chia Ken – BOD member cum General Director to be the Meeting Chairman and sign the documents of the AGMS dated April 17 <sup>th</sup> , 2024; 13. Pass the audited financial safety ratio report on December 31 <sup>st</sup> , 2023; 14. Pass the renewing credit line with Bank for Investment and Development of Vietnam JSC, Nam Ky Khoi Nghia branch; 15. Pass the renewing and increasing credit line with Taishin International Bank Co., Ltd; 16. Pass the conditions for offering covered warrants for the issuance in 2024.



No.	Date	Code No. of Resolution	Content
4.	May 30 <sup>th</sup> 2024	01/86_0424/NQ-HDQT	<ol style="list-style-type: none"> <li>1. Pass provision for Margin debt on March 31<sup>st</sup>, 2024;</li> <li>2. Pass the provision for SIC debt on March 31<sup>st</sup>, 2024;</li> <li>3. Pass the remuneration of each member of Board of Directors and Inspection Committee in year 2024;</li> <li>4. Pass the adjustments and additions of internal regulations on Anti-Money Laundering;</li> <li>5. Pass the renewing credit line and increasing pre-settlement risk line with Cathay United Bank – Ho Chi Minh City branch;</li> <li>6. Pass the renewing credit line and applying new pre-settlement risk line with E.Sun Commercial Bank – Dong Nai branch;</li> <li>7. Pass the renewing credit line and pre-settlement risk line with Taipei Fubon Commercial Bank Co., Ltd., – HCMC branch;</li> <li>8. Pass the renewing credit line with Mega International Commercial Bank Co., Ltd., – HCMC branch;</li> <li>9. Pass the renewing credit line with Shanghai Commercial &amp; Savings Bank, Ltd., – Dong Nai branch;</li> <li>10. Pass the renewing credit line with Vietnam Joint Stock Commercial Bank for Industry and Trade – branch 4 HCMC;</li> <li>11. Pass the renewing credit line with Huanan Commercial Bank Ltd., – Ho Chi Minh City branch;</li> <li>12. Pass the renewing credit line with Chang Hwa Bank – HSI-Sung branch;</li> <li>13. Pass the renewing credit line with E.Sun Commercial Bank – Offshore Banking Unit;</li> <li>14. Pass the renewing credit line with Taipei Fubon Commercial Bank Co., Ltd., – Offshore Banking branch;</li> <li>15. Pass the renewing credit line with Mega International Commercial Bank – Offshore Banking branch;</li> <li>16. Pass the renewing credit line with Shanghai Commercial and Savings Bank – Hong Kong branch;</li> <li>17. Pass the date to finalize the list of shareholders to pay cash dividend in 2023;</li> <li>18. Pass the statutes on information disclosure;</li> <li>19. Pass the adjustments and supplements of regulation on Internal Audit and the procedure for implementing Internal Audit activities.</li> </ol>
5.	June 27 <sup>th</sup> 2024	01/87_0524/NQ-HDQT	<ol style="list-style-type: none"> <li>1. Pass the implement on private placement plan on increasing charter capital to VND 2,000,098,190,000;</li> <li>2. Pass the renewing credit line and new overdraft line with Orient Commercial Joint Stock Bank – Ho Chi Minh City branch;</li> <li>3. Pass the renewing credit line with Cathay United bank – OBU;</li> <li>4. Pass the renewing credit line with First Commercial bank – Offshore Banking Unit;</li> </ol>

No.	Date	Code No. of Resolution	Content
			5. Pass the correction of the Vietnamese contents in Article 10 of Resolution No. 01/86_0424/NQ-HĐQT and Article 6 of Resolution No. 04/86_0424/NQ-HĐQT issued in May 2024; 6. Pass the annual internal audit plan for the second half year of 2024.
6.	September 27 <sup>th</sup> 2024	01/88_0624/NQ-HĐQT	1. Pass the provision for margin debt on June 30 <sup>th</sup> , 2024; 2. Pass the provision for advances to customers for securities trading activities on June 30 <sup>th</sup> , 2024; 3. Pass the renewing credit line and pre-settlement risk line with CTBC Bank Co., Ltd – Ho Chi Minh City branch; 4. Pass the renewing credit line with First Commercial Bank – Ho Chi Minh City branch; 5. Pass the renewing credit line with Bank of Panhsin; 6. Pass the renewing credit line with CTBC Bank Co., Ltd; 7. Pass the renewing credit line with EnTie Commercial Bank – Offshore Banking Unit; 8. Pass the renewing credit line with Taiwan Cooperative Bank – Offshore Banking Unit; 9. Pass the renewing credit line with Union Bank of Taiwan.
7.	November 28 <sup>th</sup> 2024	01/89_0724/NQ-HĐQT	1. Pass the provision for margin debt on September 30 <sup>th</sup> , 2024; 2. Pass the provision for advances to customers for securities trading activities on September 30 <sup>th</sup> , 2024; 3. Pass the changing District 3 branch registered address; 4. Pass the closing Hanoi branch and dismissing the title as Director of Hanoi branch; 5. Pass the renewing credit line with Saigon Bank for Industry and Trade – Head Office; 6. Pass the new pre-settlement risk line with Shanghai Commercial & Savings Bank, Ltd – Dong Nai branch; 7. Pass the renewing credit line with Joint Stock Commercial Bank for Foreign Trade of Vietnam – Saigon South branch; 8. Pass the budget of company in 2025.
8.	December 30 <sup>th</sup> 2024	01/90_0824/NQ-HĐQT	1. Pass the Business Plan 2025; 2. Pass the Risk Management Policy 2025; 3. Pass the Internal Audit Plan for the year 2025; 4. Pass the renewing credit line and short-term treasury market unit facility with Bank SinoPac – Ho Chi Minh City branch; 5. Pass the renewing credit line with Bank SinoPac – OBU.



## ACTIVITIES OF INDEPENDENT MEMBERS OF THE BOD

In 2024, independent member of BOD completed the assigned tasks. Together with Inspection Committee, independent member of BOD inspected and observed the activities of BOD and BOM of PHS in daily business operation of company.

## LIST OF MEMBERS OF THE BOD POSSESSING CERTIFICATES ON CORPORATE GOVERNANCE

No.	Members of BOD	Position at PHS	Certificate on corporate governance	Attendance on corporate governance program in 2022
1.	Mr. Albert Kwang-Chin Ting	Chairman of the Board	Yes	Yes
2.	Mr. Nguyen Doan Hung	Member	Yes	Yes
3.	Mr. Wu, Jin-Jeng	Member	No	Yes
4.	Mr. Chen Chia Ken	Member	Yes	Yes
5.	Ms. Liu, Hsiu-Mei	Independent Member	No	Yes



# INSPECTION COMMITTEE

## MEMBERS AND STRUCTURE OF THE INSPECTION COMMITTEE

No.	Member of Inspection Committee	Position at PHS	Position at other companies	Ratio of share owning at PHS
1.	Mr. Liew Sep Siang	Head of Inspection Committee	Deputy General Director of Phu Hung Assurance Corporation	0%
2.	Mr. Chiu, Hsien-Chih	Member		0%
3.	Ms. Kuo, Ping-Min	Member (End of April 16 <sup>th</sup> , 2024)	Deputy General Director of Phu Hung Fund Management Joint Stock Company	0%
4.	Ms. Wang, Gwan-Fang	Member (From April 17 <sup>th</sup> , 2024)		0%

ACTIVITIES OF THE INSPECTION COMMITTEE

In 2024, Inspection Committee conducted the appointed assignment in the spirit of objectivity, independence, in accordance with the regulations of laws and internal regulations of PHS, including: inspecting, observing and assessing the management of BOD, BOM, as well as the operation of division in the company.

In 2024, the Inspection Committee conducted the meetings as prescribed in the following meeting minutes:

No.	Date	No. of Meeting Minutes	Content
1.	March 22 <sup>nd</sup> 2024	01/21_0124/BB-BKS	<div>1. To pass the submission for approval on report of Inspection Committee on business performance in 2023 to the Annual General Meeting Of Shareholders in 2024;</div> <div>2. To pass the submission for approval on selection for auditor in 2024 to the Annual General Meeting Of Shareholders In 2024;</div> <div>3. To pass the dismissal as a member of the Inspection Committee of Ms. Kuo, Ping-Min and elect additional member of the Inspection Committee.</div>
2.	December 31 <sup>st</sup> 2024	01/22_0224/BB-BKS	<div>1. Report the interim financial statements for the six-month period ended June 30<sup>th</sup>, 2024;</div> <div>2. Report the interim financial statements for the quarter ended September 30<sup>th</sup>, 2024;</div> <div>3. Report the audited financial safety ratio report on June 30<sup>th</sup>, 2024;</div> <div>4. Report the business plan 2025.</div>





# TRANSACTIONS, REMUNERATIONS & INTERESTS OF THE BOD, BOM & INSPECTION COMMITTEE

## SALARY, REWARDS, REMUNERATION AND BENEFITS

Members of BOD and Inspection Committee receive remuneration in accordance with the company's policy, The total remuneration for members of BOD and Inspection Committee is VND 1,920,000,000.

Members of BOM including General Director, Deputy General Director and Chief Accountant receive salary and bonus as company's policy.

## TRANSACTIONS OF INTERNAL SHAREHOLDERS:

In 2024, there were no transactions by internal shareholders.

## CONTRACTS OR TRANSACTIONS WITH INTERNAL SHAREHOLDERS:

In 2024, PHS had no contracts or transactions with internal shareholders.

## IMPLEMENTATION OF REGULATIONS ON CORPORATE GOVERNANCE

In 2024, in compliance with the regulations on corporate governance of public companies outlined in Decree 155/2020/NĐ-CP, PHS amended and revised its Charter. The updated Charter was submitted to the Annual General Meeting of Shareholders held on April 17<sup>th</sup>, 2024.

Additionally, PHS ensured legal compliance by updating its divisions on new regulations, particularly regarding the new Securities Law No. 54/2019/QH14, which became effective on January 1<sup>st</sup>, 2021. PHS's commitment to adhering to legal requirements and maintaining transparency and compliance within its operations.



# PHU HUNG SECURITIES



The background of the page is a green-tinted photograph of a city skyline, featuring several tall skyscrapers. The text is overlaid on the right side of the image.

# **FINANCIAL STATEMENTS**



**Phu Hung Securities Corporation**  
Financial statements  
for the year ended 31 December 2024





## Phu Hung Securities Corporation Corporate Information

### Establishment and

### Operation Licence No.

122/GP-UBCK	20 January 2016
18/GPDC-UBCK	22 June 2016
23/GPDC-UBCK	25 July 2016
03/GPDC-UBCK	23 January 2017
03/GPDC-UBCK	11 January 2018
100/GPDC-UBCK	29 November 2018
107/GPDC-UBCK	26 December 2018
47/GPDC-UBCK	21 August 2019
12/GPDC-UBCK	4 March 2020
03/GCN-UBCK	16 June 2020
04/GCN-UBCK	16 June 2020
48/GPDC-UBCK	24 June 2021
82/GPDC-UBCK	28 September 2021
57/GCN-UBCK	31 December 2021
79/GPDC-UBCK	29 August 2022
110/GPDC-UBCK	10 November 2022
102/GPDC-UBCK	24 December 2024

The Establishment and Operation Licence and its updates were issued by the State Securities Commission of Vietnam.

### Enterprise Registration

### Certificate No.

0313642887	20 January 2016
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The Enterprise Registration Certificate has been amended several times, the most recent of which is by Enterprise Registration Certificate No. 0313642887 dated 22 November 2022. The initial Enterprise Registration Certificate and its updates were issued by the Department of Planning and Investment of Ho Chi Minh City.

### Board of Directors

Mr. Albert Kwang-Chin Ting	Chairman
Mr. Nguyen Doan Hung	Member
Mr. Wu, Jin-Jeng	Member
Mr. Chen Chia Ken	Member
Ms. Liu, Hsiu-Mei	Independent Member

### Inspection Committee

Mr. Liew Sep Siang	Head of Inspection Committee
Mr. Chiu, Hsien-Chih	Member
Ms. Wang, Gwan Fang	Member
	(from 17 April 2024)
Ms. Kuo, Ping-Min	Member
	(until 17 April 2024)

### Board of Management

Mr. Chen Chia Ken	General Director
Ms. Pham Thi Thu Nhan	Deputy General Director



**Phu Hung Securities Corporation**  
**Corporate Information (continued)**

**Registered offices**

<b>Head Office</b>	21 <sup>st</sup> Floor, Phu My Hung Tower 8 Hoang Van Thai Street Tan Phu Ward, District 7 Ho Chi Minh City, Vietnam
<b>Phu My Hung Transaction Office</b>	Ground Floor, CR2-08 107 Ton Dat Tien Street Tan Phu Ward, District 7 Ho Chi Minh City, Vietnam
<b>District 3 Branch</b>	4 <sup>th</sup> Floor 458 Nguyen Thi Minh Khai Street Ward 2, District 3 Ho Chi Minh City, Vietnam
<b>Tan Binh Branch</b>	Park Legend Building 251 Hoang Van Thu Street Ward 2, Tan Binh District Ho Chi Minh City, Vietnam
<b>Thanh Xuan Branch</b>	5 <sup>th</sup> Floor, Udic Complex Building N04 Hoang Dao Thuy Street Trung Hoa Ward, Cau Giay District Hanoi, Vietnam
<b>Hai Phong Branch</b>	2 <sup>nd</sup> Floor, Eliteco Building 18 Tran Hung Dao Street Hoang Van Thu Ward, Hong Bang District Hai Phong City, Vietnam
<b>District 1 Branch</b>	Room 1003A, 10 <sup>th</sup> Floor 81-83-83B-85 Ham Nghi Street Nguyen Thai Binh Ward, District 1 Ho Chi Minh City, Vietnam
<b>Auditor</b>	KPMG Limited Vietnam

## **Phu Hung Securities Corporation**

### **Statement of the Board of Management**

The Board of Management of Phu Hung Securities Corporation (“the Company”) presents this statement and the accompanying financial statements of the Company for the year ended 31 December 2024.

The Company’s Board of Management is responsible for the preparation and true and fair presentation of the financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 210/2014/TT-BTC dated 30 December 2014 (“Circular 210”) issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies, Circular No. 334/2016/TT-BTC dated 27 December 2016 (“Circular 334”) issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210 and the relevant statutory requirements applicable to financial reporting. In the opinion of the Board of Management:

- (a) the financial statements set out on pages 6 to 64 give a true and fair view of the financial position of the Company as at 31 December 2024, and of its results of operations and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular 210, Circular 334 and the relevant statutory requirements applicable to financial reporting; and
- (b) at the date of this statement, there are no reasons to believe that the Company will not be able to pay its debts as and when they fall due.

The Board of Management has, on the date of this statement, authorised the accompanying financial statements for issue.



On behalf of the Board of Management

Mr. Chen Chia Ken  
*General Director*

Ho Chi Minh City, 5 March 2025



KPMG Limited Branch  
10th Floor, Sun Wah Tower  
115 Nguyen Hue Street, Ben Nghe Ward  
District 1, Ho Chi Minh City, Vietnam  
+84 (28) 3821 9266 | kpmg.com.vn

## INDEPENDENT AUDITOR'S REPORT

### To the Shareholders Phu Hung Securities Corporation

We have audited the accompanying financial statements of Phu Hung Securities Corporation ("the Company"), which comprise the statement of financial position as at 31 December 2024, the statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Management on 5 March 2025, as set out on pages 6 to 64.

### Management's Responsibility

The Company's Board of Management is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 210/2014/TT-BTC dated 30 December 2014 ("Circular 210") issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies, Circular No. 334/2016/TT-BTC dated 27 December 2016 issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210 and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of 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 ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 judgement, 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 Company's preparation and fair presentation of the financial statements 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 Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Company's Board of 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 Phu Hung Securities Corporation as at 31 December 2024 and of its results of operations and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 210/2014/TT-BTC dated 30 December 2014 issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies and Circular No. 334/2016/TT-BTC dated 27 December 2016 issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210 and the relevant statutory requirements applicable to financial reporting.

### KPMG Limited's Branch in Ho Chi Minh City

Vietnam

Audit Report No.: 24-01-00440-25-1



Chang Hung Chun  
Practicing Auditor Registration  
Certificate No. 0863-2023-007-1  
Deputy General Director

Pham Huy Cuong  
Practicing Auditor Registration  
Certificate No. 2675-2024-007-1

Ho Chi Minh City, 5 March 2025

**Phu Hung Securities Corporation**  
**Statement of financial position as at 31 December 2024**

**Form B01 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	Code	Note	31/12/2024 VND	31/12/2023 VND
<b>ASSETS</b>				
<b>A CURRENT ASSETS</b> (100 = 110 + 130)	<b>100</b>		<b>3,848,310,376,508</b>	<b>3,959,452,700,074</b>
<b>I Financial assets</b>	<b>110</b>		<b>3,840,828,798,363</b>	<b>3,954,792,801,205</b>
1 Cash and cash equivalents	111	5	181,971,791,321	196,824,308,864
1.1 Cash	111.1		38,430,103,044	91,373,936,013
1.2 Cash equivalents	111.2		143,541,688,277	105,450,372,851
2 Financial assets at fair value through profit or loss ("FVTPL")	112	7(a)	73,857,466,068	90,634,482,673
3 Held-to-maturity investments	113	7(b)	696,000,000,000	654,213,238,356
4 Loans receivable	114	7(c)	2,874,796,226,533	2,951,919,275,244
6 Allowance for diminution in value of financial assets	116	11(a)	(47,534,983,549)	(30,551,507,140)
7 Receivables	117	8	51,291,372,400	74,788,081,049
7.2 Dividend and interest receivables from financial assets	117.2		51,291,372,400	74,788,081,049
8 Prepayments to suppliers	118		1,175,067,215	7,108,023,307
9 Receivables from services rendered	119	9	3,773,839,584	3,964,076,031
12 Other receivables	122	10	13,808,912,532	12,786,514,140
13 Allowance for doubtful debts	129	11(b)	(8,310,893,741)	(6,893,691,319)
<b>II Other current assets</b>	<b>130</b>		<b>7,481,578,145</b>	<b>4,659,898,869</b>
1 Advances	131		246,977,600	162,595,400
3 Short-term prepaid expenses	133	12(a)	5,174,553,497	4,497,303,469
6 Tax receivable from the State Treasury	136	21	2,060,047,048	-
<b>B LONG-TERM ASSETS</b> (200 = 220 + 250)	<b>200</b>		<b>83,054,992,749</b>	<b>81,285,669,824</b>
<b>II Fixed assets</b>	<b>220</b>		<b>28,747,496,335</b>	<b>23,745,314,509</b>
1 Tangible fixed assets	221	13	11,974,883,600	13,805,025,065
Cost	222		51,812,143,364	47,229,401,364
Accumulated depreciation	223a		(39,837,259,764)	(33,424,376,299)
3 Intangible fixed assets	227	14	16,772,612,735	9,940,289,444
Cost	228		36,879,716,400	26,091,616,400
Accumulated amortisation	229a		(20,107,103,665)	(16,151,326,956)
<b>V Other long-term assets</b>	<b>250</b>		<b>54,307,496,414</b>	<b>57,540,355,315</b>
1 Long-term deposits	251	15	5,470,397,057	5,637,869,733
2 Long-term prepaid expenses	252	12(b)	10,152,079,973	18,287,789,360
3 Deferred tax assets	253	16	9,141,330,600	6,591,125,211
4 Deposits at Payment Support Fund	254	17	19,464,116,068	16,964,116,068
5 Other long-term assets	255	18	10,079,572,716	10,059,454,943
<b>TOTAL ASSETS</b> (270 = 100 + 200)	<b>270</b>		<b>3,931,365,369,257</b>	<b>4,040,738,369,898</b>

*The accompanying notes are an integral part of these financial statements*



**Phu Hung Securities Corporation**

**Statement of financial position as at 31 December 2024 (continued)**

**Form B01 – CTCK**

(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

	Code	Note	31/12/2024 VND	31/12/2023 VND
<b>C</b>	<b>LIABILITIES (300 = 310 + 340)</b>	<b>300</b>	<b>1,864,267,558,510</b>	<b>2,428,745,823,487</b>
<b>I</b>	<b>Current liabilities</b>	<b>310</b>	<b>1,862,166,673,210</b>	<b>2,426,614,761,125</b>
1	Short-term borrowings and finance lease liabilities	311	1,433,388,000,000	1,990,040,000,000
1.1	Short-term borrowings	312 19	1,433,388,000,000	1,990,040,000,000
6	Accounts payable for securities trading activities	318 20	399,765,881,440	389,121,316,960
8	Accounts payable to suppliers	320	713,921,382	66,259,697
9	Advances from customers	321	50,000,000	-
10	Taxes payable to State Treasury	322 21	8,156,539,434	11,982,298,962
12	Employees' benefits payable	324	373,470,775	372,753,773
13	Accrued expenses	325 22	17,565,079,800	23,311,796,104
15	Unearned revenue	327	43,164,711	-
17	Other payables	329 23	2,110,615,668	11,720,335,629
<b>II</b>	<b>Long-term liabilities</b>	<b>340</b>	<b>2,100,885,300</b>	<b>2,131,062,362</b>
12	Provisions – long-term	354	2,100,885,300	2,131,062,362
<b>D</b>	<b>EQUITY (400 = 410)</b>	<b>400</b>	<b>2,067,097,810,747</b>	<b>1,611,992,546,411</b>
<b>I</b>	<b>Owners' equity</b>	<b>410</b>	<b>2,067,097,810,747</b>	<b>1,611,992,546,411</b>
1	Share capital	411 24	2,000,097,005,000	1,500,097,005,000
1.1	Share capital	411.1	2,000,098,190,000	1,500,098,190,000
1.5	Treasury shares	411.5	(1,185,000)	(1,185,000)
4	Reserve to supplement share capital	414	12,064,998,139	12,064,998,139
7	Retained profits	417	54,935,807,608	99,830,543,272
7.1	Realised profits	417.1	47,619,965,451	105,003,116,298
7.2	Unrealised profits/(losses)	417.2	7,315,842,157	(5,172,573,026)
	<b>TOTAL LIABILITIES AND EQUITY (440 = 300 + 400)</b>	<b>440</b>	<b>3,931,365,369,257</b>	<b>4,040,738,369,898</b>

The accompanying notes are an integral part of these financial statements

**Phu Hung Securities Corporation**  
**Statement of financial position as at 31 December 2024 (continued)**

**Form B01 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**OFF-BALANCE SHEET ITEMS**

		<b>Code</b>	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
<b>A.</b>	<b>THE COMPANY'S ASSETS AND LIABILITIES</b>			
6	Shares in circulation (quantity of securities)	006	200,009,329	150,009,329
7	Treasury shares (quantity of securities)	007	490	490
8	Listed/registered financial assets at Vietnam Securities Depository and Clearing Corporation ("VSDC") of the Company	008	2,821,330,000	13,602,690,000
9	The Company's financial assets custodied at VSDC but not yet traded	009	2,420,000	2,420,000
10	The Company's financial assets in transit	010	150,000,000	218,600,000
13	The Company's right to receive financial assets	013	78,000,000	149,200,000
14	Cover warrant issued by the Company (quantity)	014	-	1,065,800
<b>B.</b>	<b>ASSETS AND LIABILITIES RELATING TO ASSETS MANAGED BY THE COMPANY</b>			
1	Investors' listed/registered financial assets at VSDC	021	8,289,906,820,000	8,178,036,075,000
a	<i>Freely traded financial assets</i>	021.1	7,648,665,380,000	7,489,234,325,000
b	<i>Financial assets restricted on transfer</i>	021.2	26,658,870,000	27,916,510,000
c	<i>Pledged financial assets</i>	021.3	157,099,480,000	218,667,990,000
d	<i>Blocked financial assets</i>	021.4	312,000,690,000	312,000,690,000
e	<i>Financial assets awaiting settlement</i>	021.5	145,482,400,000	130,216,560,000
2	Investors' financial assets custodied at VSDC but not yet traded	022	108,452,100,000	371,080,410,000
a	<i>Freely traded financial assets custodied at VSDC but not yet traded</i>	022.1	77,330,120,000	75,800,070,000
b	<i>Custodied financial assets at VSDC but not yet traded and restricted on transfer</i>	022.2	31,121,980,000	295,280,340,000
3	Investors' financial assets in transit	023	212,048,640,000	164,619,850,000
6	Investors' rights to receive financial assets	025	77,932,300,000	8,242,480,000
7	Investors' deposits	026	710,651,908,994	763,571,527,689
7.1	Investors' cash deposits managed by the Company for securities transactions	027	296,077,799,776	425,156,275,773
7.2	Investors' margin deposits at VSDC	027.1	414,574,109,218	338,415,251,916

*The accompanying notes are an integral part of these financial statements*



**Phu Hung Securities Corporation**  
**Statement of financial position as at 31 December 2024 (continued)**

**Form B01 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	<b>Code</b>	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
8 Payables to investors for cash deposits managed by the Company for securities transactions	031	296,077,799,776	425,156,275,773
8.1 Payables to domestic investors for cash deposits managed by the Company for securities transactions	031.1	291,266,423,224	420,204,181,753
8.2 Payables to foreign investors for cash deposits managed by the Company for securities transactions	031.2	4,811,376,552	4,952,094,020

5 March 2025

Prepared by:



Ms. Nguyen Phuong Trinh  
Accountant

Reviewed by:



Ms. Do Thi Ai Vy  
Chief Accountant

Approved by:



Mr. Chen Chia Ken  
General Director

*The accompanying notes are an integral part of these financial statements*



**Phu Hung Securities Corporation**  
**Statement of income for the year ended 31 December 2024**

**Form B02 – CTCK**

(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

	Code	Note	2024 VND	2023 VND
<b>I OPERATING INCOME</b>				
1.1 Gains from financial assets at fair value through profit or loss (“FVTPL”)	01		12,554,313,374	14,328,354,651
<i>a Gains from sales of financial assets at FVTPL</i>	01.1	26	5,634,885,838	11,017,029,327
<i>b Unrealised gains from revaluation of financial assets at FVTPL</i>	01.2		6,346,806,416	2,988,633,744
<i>c Dividend and interest income from financial assets at FVTPL</i>	01.3		572,621,120	322,691,580
1.2 Interest income from held-to-maturity investments	02	27	37,337,733,669	73,112,766,792
1.3 Interest income from loans and receivables	03	28	278,533,424,347	314,274,638,330
1.6 Revenue from securities brokerage	06		145,494,281,929	150,678,112,953
1.9 Revenue from securities custody	09		7,449,393,838	5,800,985,994
1.10 Revenue from advisory services	10		32,727,273	-
1.11 Other operating income	11		1,766,199,337	845,048,647
<b>Total operating income</b>	<b>20</b>		<b>483,168,073,767</b>	<b>559,039,907,367</b>
<b>II OPERATING EXPENSES</b>				
2.1 Losses from financial assets at FVTPL	21		2,162,643,449	9,872,981,763
<i>a Losses from sales of financial assets at FVTPL</i>	21.1	26	2,562,252,216	9,775,671,605
<i>b Unrealised losses from revaluation of financial assets at FVTPL</i>	21.2		(210,340,556)	(91,958,053)
<i>d Increase in revaluation of covered warrants payables</i>	21.4		(189,268,211)	189,268,211
2.4 Allowance for loans and receivables	24	11(a)	17,999,697,389	17,390,111,654
2.6 Expenses for securities trading and investments	26		4,443,480,016	3,174,982,903
2.7 Expenses for securities brokerage	27	29	166,777,549,418	168,864,542,818
2.10 Expenses for securities custody	30		7,907,728,846	6,388,857,906
2.11 Expenses for advisory services	31		1,147,155,396	1,155,892,164
2.12 Other operating expenses	32	11(b)	1,417,202,422	(559,447,607)
<b>Total operating expenses</b>	<b>40</b>		<b>201,855,456,936</b>	<b>206,287,921,601</b>

*The accompanying notes are an integral part of these financial statements*

**Form B02 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

*The accompanying notes are an integral part of these financial statements*



**Phu Hung Securities Corporation**

**Statement of income for the year ended 31 December 2024 (continued)**

**Form B02 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)*

		Code	Note	2024 VND	2023 VND
<b>X</b>	<b>INCOME TAX EXPENSE</b>	<b>100</b>		<b>232,849,546</b>	<b>11,648,447,958</b>
10.1	Income tax expense - current	100.1	32	2,783,054,935	14,535,289,259
10.2	Income tax benefit - deferred	100.2	32	(2,550,205,389)	(2,886,841,301)
<b>XI</b>	<b>NET PROFIT AFTER TAX</b> (200 = 90 - 100)	<b>200</b>		<b>108,063,036</b>	<b>44,550,793,002</b>
<b>XII</b>	<b>OTHER COMPREHENSIVE INCOME</b>	<b>300</b>		-	-
<b>XIII</b>	<b>EARNINGS PER SHARE</b>	<b>500</b>			
13.1	Basic earnings per share	501	33	0.7	297

5 March 2025

Prepared by:



Ms. Nguyen Phuong Trinh  
Accountant

Reviewed by:



Ms. Do Thi Ai Vy  
Chief Accountant

Approved by:



Mr. Chen Chia Ken  
General Director

*The accompanying notes are an integral part of these financial statements*

**Phu Hung Securities Corporation**  
**Statement of cash flows for the year ended 31 December 2024**  
**(Indirect method)**

**Form B03 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	Code	2024 VND	2023 VND
<b>I CASH FLOWS FROM OPERATING ACTIVITIES</b>			
<b>1 Profit before tax</b>	<b>01</b>	<b>340,912,582</b>	<b>56,199,240,960</b>
<b>2 Adjustments for</b>	<b>02</b>	<b>102,130,274,525</b>	<b>214,689,026,513</b>
Depreciation and amortisation of fixed assets	03	10,368,660,174	8,862,034,251
Allowances and provisions	04	18,370,501,769	16,981,711,965
Unrealised foreign exchange (gains)/losses	05	(5,742,000,000)	57,165,000,000
Interest expense	06	128,806,052,741	149,125,757,455
Gains from disposals of fixed assets	07	-	(590,909)
Accrued interest income	08	(49,672,940,159)	(17,444,886,249)
<b>3 Changes in non-monetary expenses</b>	<b>10</b>	<b>(399,608,767)</b>	<b>97,310,158</b>
Revaluation losses from financial assets at FVTPL	11	(399,608,767)	97,310,158
<b>4 Change in non-monetary income</b>	<b>18</b>	<b>(6,346,806,416)</b>	<b>(2,988,633,744)</b>
Revaluation gains from financial assets at FVTPL	19	(6,346,806,416)	(2,988,633,744)
<b>5 Operating profit before changes in working capital (30 = 01 + 02 + 10 + 18)</b>	<b>30</b>	<b>95,724,771,924</b>	<b>267,996,943,887</b>
Decrease/(increase) in financial assets at FVTPL	31	23,334,163,577	(80,838,781,811)
(Increase)/decrease in held-to-maturity investments	32	(41,786,761,644)	114,100,008,220
Decrease/(increase) in loans receivable	33	77,123,048,711	(960,281,945,959)
Decrease in interest receivables and accrual of dividends, interest on financial assets	36	73,169,648,808	-
Decrease in receivables from services rendered	37	190,236,447	5,859,588,081
(Increase)/decrease in other receivables	39	(1,022,398,392)	219,918,215
Increase in other assets	40	(4,497,074,345)	(3,598,503,493)
(Decrease)/increase in accrued expenses	41	(3,361,266,594)	1,657,810,127
Decrease in prepaid expenses	42	7,458,459,359	3,499,290,900
Corporate income tax paid	43	(8,719,340,658)	(14,534,752,098)
Interest paid	44	(131,191,502,451)	(146,371,092,469)
Increase/(decrease) in accounts payable	45	6,580,617,777	(5,773,580,594)
Increase in employees' benefits payables	46	717,002	2,307,000
Increase/(decrease) in taxes payable to the State Treasury	47	2,110,526,195	(3,273,250,340)
Decrease in payables to employees	48	-	(6,146,000)
Increase in other payables	50	1,045,813,321	199,425,944,169
<b>Net cash flows from operating activities</b>	<b>60</b>	<b>96,159,659,037</b>	<b>(621,916,242,165)</b>

*The accompanying notes are an integral part of these financial statements*

**Phu Hung Securities Corporation**  
**Statement of cash flows for the year ended 31 December 2024**  
**(Indirect method – continued)**

**Form B03 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	Code	2024 VND	2023 VND
<b>II CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Payments for additions to fixed assets	61	(15,370,842,000)	(7,402,907,918)
Receipts from disposals of fixed assets	62	-	590,909
<b>Net cash flows from investing activities</b>	<b>70</b>	<b>(15,370,842,000)</b>	<b>(7,402,317,009)</b>
<b>III CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from issuing shares	71	500,000,000,000	-
Proceeds from short-term borrowings	73	7,890,447,000,000	9,392,294,124,101
Payments to settle loan principals	74	(8,441,357,000,000)	(9,292,439,124,101)
Dividends paid to the shareholders	76	(44,731,334,580)	(37,592,696,400)
<b>Net cash flows from financing activities</b>	<b>80</b>	<b>(95,641,334,580)</b>	<b>62,262,303,600</b>
<b>Net cash flows during the year</b>	<b>90</b>	<b>(14,852,517,543)</b>	<b>(567,056,255,574)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>101</b>	<b>196,824,308,864</b>	<b>763,880,564,438</b>
<b>Cash and cash equivalents at the end of the year (Note 5)</b>	<b>103</b>	<b>181,971,791,321</b>	<b>196,824,308,864</b>
▪ Cash	103.1	38,430,103,044	91,373,936,013
▪ Cash equivalents	103.2	143,541,688,277	105,450,372,851

*The accompanying notes are an integral part of these financial statements*



**Phu Hung Securities Corporation**  
**Statement of cash flows for the year ended 31 December 2024**  
**(Indirect method – continued)**

**Form B03 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**CASH FLOWS OF CUSTOMERS FROM BROKERAGE AND ENTRUSTMENT ACTIVITIES**

	<b>Code</b>	<b>2024 VND</b>	<b>2023 VND</b>
<b>Cash flows of customers from brokerage and entrustment activities</b>			
Proceeds from sales of securities brokered by the Company	01	38,621,844,527,649	38,749,240,984,544
Payments for purchases of securities brokered by the Company	02	(37,876,401,068,039)	(39,824,401,812,944)
Deposits received to settle securities transactions of customers	07	52,277,945,297,503	55,500,518,225,396
Customers' margin deposits at VSDC	07.1	76,158,857,302	71,213,172,507
Payments to settle securities transactions of customers	08	(53,149,757,972,769)	(54,217,612,309,741)
Payments for custody fee of customers' securities	11	(2,709,260,341)	(2,063,062,040)
<b>Net cash flows during the year</b>	<b>20</b>	<b>(52,919,618,695)</b>	<b>276,895,197,722</b>
<b>Cash and cash equivalents of customers at the beginning of the year</b>			
Cash in banks at the beginning of the year	31	763,571,527,689	486,676,329,967
▪ Cash deposits for securities transactions of customers managed by the Company	32	763,571,527,689	486,676,329,967
In which: Customers' margin deposits at VSDC		338,415,251,916	267,202,079,409
<b>Cash and cash equivalents of customers at the end of the year (40 = 20 + 30)</b>	<b>40</b>	<b>710,651,908,994</b>	<b>763,571,527,689</b>
Cash in banks at the end of the year	41	710,651,908,994	763,571,527,689
▪ Cash deposits for securities transactions of customers managed by the Company	42	710,651,908,994	763,571,527,689
In which: Customers' margin deposits at VSDC		414,574,109,218	338,415,251,916

5 March 2025

Prepared by:



Ms. Nguyen Phuong Trinh  
Accountant

Reviewed by:



Ms. Do Thi Ai Vy  
Chief Accountant

Approved by:



Mr. Chen Chia Ken  
General Director

*The accompanying notes are an integral part of these financial statements*

**Phu Hung Securities Corporation**  
**Statement of changes in equity for the year ended 31 December 2024**

**Form B04 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	Opening balance as at		Movements during the year ended		Closing balance as at	
	1/1/2023	1/1/2024	31/12/2023	31/12/2024	31/12/2023	31/12/2024
	VND	VND	Increase VND	(Decrease) VND	Increase VND	(Decrease) VND
Share capital	1,500,098,190,000	1,500,098,190,000	-	-	500,000,000,000	-
Treasury shares	(1,185,000)	(1,185,000)	-	-	-	(1,185,000)
Reserve to supplement share capital	12,064,998,139	12,064,998,139	-	-	-	-
Financial reserve	12,064,998,139	-	-	(12,064,998,139)	-	-
Retained profits	73,216,617,931	99,830,543,272	110,889,467,555	(84,275,542,214)	12,488,415,183	(57,383,150,847)
<i>In which:</i>						
Realised profits	24,115,514,543	105,003,116,298	98,824,469,416	-	-	(12,380,352,147)
Transfer from financial reserve	-	-	12,064,998,139	-	-	-
Dividend distribution (Note 25)	-	-	-	(30,001,865,800)	-	(45,002,798,700)
Unrealised profits/(losses)	49,101,103,388	(5,172,573,026)	-	(54,273,676,414)	12,488,415,183	-
<b>Total</b>	<b>1,597,443,619,209</b>	<b>1,611,992,546,411</b>	<b>110,889,467,555</b>	<b>(96,340,540,353)</b>	<b>512,488,415,183</b>	<b>(57,383,150,847)</b>
					<b>1,611,992,546,411</b>	<b>2,067,097,810,747</b>

5 March 2025

Prepared by:

Reviewed by:

Approved by:

Ms. Nguyen Phuong Trinh  
Accountant

Ms. Do Thi Ai Vy  
Chief Accountant

Mr. Chen Chia Ken  
General Director

*The accompanying notes are an integral part of these financial statements*





**Phu Hung Securities Corporation**  
**Notes to the financial statements for the year ended 31 December 2024**

**Form B09 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

These notes form an integral part of and should be read in conjunction with the accompanying financial statements.

**1. Reporting entity**

**(a) Establishment**

Phu Hung Securities Corporation (“the Company”) is a joint stock company established in Vietnam under Establishment and Operation Licence No. 122/GP-UBCK dated 20 January 2016 issued by the State Securities Commission of Vietnam. The Establishment and Operation Licence has been amended many times, and the most recent of which was Establishment and Operation Licence No. 102/GPDC-UBCK dated 24 December 2024 issued by the State Securities Commission of Vietnam.

The Company was established on the basis of combining Phu Hung Securities Corporation (“PHS”) – established under Establishment and Operation Licence No. 23/UBCK-GPHDKD dated 1 December 2006 and An Thanh Securities Joint Stock Company (“ATS”). Accordingly, the Company took over all of the assets, liabilities, rights and obligations of PHS and ATS as at 19 January 2016 and PHS and ATS ceased their operations from 20 January 2016. Assets and liabilities of PHS and ATS as at 19 January 2016 were transferred to the Company at book value and the net asset (total assets – total liabilities) of PHS and ATS as at 30 September 2015 formed the share capital of the Company at that date.

The Company’s shares are registered for trading on the Unlisted Public Company Market (“UPCOM”) with the code PHS in accordance with Decision No. 475/QD-SGDHN issued by Hanoi Stock Exchange on 19 July 2019.

**(b) The Company’s charter capital**

As at 31 December 2024, the Company’s charter capital was VND 2,000,098,190,000 (31/12/2023: VND 1,500,098,190,000).

**(c) Principal activities**

The principal activities of the Company are to carry out securities brokerage, securities trading, securities investment advisory, securities custody and securities underwriting activities.

**(d) Normal operating cycle**

The normal operating cycle of the Company is generally within 12 months.

**(e) Number of employees**

As at 31 December 2024, the Company had 329 employees (31/12/2023: 382 employees).

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**2. Basis of preparation**

**(a) Statement of compliance**

The financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 210/2014/TT-BTC dated 30 December 2014 (“Circular 210”) issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies, Circular No. 334/2016/TT-BTC dated 27 December 2016 (“Circular 334”) issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210 and the relevant statutory requirements applicable to financial reporting.

**(b) Basis of measurement**

The financial statements, except for the statement of cash flows and financial assets at fair value through profit or loss as described in Note 3(d), are prepared on the accrual basis using the historical cost concept. The statement of cash flows is prepared using the indirect method.

**(c) Annual accounting period**

The annual accounting period of the Company is from 1 January to 31 December.

**(d) Accounting and presentation currency**

The Company’s accounting currency is Vietnam Dong (“VND”), which is also the currency used for financial statement presentation purpose.

**3. Summary of significant accounting policies**

The following significant accounting policies have been adopted by the Company in the preparation of these financial statements.

**(a) Foreign currency transactions**

Transactions in currencies other than VND during the year have been translated into VND at rates approximating actual rates of exchange ruling at the transaction dates.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at the account transfer selling rates at the end of the annual accounting period quoted by the commercial bank where the Company most frequently conducts transactions at the end of the annual accounting period.

All foreign exchange differences are recorded in the statement of income.

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(b) Cash and cash equivalents**

Cash comprises cash on hand, cash in banks and cash deposits for securities transactions clearing and settlement of securities transaction. Cash deposits for securities transactions, securities transactions clearing and settlement of the customers are separated from the Company's accounts.

Cash equivalents are short-term investments with term to maturity of not more than 3 months, which are readily convertible to known amount of cash and are subject to an insignificant risk of changes in value.

**(c) Financial assets and financial liabilities**

**(i) Recognition**

Financial assets and financial liabilities are recognised in statement of financial position when the Company becomes a party to the contractual provisions of the financial assets and financial liabilities.

**(ii) Classification and measurement**

- Financial assets at fair value through profit or loss ("FVTPL"): see Note 3(d);
- Held-to-maturity investments: see Note 3(e); and
- Loans receivable: see Note 3(f);

Except for covered warrant payables which are classified as financial liabilities at FVTPL as described in Note 3(h), the Company classifies all of its financial liabilities as financial liabilities measured at amortised cost.

**(iii) Derecognition**

The Company derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or when it transfers the rights to receive the contractual cash flows in a transaction in which substantially all of the risks and rewards of ownership of the financial asset are transferred or in which the Company neither transfers nor retains substantially all of the risks and rewards of ownership and it does not retain control of the financial asset.

The Company derecognises a financial liability when its contractual obligations are discharged, cancelled or expired.

**(iv) Offsetting**

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when and only when the Company has a legal right to set off the amounts and it intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(d) Financial assets at FVTPL**

A financial asset at fair value through profit or loss is a financial asset that meets either of the following conditions:

- It is considered by management as held for trading. A financial asset is considered as held for trading if:
  - it is acquired principally for the purpose of selling it in the near term;
  - there is evidence of a recent pattern of short-term profit-taking; or
  - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Company as at fair value through profit or loss.

Financial assets at FVTPL are initially recognised at cost which includes the purchase price. Subsequent to initial recognition they are measured at market price or fair value (when market price is not available) with changes in market price or fair value being recognised in profit or loss in the statement of income.

For listed securities, the market prices are the closing prices of securities from the Ho Chi Minh City Stock Exchange and the Hanoi Stock Exchange at the latest trading date prior to the end of the annual accounting period.

For securities registered for trading in Unlisted Public Company Market (“UPCOM”), the market prices are the closing prices of securities from UPCOM at the latest trading date prior to the end of the annual accounting period.

For securities which are unlisted and not yet registered for trading, the market price is the average price of the transaction prices at the latest trading date prior to the end of the annual accounting period but within one month from the reporting date provided by three securities companies which are not related to the Company. In case there are no transaction prices within this period, no allowance is required.

For delisted securities and securities for which trading has been suspended or cancelled from the sixth day onward, the fair value is the book value at the latest balance sheet date.

Investments in equity instruments are stated at cost if there are no market prices and their fair values cannot be determined reliably.

**(e) Held-to-maturity investments**

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and a fixed maturity that the Company has the positive intention and ability to hold to maturity, other than:

- those that the Company on initial recognition designates as at fair value through profit or loss;
- those that the Company on initial recognition designates as available-for-sale; and
- those that meet the definition of loans and receivable.

Held-to-maturity investments comprise term deposits at banks and these investments are stated at cost less allowance for doubtful debts.

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(f) Loans receivable**

Loans receivable are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

Loans receivables comprise margin loans and advances to customers for the proceeds from selling securities and are stated at cost less allowance for doubtful debts. Allowance for doubtful debts is determined based on the difference between the market price or fair value of the collateral and gross carrying amount of underlying loan receivables at the end of the annual accounting period.

**(g) Accounts receivable**

Receivables from sales of financial assets and services rendered and other receivables are stated at cost less allowance for doubtful debts.

Allowance for doubtful debts is made based on the overdue status of debts or expected losses on undue debts which may occur when an economic organisation is bankrupted or liquidated; or debtor is missing, running away, being prosecuted, in prison, under a trial or pending execution of sentences or deceased.

The allowance for doubtful debts based on overdue status is made by reference to overdue status as follows:

<i>Overdue status</i>	<i>Allowance rate</i>
From 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 over	100%

For overdue debts, the Company's management also assesses the expected recovery of the debts in determining the allowance.

Allowance for doubtful debts based on the expected losses of undue debts is determined by the Company's management after giving consideration to the recovery of these debts.

**(h) Covered warrants**

Covered warrants gives its holder the right to buy (call warrant) or sell (put warrant) underlying securities to issuing organisations at a predetermined price, on or before a predetermined date, or to receive the difference between the exercise price and the underlying securities price at the exercise date.

The Company accounts for covered warrants in accordance with the guidance of Circular No. 23/2018/TT-BTC issued by the Ministry of Finance on 12 March 2018, details as follows:



**Phu Hung Securities Corporation**  
**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

When issuing covered warrants to investors, the Company recognises an increase in covered warrants payables. The number of warrants allowed to issue are monitored in off balance sheet.

Covered warrants are initially recognised at cost and subsequently measured at fair value.

Cost of issuance of covered warrants are recognised as expense when incurred.

**(i) Tangible fixed assets**

**(i) Cost**

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repairs and maintenance and overhaul cost, is charged to the statement of income in the year in which the cost is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditure is capitalised as an additional cost of tangible fixed assets.

**(ii) Depreciation**

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

Leasehold improvements	5 years
Office equipment	3 – 7 years
Motor vehicles	3 – 4 years
Fixtures and fittings	5 years

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**(j) Intangible fixed assets**

**Software**

Cost of acquiring new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software cost is amortised on a straight-line basis over 3 to 7 years.

**Phu Hung Securities Corporation**  
**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(k) Long-term prepaid expenses**

Long-term prepaid expenses comprise of tools and instruments which include assets held for use by the Company in the normal course of business whose costs of individual items are less than VND30 million and therefore not qualified for recognition as fixed assets under prevailing regulations. Cost of tools and instruments are amortised on a straight-line basis over a period ranging from 2 to 3 years.

**(l) Trade and other payables**

Trade and other payables are stated at their cost.

**(m) Provisions**

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

***Severance allowance***

Under the Vietnamese Labour Code, when an employee who has worked for 12 months or more (“the eligible employees”) voluntarily terminates his/her labour contract, the employer is required to pay the eligible employee severance allowance calculated based on years of service and employee’s compensation at termination. Provision for severance allowance has been provided based on employees’ years of service and their average salary for the six-month period prior to the end of the annual accounting period. For the purpose of determining the number of years of service by an employee, the period for which the employee participated in and contributed to unemployment insurance in accordance with prevailing laws and regulations and the period for which severance allowance has been paid by PHS, ATS and the Company are excluded.

**(n) Taxation**

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised as expense/income except to the extent that it relates to items recognised directly to equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the end of the annual accounting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities using tax rates enacted or substantively enacted at the end of the annual accounting period.



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary differences asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**(o) Share capital**

**(i) Ordinary shares**

Ordinary shares are stated at par value. Incremental costs directly attributable to the issue of shares, net of tax effects, are recognised as a deduction from share premium.

**(ii) Repurchase and reissue of ordinary shares (treasury shares)**

Treasury shares are recognised only in respect of repurchased shares which are aggregated fractions of share arising when the Company issues shares to pay dividends or issues shares from equity reserves in accordance with an approved issuance plan, or repurchased odd-lots of shares as requested by the shareholders. In all other cases, when shares recognised as equity are repurchased, their par value amount is recognised as a reduction to share capital. The difference between the par value and the amount of the consideration paid, which includes directly attributable costs, net of tax effects, is included in share premium.

**(p) Statutory reserves**

On 17 December 2021, the Ministry of Finance issued Circular No. 114/2021/TT-BTC (“Circular 114”) to abolish Circular No. 146/2014/TT-BTC (“Circular 146”) dated 6 October 2014 issued by the Ministry of Finance to provide guidance on the financial regime for securities companies, fund management companies. Circular 114 is effective from 1 February 2022. Consequently, the Company has ceased to allocate realised profit to statutory reserves since 2022. According to Circular 114:

- The balance of reserve to supplement share capital that has been provided for under Circular 146 would be used to supplement share capital as promulgated under Securities Law No. 54/2019/QH14 and other legal regulations.
- The balance of financial reserve that has been provided for could be used to supplement share capital or distributed in accordance with the shareholders’ decision as promulgated under Securities Law No. 54/2019/QH14 and other legal regulations.

On 20 April 2023, the Company’s General Meeting of Shareholders approved to transfer the outstanding balance of financial reserve to retained profits. As of the date of issuance of these financial statements, the Company has not yet made any decision regarding the outstanding balance of reserve to supplement share capital.



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(q) Revenue**

**(i) *Gains from sales of financial assets***

Gains from sales of financial assets is recognised in the statement of income upon receipt of the order matching reports of securities transactions from Vietnam Securities Depository and Clearing Corporation (“VSDC”) (for listed securities) and completion of the agreement on transfer of assets (for unlisted securities).

**(ii) *Dividend and interest income from financial assets***

Dividend income is recognised in the statement of income when the Company’s right to receive dividends is established. Share dividends are not recognised as income.

Interest income is recognised in the statement of income on a time proportion basis with reference to the principal outstanding and the applicable interest rate. Interest income also includes amortisation of discounts, premiums, interest received in advance or differences between the value at initial recognition and par value at maturity date.

**(iii) *Revenue from securities brokerage activities***

Revenue from securities brokerage activities is recognised in the statement of income when the securities transactions of the customer have been processed.

**(iv) *Revenue from securities custody activities***

Revenue from securities custody activities is recognised in the statement of income when the service is rendered.

**(v) *Revenue from securities investment advisory and financial advisory activities***

Revenue from securities investment advisory and financial advisory activities is recognised in the statement of income in proportion to the stage of completion of the transaction. The stage of completion is assessed by reference to work performed.

**(r) Interest expense**

Interest expense is recognised as an expense in the statement of income on accrual basis.

**(s) Operating lease payments**

Payments made under operating leases are recognised in the statement of income on a straight-line basis over the term of the lease. Lease incentives received are recognised in the statement of income as an integral part of the total lease expense.



**(t) Earnings per share**

The Company presents basic and diluted earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to the ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to the ordinary shareholders and the weighted average number of ordinary shares outstanding for the effect of all dilutive potential ordinary shares.

**(u) Segment reporting**

A segment is a distinguishable component of the Company that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The Company's primary format for segment reporting is based on business segments.

**(v) Related parties**

Parties are considered to be related to the Company if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions, or where the Company and the other party are subject to common control or significant influence. Related parties may be individuals or corporate entities and include close family members of any individual considered to be a related party.

**(w) Nil balances**

Items or balances required by Circular 334 issued by the Ministry of Finance that are not shown in these financial statements indicate nil balances.

**(x) Comparative information**

Comparative information in these financial statements is presented as corresponding figures. Under this method, comparative information for the prior year is included as an integral part of the current year financial statements and are intended to be read only in relation to the amounts and other disclosures relating to the current year. Accordingly, the comparative information included in these financial statements is not intended to present the Company's financial position, results of operations or cash flows for the prior year.

**Phu Hung Securities Corporation**  
**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

#### **4. Financial instruments**

##### **(a) Financial risk management**

###### **(i) Overview**

The Company has exposure to the following risks from its use of financial instruments:

- credit risk;
- liquidity risk; and
- market risk.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk.

The Board of Directors oversees how management monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company.

###### **(ii) Risk management framework**

The Board of Management has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Management has established the Risk Management Committee ("RMC"), which is responsible for developing and monitoring the Company's risk management policies. The RMC reports regularly to the Board of Management on its activities.

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Inspection Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Inspection Committee.

##### **(b) Credit risk**

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations.

To manage the level of credit risk, the Company attempts to deal with counterparties of good credit standing, and when appropriate, obtains collaterals. The management has established a credit policy under which each new customer is analysed individually for credit worthiness before the standard terms and conditions are offered.

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

Concentrations of credit risk that arise from groups of counterparties when they have similar economic characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions. The major concentrations of credit risk arise from type of customer in relation to the Company's advances to customers for proceeds from selling securities and margin loans.

***Collaterals***

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters. The main types of collateral obtained are listed securities and cash deposited at the Company. Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and monitors the market value of collateral obtained during its review of the adequacy of the allowance for doubtful debts.

***Exposure to credit risk***

Not considering collaterals, the Company's maximum exposure to credit risk at the end of the annual accounting period was as follows:

	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
Cash in banks and cash equivalents (i)	181,967,755,066	196,820,272,609
Held-to-maturity investments (i)	696,000,000,000	654,213,238,356
Loans receivable – gross (ii)	2,874,796,226,533	2,951,919,275,244
Receivables (ii)	51,291,372,400	74,788,081,049
Receivables from services rendered (ii)	3,773,839,584	3,964,076,031
Other receivables – gross (ii)	13,808,912,532	12,786,514,140
Deposits at Payment Support Fund	19,464,116,068	16,964,116,068
Long-term deposits	5,470,397,057	5,637,869,733
Other long-term assets	10,079,572,716	10,059,454,943
	<b>3,856,652,191,956</b>	<b>3,927,152,898,173</b>





**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***(i) Cash in banks, cash equivalents and held-to-maturity investments**

Cash in banks, cash equivalents and held-to-maturity investments of the Company are mainly held with well-known financial institutions. Management does not foresee any significant credit risk from these deposits and does not expect that these financial institutions may default and cause losses to the Company.

**(ii) Loans receivable and other receivables**

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. In response to the risk, credit limit is established for each customer, which represents the maximum open amount. The limit is reviewed annually. Customers with balances that are overdue are requested to settle the balances before further credit is granted. Customers are obliged to ensure their margin ratio is not lower than the maintenance margin ratio regulated by the Company. In case a customer's margin ratio drops below the maintenance margin ratio, the Company requires the customer to supplement additional collateral in an agreed period. If the customer does not supplement additional collateral, the Company will implement handling measures in accordance with the contract. The main types of collateral obtained are cash deposits and securities. The management of the Company monitors the market value of collateral and requests additional collateral in accordance with the underlying agreement and monitors the market price of collateral obtained during its review of the adequacy of the allowance for doubtful debts.

Loans receivable and other receivables that are neither past due nor impaired mainly relate to a wide range of customers for whom there was no recent history of default. Management believes that those receivables are of high credit quality.

An aging analysis of impaired financial assets were as follows:

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Advances to customers for securities trading activities being overdue more than 3 years	11,593,764,091	11,174,224,109
Margin loans being overdue more than 3 years	3,316,267,434	4,443,207,793
Margin loans being overdue from 2 to 3 years	49,061,211,115	-
Margin loans being overdue from 1 to 2 years	-	48,291,197,147
	<b>63,971,242,640</b>	<b>63,908,629,049</b>

Fair value of collaterals for impaired financial assets were as follows:

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Listed or registered securities on	3,282,870,350	4,280,532,790
▪ The Ho Chi Minh City Stock Exchange	5,620,250	966,990
▪ UPCOM	3,277,250,100	4,279,565,800
Blocked financial assets	4,842,495,000	22,182,897,800
	<b>8,125,365,350</b>	<b>26,463,430,590</b>



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC**dated 27 December 2016 of the Ministry of Finance)*

An aging analysis of financial assets that were past due but not impaired was as follows:

	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
Advances to customers for securities trading activities being overdue of more than 3 years	420,484,606	921,228,900
Margin loans being overdue from 1 to 2 years	-	770,013,968
Margin loans being overdue of under 1 year	5,694,219	-
	<b>426,178,825</b>	<b>1,691,242,868</b>

**(c) Liquidity risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The financial liabilities with fixed or determinable payments have the following contractual maturities including the estimated interest payments were as follows:

<b>As at 31 December 2024</b>	<b>Carrying amount</b>	<b>Contractual cash flows</b>	<b>Within 1 year</b>
	<b>VND</b>	<b>VND</b>	<b>VND</b>
Short-term borrowings	1,433,388,000,000	1,459,823,545,331	1,459,823,545,331
Accounts payable for securities trading activities	399,765,881,440	399,765,881,440	399,765,881,440
Accounts payable to suppliers	713,921,382	713,921,382	713,921,382
Accrued expenses	8,635,491,827	8,635,491,827	8,635,491,827
Other payables	2,110,615,668	2,110,615,668	2,110,615,668
	<b>1,844,613,910,317</b>	<b>1,871,049,455,648</b>	<b>1,871,049,455,648</b>
<b>As at 31 December 2023</b>	<b>Carrying amount</b>	<b>Contractual cash flows</b>	<b>Within 1 year</b>
	<b>VND</b>	<b>VND</b>	<b>VND</b>
Short-term borrowings	1,990,040,000,000	2,046,606,490,335	2,046,606,490,335
Accounts payable for securities trading activities	389,121,316,960	389,121,316,960	389,121,316,960
Accounts payable to suppliers	66,259,697	66,259,697	66,259,697
Accrued expenses	12,125,926,733	12,125,926,733	12,125,926,733
Other payables	11,720,335,629	11,720,335,629	11,720,335,629
	<b>2,403,073,839,019</b>	<b>2,459,640,329,354</b>	<b>2,459,640,329,354</b>

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

The Company manages its ability to meet the expected operational expenses and servicing its debts by investing its cash surpluses in cash equivalents and short-term deposits at banks.

**(d) Market risk**

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's results of operations or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

**(i) Currency risk**

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Company is exposed to currency risk on borrowings that are denominated in a currency other than the accounting currency of the Company, which is VND. The currency in which these transactions primarily are denominated is United States Dollars ("USD").

*Exposure to currency risk*

The Company had the following net monetary liability position exposed to currency risk:

	<b>31/12/2024</b>		<b>31/12/2023</b>	
	<b>USD</b>	<b>VND equivalent</b>	<b>USD</b>	<b>VND equivalent</b>
Short-term borrowings	39,000,000	989,388,000,000	66,000,000	1,613,040,000,000
Currency swap contracts	35,000,000	887,184,000,000	-	-
Net currency position	4,000,000	102,204,000,000	66,000,000	1,613,040,000,000

The followings were the significant exchange rate applied by the Company:

	<b>Exchange rate as at</b>	
	<b>31/12/2024</b>	<b>31/12/2023</b>
USD/VND	25,551	24,440

Below is an analysis of the possible impact on the net profit of the Company, after taking into account the current level of exchange rates and the historical volatility as well as market expectations at the end of the annual accounting period. This analysis assumes that all other variables, in particular interest rates, remain constant.

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

	<b>Effect to net profit after tax VND</b>
<b>As at 31 December 2024</b>	
USD (5% strengthening against VND) – decrease in net profit	4,088,160,000
<b>As at 31 December 2023</b>	
USD (3% strengthening against VND) – decrease in net profit	38,712,960,000

The opposite movement of the USD would have the equal but opposite effect to the net profit of the Company.

**(ii) Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

At the end of the annual accounting period, the interest rate profile of the Company's interest-bearing financial instruments was as follows:

	<b>Carrying amount</b>	
	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
<b>Interest-bearing instruments</b>		
Cash in banks and cash equivalents	181,967,755,066	196,820,272,609
Held-to-maturity investments	696,000,000,000	654,213,238,356
Loans receivable – net	2,827,261,242,984	2,921,367,768,104
Deposits at Payment Support Fund	19,464,116,068	16,964,116,068
Other long-term assets	10,079,572,716	10,059,454,943
Short-term borrowings	(1,433,388,000,000)	(1,990,040,000,000)
	<b>2,301,384,686,834</b>	<b>1,809,384,850,080</b>

**(iii) Other market risk**

Equity price risk is the risk that the market values of equities decrease as a result of changes in the values of individual securities. The equity price risk exposure arises from the Company's financial assets at fair value through profit or loss.

The Company's financial assets at fair value through profit or loss are affected by market risk arising from the uncertainty of the fluctuation of the future market price of these securities. The Company's equity price risk is managed by the management who seeks to monitor the risk through a careful selection of securities within specified limits.

As at 31 December 2024 and 31 December 2023, the Company's exposure to equity price risk is minimal because the Company held insignificant portfolio of financial assets at fair value through profit or loss for the trading purpose.





**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

**(e) Fair value**

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position were as follows:

	<b>31/12/2024</b>		<b>31/12/2023</b>	
	<b>Carrying amount</b>	<b>Fair value</b>	<b>Carrying amount</b>	<b>Fair value</b>
	<b>VND</b>	<b>VND</b>	<b>VND</b>	<b>VND</b>
<i>Categorised as financial assets at fair value through profit or loss:</i>				
▪ Financial assets at fair value through profit or loss				
• Listed shares	13,877,519,998	13,877,519,998	39,528,199,108	39,528,199,108
• Shares registered for trading on UPCOM	1,062,614,891	1,062,614,891	27,689,899	27,689,899
• Unlisted shares	15,046,527	15,046,527	15,046,527	15,046,527
▪ Fund certificates	58,902,284,652	58,902,284,652	51,063,547,139	51,063,547,139
<i>Categorised as held-to-maturity investments:</i>				
▪ Term deposits at banks	696,000,000,000	696,000,000,000	654,213,238,356	654,213,238,356
<i>Categorised as loans and receivables:</i>				
▪ Cash and cash equivalents	181,971,791,321	181,971,791,321	196,824,308,864	196,824,308,864
▪ Loans receivable - net	2,827,261,242,984	(*)	2,921,367,768,104	(*)
▪ Receivables	51,291,372,400	(*)	74,788,081,049	(*)
▪ Receivables from services rendered	3,773,839,584	(*)	3,964,076,031	(*)
▪ Other receivables - net	5,498,018,791	(*)	5,892,822,821	(*)
▪ Deposits at Payment Support Fund	19,464,116,068	(*)	16,964,116,068	(*)
▪ Long-term deposits	5,470,397,057	(*)	5,637,869,733	(*)
▪ Other long-term assets	10,079,572,716	(*)	10,059,454,943	(*)



# Phu Hung Securities Corporation

## Notes to the financial statements for the year ended 31 December 2024 (continued)

**Form B09 – CTCK**  
(Issued under Circular No. 33/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

	31/12/2024		31/12/2023	
	Carrying amount VND	Fair value VND	Carrying amount VND	Fair value VND
<b>Financial liabilities</b>				
<i>Categorised as financial liabilities at fair value through profit or loss:</i>				
Covered warrant payables	-	-	(6,479,570,000)	(6,479,570,000)
<b>Financial liabilities</b>				
<i>Categorised as financial liabilities measured at amortised cost:</i>				
▪ Short-term borrowings	(1,433,388,000,000)	(*)	(1,990,040,000,000)	(*)
▪ Accounts payable for securities trading activities	(399,765,881,440)	(*)	(389,121,316,960)	(*)
▪ Accounts payable to suppliers	(713,921,382)	(*)	(66,259,697)	(*)
▪ Accrued expenses	(8,635,491,827)	(*)	(12,125,926,733)	(*)
▪ Other payables	(2,110,615,668)	(*)	(11,720,335,629)	(*)

(\*) The Company has not determined fair values of these financial instruments for disclosure in the financial statements because information about their market prices is not available and there is currently no guidance on determination of fair value using valuation techniques under Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and accounting guidance for securities companies. The fair values of these financial instruments may differ from their carrying amounts.

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***5. Cash and cash equivalents**

	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
Cash on hand	4,036,255	4,036,255
Cash in banks	38,426,066,789	91,369,899,758
Cash equivalents (i)	143,541,688,277	105,450,372,851
	<hr/>	<hr/>
	181,971,791,321	196,824,308,864

- (i) As at 31 December 2024, cash equivalents represented term deposits with original terms to maturity of not exceeding 3 months and earned annual interest at rates ranging from 2.0% to 4.8% (31/12/2023: from 1.8% to 3.8%).

As at 31 December 2024, term deposits of VND53,541,688,277 (31/12/2023: VND105,450,372,851) were pledged with banks as security for loans granted to the Company (Note 19).

**6. Volume and value of securities transactions during the year**

	<b>2024</b>		<b>2023</b>	
	<b>Volume of transactions</b>	<b>Value of transactions VND</b>	<b>Volume of transactions</b>	<b>Value of transactions VND</b>
<b>a) The Company</b>				
Shares	3,879,030	144,096,024,910	11,318,382	331,662,575,670
Other securities	2,513,700	8,726,454,000	36,467,249	141,520,479,530
<b>b) Investors/customers</b>				
Shares	3,758,488,890	84,942,921,881,160	4,283,789,996	83,402,646,328,420
Bonds	746,230	77,577,268,590	16,030,756	1,717,217,393,028
Other securities	76,859,120	317,096,783,280	47,787,498	83,383,341,310
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	3,842,486,970	85,490,418,411,940	4,395,393,881	85,676,430,117,958

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***7. Financial assets****(a) Financial assets at fair value through profit or loss**

	<b>31/12/2024</b>		<b>31/12/2023</b>	
	<b>Cost VND</b>	<b>Fair value VND</b>	<b>Cost VND</b>	<b>Fair value VND</b>
Listed shares	13,758,762,493	13,877,519,998	38,225,051,062	39,528,199,108
Shares registered for trading on UPCOM	1,159,814,891	1,062,614,891	27,689,899	27,689,899
Unlisted shares	15,046,527	15,046,527	15,046,527	15,046,527
Fund certificates	50,000,000,000	58,902,284,652	50,000,000,000	51,063,547,139
	<b>64,933,623,911</b>	<b>73,857,466,068</b>	<b>88,267,787,488</b>	<b>90,634,482,673</b>



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

Fair values of financial assets at FVTPL at the reporting date were as follows:

	Quantity	31 December 2024		Revaluation difference as at 31 December 2024			
		Cost VND (1)	Fair value VND (2)	Revaluation gain VND (3) = (2) – (1)	Revaluation loss VND (4) = (1) – (2)	Revaluation value VND (5) = (1) + (3) – (4)	
<b>Listed shares</b>							
VCB	28,000	2,541,924,444	2,553,600,000	11,675,556	-	2,553,600,000	
CTG	43,000	1,317,263,568	1,625,400,000	308,136,432	-	1,625,400,000	
BID	30,000	1,255,050,350	1,126,500,000	-	128,550,350	1,126,500,000	
DHG	11,000	1,203,971,615	1,142,900,000	-	61,071,615	1,142,900,000	
SAB	20,000	1,124,455,556	1,110,000,000	-	14,455,556	1,110,000,000	
Others	138,800	6,316,096,960	6,319,119,998	170,042,228	167,019,190	6,319,119,998	
	270,800	13,758,762,493	13,877,519,998	489,854,216	371,096,711	13,877,519,998	
<b>UPCOM</b>							
Others	26,735	1,159,814,891	1,062,614,891	-	97,200,000	1,062,614,891	
<b>Unlisted shares</b>							
Others	1,086	15,046,527	15,046,527	-	-	15,046,527	
<b>Fund certificates</b>							
PHVSF	4,821,109	50,000,000,000	58,902,284,652	8,902,284,652	-	58,902,284,652	
	5,119,730	64,933,623,911	73,857,466,068	9,392,138,868	468,296,711	73,857,466,068	



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

	Quantity	Revaluation difference as at 31 December 2023				
		31 December 2023	Fair value	Revaluation gain	Revaluation loss	Revaluation value
		Cost VND (1)	VND (2)	VND (3) = (2) – (1)	VND (4) = (1) – (2)	VND (5) = (1) + (3) – (4)
<b>Listed shares</b>						
HPG	921,000	24,596,477,091	25,741,950,000	1,145,472,909	-	25,741,950,000
DHG	17,600	1,913,697,686	1,830,400,000	3,935,692	87,233,378	1,830,400,000
VNM	25,020	1,792,863,244	1,691,352,000	-	101,511,244	1,691,352,000
Others	256,813	9,922,013,041	10,264,497,108	832,376,712	489,892,645	10,264,497,108
	1,220,433	38,225,051,062	39,528,199,108	1,981,785,313	678,637,267	39,528,199,108
<b>UPCOM</b>						
Others	728	27,689,899	27,689,899	-	-	27,689,899
<b>Unlisted shares</b>						
Others	1,086	15,046,527	15,046,527	-	-	15,046,527
<b>Fund certificates</b>						
PHVSF	4,821,109	50,000,000,000	51,063,547,139	1,063,547,139	-	51,063,547,139
	6,043,356	88,267,787,488	90,634,482,673	3,045,332,452	678,637,267	90,634,482,673

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)***7. Financial assets (continued)****(b) Held-to-maturity investments**

	<b>31/12/2024</b>		<b>31/12/2023</b>	
	<b>Cost VND</b>	<b>Fair value VND</b>	<b>Cost VND</b>	<b>Fair value VND</b>
Term deposits at banks with original terms to maturity of more than 3 months to 1 year	626,000,000,000	(*)	654,213,238,356	(*)
Term deposits at banks with original terms to maturity of more than 1 year and remaining term less than 1 year	70,000,000,000	(*)	-	-
	696,000,000,000		654,213,238,356	

As at 31 December 2024, term deposits at banks amounting to VND566,000,000,000 (31/12/2023: VND564,213,238,356) were pledged with banks as security for loans granted to the Company (Note 19).

As at 31 December 2024, these term deposits earned annual interest at rates ranging from 2.3% to 5.7% (31/12/2023: from 2.5% to 8.7%).

**(c) Loans receivable**

	<b>31/12/2024</b>		<b>31/12/2023</b>	
	<b>Cost VND</b>	<b>Fair value VND</b>	<b>Cost VND</b>	<b>Fair value VND</b>
Margin loans (i)	2,739,085,479,371	(*)	2,890,043,967,369	(*)
Advances to customers for the proceeds from selling securities (ii)	135,710,747,162	(*)	61,875,307,875	(*)
	2,874,796,226,533		2,951,919,275,244	

(i) As at 31 December 2024, margin loans had original terms to maturity of 90 days and earned annual interest at rates ranging from 8.5% to 14.8% (31/12/2023: from 10.0% to 13.5%). The initial margin is ranging from 50% to 90% (31/12/2023: from 50% to 90%) and maintenance margin ratio is ranging from 30% to 70% (31/12/2023: from 30% to 70%).

(ii) As at 31 December 2024, advances to customers for the proceeds from selling securities earned annual interest at rates ranging from 9.5% to 13.5% (31/12/2023: from 10.5% to 13.5%).

(\*) The Company has not determined fair values of these financial instruments for disclosure in the financial statements because information about their market prices is not available and there is currently no guidance on determination of fair value using valuation techniques under Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and other accounting guidances for securities companies. The fair values of these financial instruments may differ from their carrying amounts.

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***8. Receivables**

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Interest receivable from margin loans	36,007,631,811	50,865,657,812
Interest receivable from term deposits at banks	15,283,740,589	22,028,335,567
Interest receivable from certificates of deposit	-	1,894,087,670
	<hr/>	<hr/>
	51,291,372,400	74,788,081,049

**9. Receivables from services rendered**

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Receivables from clearing and settlement of securities transactions	1,275,987,800	1,461,969,950
Receivables from securities custody activities	1,604,164,966	1,770,230,617
Receivables from securities brokerage activities	472,364,410	491,051,396
Other receivables	421,322,408	240,824,068
	<hr/>	<hr/>
	3,773,839,584	3,964,076,031

**10. Other receivables**

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Advances to customers for securities trading activities	12,014,248,697	12,095,453,009
Others	1,794,663,835	691,061,131
	<hr/>	<hr/>
	13,808,912,532	12,786,514,140

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***11. Allowance for diminution in value of financial assets and doubtful debts****(a) Allowance for diminution in value of financial assets**

	<b>As at 31 December 2024</b>		
	<b>Cost VND</b>	<b>Recoverable amount VND</b>	<b>Allowance VND</b>
Margin loans and accrued interest	52,377,478,549	4,842,495,000	47,534,983,549

	<b>As at 31 December 2023</b>		
	<b>Cost VND</b>	<b>Recoverable amount VND</b>	<b>Allowance VND</b>
Margin loans and accrued interest	52,734,404,940	22,182,897,800	30,551,507,140

Movements of allowance for diminution in value of financial assets during the years were as follows:

	<b>2024 VND</b>	<b>2023 VND</b>
Opening balance	30,551,507,140	13,161,395,486
Allowance made during the year	17,999,697,389	17,390,111,654
Allowance utilised during the year	(1,016,220,980)	-
Closing balance	47,534,983,549	30,551,507,140



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**(b) Allowance for doubtful debts**

	<b>As at 31 December 2024</b>		
	<b>Cost VND</b>	<b>Recoverable amount VND</b>	<b>Allowance VND</b>
Advances to customers for securities trading activities	11,593,764,091	3,282,870,350	8,310,893,741

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	<b>As at 31 December 2023</b>		
	<b>Cost VND</b>	<b>Recoverable amount VND</b>	<b>Allowance VND</b>
Advances to customers for securities trading activities	11,174,224,109	4,280,532,790	6,893,691,319

Movements of allowance for doubtful debts during the years were as follows:

	<b>2024 VND</b>	<b>2023 VND</b>
Opening balance	6,893,691,319	7,453,138,926
Allowance made/(reserved) during the year	1,417,202,422	(559,447,607)
Closing balance	8,310,893,741	6,893,691,319

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***12. Prepaid expenses****(a) Short-term prepaid expenses**

	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
Maintenance expenses	1,890,363,353	725,350,312
Rental fees	373,678,763	519,961,414
Others	2,910,511,381	3,251,991,743
	<b>5,174,553,497</b>	<b>4,497,303,469</b>

**(b) Long-term prepaid expenses**

	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
Tools and instruments	2,617,840,688	5,382,643,332
Software	1,979,918,254	2,657,600,356
Information technology equipment	165,065,810	1,304,324,849
Office renovation	4,705,960,583	8,593,137,409
Others	683,294,638	350,083,414
	<b>10,152,079,973</b>	<b>18,287,789,360</b>

Movements of long-term prepaid expenses during the years were as follows:

	<b>2024 VND</b>	<b>2023 VND</b>
Opening balance	18,287,789,360	16,785,221,733
Additions during the year	2,099,264,908	7,886,872,588
Transfers from construction in progress	1,186,551,504	5,118,797,232
Amortisation during the year	(11,421,525,799)	(11,503,102,193)
Closing balance	<b>10,152,079,973</b>	<b>18,287,789,360</b>

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

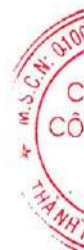
**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC*

*dated 27 December 2016 of the Ministry of Finance)*

**13. Tangible fixed assets**

<b>2024</b>	<b>Leasehold improvements VND</b>	<b>Office equipment VND</b>	<b>Motor vehicles VND</b>	<b>Fixtures and fittings VND</b>	<b>Total VND</b>
<b>Cost</b>					
Opening balance	601,182,219	43,466,790,576	2,265,440,000	895,988,569	47,229,401,364
Additions	-	4,548,830,000	-	-	4,548,830,000
Transfers from construction in progress	-	-	-	33,912,000	33,912,000
Closing balance	601,182,219	48,015,620,576	2,265,440,000	929,900,569	51,812,143,364
<b>Accumulated depreciation</b>					
Opening balance	601,182,219	30,264,610,613	2,265,440,000	293,143,467	33,424,376,299
Charge for the year	-	6,227,450,318	-	185,433,147	6,412,883,465
Closing balance	601,182,219	36,492,060,931	2,265,440,000	478,576,614	39,837,259,764
<b>Net book value</b>					
Opening balance	-	13,202,179,963	-	602,845,102	13,805,025,065
Closing balance	-	11,523,559,645	-	451,323,955	11,974,883,600



**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**13. Tangible fixed assets (continued)**

<b>2023</b>	<b>Leasehold improvements VND</b>	<b>Office equipment VND</b>	<b>Motor vehicles VND</b>	<b>Fixtures and fittings VND</b>	<b>Total VND</b>
<b>Cost</b>					
Opening balance	601,182,219	42,761,030,634	2,265,440,000	453,522,969	46,081,175,822
Additions	-	1,323,886,190	-	51,805,440	1,375,691,630
Transfer from construction in progress	-	-	-	390,660,160	390,660,160
Disposals	-	(618,126,248)	-	-	(618,126,248)
Closing balance	601,182,219	43,466,790,576	2,265,440,000	895,988,569	47,229,401,364
<b>Accumulated depreciation</b>					
Opening balance	601,182,219	25,517,197,597	1,985,556,935	140,855,117	28,244,791,868
Charge for the year	-	5,365,539,264	279,883,065	152,288,350	5,797,710,679
Disposals	-	(618,126,248)	-	-	(618,126,248)
Closing balance	601,182,219	30,264,610,613	2,265,440,000	293,143,467	33,424,376,299
<b>Net book value</b>					
Opening balance	-	17,243,833,037	279,883,065	312,667,852	17,836,383,954
Closing balance	-	13,202,179,963	-	602,845,102	13,805,025,065

Included in tangible fixed assets were assets costing VND18,597,988,925 which were fully depreciated as at 31 December 2024 (31/12/2023: VND16,813,082,725), but which are still in use.



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***14. Intangible fixed assets**

	<b>2024 Software VND</b>	<b>2023 Software VND</b>
<b>Cost</b>		
Opening balance	26,091,616,400	25,271,616,400
Additions	4,844,000,000	340,000,000
Transfer from construction in progress	5,944,100,000	480,000,000
Closing balance	36,879,716,400	26,091,616,400
<b>Accumulated amortisation</b>		
Opening balance	16,151,326,956	13,087,003,384
Charge for the year	3,955,776,709	3,064,323,572
Closing balance	20,107,103,665	16,151,326,956
<b>Net book value</b>		
Opening balance	9,940,289,444	12,184,613,016
Closing balance	16,772,612,735	9,940,289,444

Included in intangible fixed assets were assets costing VND8,596,466,400 which were fully depreciated as at 31 December 2024 (31/12/2023: VND8,596,466,400), but which are still in use.

**15. Long-term deposits**

	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
Security deposits for office, house and car rentals	5,470,397,057	5,637,869,733

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***16. Deferred tax assets and liabilities****Recognised deferred tax assets and liabilities**

	<b>Tax rate</b>	<b>31/12/2024 VND</b>	<b>31/12/2023 VND</b>
Deferred tax assets:			
Allowance for diminution in value of financial assets	20%	10,505,921,972	6,600,398,133
Accrued expenses	20%	420,177,060	426,212,472
Losses from revaluation of financial assets at FVTPL	20%	93,659,342	37,853,642
		<hr/> 11,019,758,374	<hr/> 7,064,464,247
Deferred tax liabilities:			
Gains from revaluation of financial assets at FVTPL	20%	(1,878,427,774)	(473,339,036)
		<hr/> 9,141,330,600	<hr/> 6,591,125,211

**17. Deposits at Payment Support Fund**

According to Decision No. 45/QĐ-VSD dated 22 May 2014 issued by the Vietnam Securities Depository and Clearing Corporation, the Company is required to deposit an initial amount of VND120 million to the Payment Support Fund at the Vietnam Securities Depository and Clearing Corporation and make an annual contribution equal to 0.01% of trading value from brokerage activities for securities listed and registered for trading in the Vietnam Stock Exchanges, of the most recent year, the maximum amount of which is VND2.5 billion.

Movements of deposits at Payment Support Fund during the years were as follows:

	<b>2024 VND</b>	<b>2023 VND</b>
Opening balance	16,964,116,068	14,464,116,068
Contribution made during the year	1,672,969,148	1,884,661,158
Interest income	827,030,852	615,338,842
	<hr/> 19,464,116,068	<hr/> 16,964,116,068

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***18. Other long-term assets**

	<b>31/12/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Deposit at Clearing Fund for derivatives trading activities	10,079,572,716	10,059,454,943

According to Decision No. 97/QĐ-VSD dated 23 March 2017 issued by the Vietnam Securities Depository and Clearing Corporation on regulations on management and use of clearing fund for derivative securities activities, the Company is responsible for contributing to the Clearing Fund for derivatives trading activities (“Clearing Fund”) in cash or securities. The initial minimum contribution is VND10 billion for direct clearing members and VND15 billion for general clearing members.

Movements of the deposits at the Clearing Fund during the years were as follows:

	<b>2024</b> <b>VND</b>	<b>2023</b> <b>VND</b>
Opening balance	10,059,454,943	10,039,238,233
Interest income	20,117,773	20,216,710
Closing balance	10,079,572,716	10,059,454,943

**Phu Hung Securities Corporation**

Notes to the financial statements for the year ended 31 December 2024 (continued)

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

**19. Short-term borrowings**

Description	Original currency	Opening balance as at 1/1/2024 VND	Additions VND	Repayments VND	Foreign exchange revaluation differences VND	Closing balance as at 31/12/2024 VND
<b>Short-term borrowings from</b>						
▪ Domestic banks	VND	377,000,000,000	3,909,323,000,000	(3,842,323,000,000)	-	444,000,000,000
▪ Foreign banks	USD	1,613,040,000,000	3,981,124,000,000	(4,599,034,000,000)	(5,742,000,000)	989,388,000,000
		1,990,040,000,000	7,890,447,000,000	(8,441,357,000,000)	(5,742,000,000)	1,433,388,000,000

As at 31 December 2024, these borrowings were secured by term deposits at banks amounting to VND53,541,688,277 (31/12/2023: VND105,450,372,851) (Note 5) and VND566,000,000,000 (31/12/2023: VND564,213,238,356) (Note 7(b)).

As at 31 December 2024, these borrowing bore annual interest at rates ranging from 4.0% to 6.7% (31/12/2023: 3.0% - 7.7%).



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***20. Accounts payable for securities trading activities**

	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
Payables related to securities trading activities	302,444,042,910	294,490,534,600
Payables related to clearing and settlement of securities transactions	96,446,838,530	78,743,108,360
Covered warrants payables	-	6,479,570,000
Others	875,000,000	9,408,104,000
	<b>399,765,881,440</b>	<b>389,121,316,960</b>

**21. Taxes payable to State Treasury**

<b>2024</b>	<b>Opening balance</b>	<b>Incurred</b>	<b>Net-off/paid</b>	<b>Closing balance</b>	
	<b>VND</b>	<b>VND</b>	<b>VND</b>	<b>Receivable</b>	<b>Payable</b>
	<b>VND</b>	<b>VND</b>	<b>VND</b>	<b>VND</b>	<b>VND</b>
Corporate income tax	3,876,238,675	2,783,054,935	(8,719,340,658)	2,060,047,048	-
Personal income tax	7,122,225,824	96,152,852,799	(95,898,783,462)	-	7,376,295,161
Value added tax	15,828,533	118,234,429	(133,717,487)	-	345,475
Foreign contractor withholding tax	968,005,930	11,925,617,606	(12,113,724,738)	-	779,898,798
	<b>11,982,298,962</b>	<b>110,979,759,769</b>	<b>(116,865,566,345)</b>	<b>2,060,047,048</b>	<b>8,156,539,434</b>

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)*

2023	Opening balance	Incurred	Net-off/paid	Closing balance as at	
	VND	VND	VND	Receivable VND	Payable VND
Corporate income tax	3,875,701,514	14,535,289,259	(14,534,752,098)	-	3,876,238,675
Personal income tax	10,232,466,822	97,203,493,389	(100,313,734,387)	-	7,122,225,824
Value added tax	20,445,759	112,809,097	(117,426,323)	-	15,828,533
Foreign contractor withholding tax	1,126,398,046	12,485,057,726	(12,643,449,842)	-	968,005,930
	15,255,012,141	124,007,245,731	(127,279,958,910)	-	11,982,298,962

**22. Accrued expenses**

	31/12/2024 VND	31/12/2023 VND
Employee costs	8,929,587,973	11,185,869,371
Securities transaction fees	2,670,256,292	3,240,189,252
Interest expense	3,434,719,656	5,820,169,366
Consulting fees	124,877,920	92,803,065
Others	2,405,637,959	2,972,765,050
	17,565,079,800	23,311,796,104

**23. Other payables**

	31/12/2024 VND	31/12/2023 VND
Dividend payables	2,095,392,513	1,823,928,393
Payables to customers	10,000,000	9,884,000,000
Other payables	5,223,155	12,407,236
	2,110,615,668	11,720,335,629

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**

*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**24. Share capital**

The Company's authorised and issued share capital were as follows:

	31/12/2024		31/12/2023	
	Number of shares	VND	Number of shares	VND
<b>Authorised share capital</b>	200,009,819	2,000,098,190,000	150,009,819	1,500,098,190,000
<b>Issued share capital</b>				
Ordinary shares	200,009,819	2,000,098,190,000	150,009,819	1,500,098,190,000
<b>Treasury shares</b>				
Ordinary shares	(490)	(1,185,000)	(490)	(1,185,000)
<b>Shares in circulation</b>				
Ordinary shares	200,009,329	2,000,097,005,000	150,009,329	1,500,097,005,000

Movements in issued share capital during the years were as follows:

	2024		2023	
	Number of shares	VND	Number of shares	VND
Opening balance	150,009,819	1,500,098,190,000	150,009,819	1,500,098,190,000
Shares issued during the year	50,000,000	500,000,000,000	-	-
Closing balance	200,009,819	2,000,098,190,000	150,009,819	1,500,098,190,000

List of shareholders' capital contribution were as below:

Shareholder	31/12/2024		31/12/2023	
	VND	%	VND	%
Phu Hung Far East Holding Corporation	920,046,000,000	46.00	690,046,000,000	46.00
New Beam International Inc	416,767,450,000	20.84	261,767,450,000	17.45
Cat Tinh Development Limited	99,581,770,000	4.98	2,581,770,000	0.17
Dong Bang Development Limited	90,904,860,000	4.55	72,904,860,000	4.86
Others	472,798,110,000	23.63	472,798,110,000	31.52
	2,000,098,190,000	100	1,500,098,190,000	100

**25. Dividends**

The General Meeting of Shareholders of the Company on 17 April 2024 resolved to distribute dividends amounting to VND45,002 million from the Company's retained profits at as 31 December 2023 (2023: VND30,002 million).

**Phu Hung Securities Corporation**

Notes to the financial statements for the year ended 31 December 2024 (continued)

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

**26. Gains/(losses) from sales of financial assets and financial liabilities at FVTPL**

2024	Quantity	Average selling price VND	Proceeds VND	Costs VND	Gains/(losses) from sales of securities VND
<b>Financial assets at FVTPL</b>					
<i>Listed shares and shares registered for trading on UPCOM</i>					
HPG	1,126,100	29,052	32,715,830,000	30,307,174,067	2,408,655,933
VCG	151,167	19,724	2,981,616,050	3,277,649,569	(296,033,519)
RAL	16,800	138,348	2,324,240,000	2,022,620,800	301,619,200
SSI	60,000	35,986	2,159,150,000	2,178,850,000	(19,700,000)
GAS	41,000	75,971	3,114,800,000	3,168,780,000	(53,980,000)
SZC	65,000	41,901	2,723,575,000	2,204,289,860	519,285,140
BMP	17,000	104,027	1,768,460,000	1,480,974,836	287,485,164
PVD	53,000	30,504	1,616,700,000	1,571,736,904	44,963,096
Others	884,563	41,017	36,282,373,860	35,531,367,541	751,006,319
	2,414,630	35,486	85,686,744,910	81,743,443,577	3,943,301,333
<b>Covered warrants</b>					
CHPG2314	2,424,100	3,244	7,862,635,789	8,733,303,500	(870,667,711)
	4,838,730	19,333	93,549,380,699	90,476,747,077	3,072,633,622



**Phu Hung Securities Corporation**

Notes to the financial statements for the year ended 31 December 2024 (continued)

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

2023	Quantity	Average selling price VND	Proceeds VND	Costs VND	Gains/(losses) from sales of securities VND
<b>Financial assets at FVTPL</b>					
<i>Listed shares and shares registered for trading on UPCOM</i>					
STB	2,474,626	28,355	70,168,706,700	73,361,309,866	(3,192,603,166)
HPG	1,841,327	26,461	48,723,664,300	48,213,453,160	510,211,140
SAB	38,920	97,973	3,813,120,000	4,352,695,917	(539,575,917)
FPT	34,653	82,812	2,869,696,800	2,719,242,403	150,454,397
GAS	24,040	102,373	2,461,045,100	2,415,555,913	45,489,187
MBB	105,673	19,631	2,074,443,650	1,937,748,694	136,694,956
BVH	46,953	41,717	1,958,736,500	2,310,531,609	(351,795,109)
HCM	55,545	29,866	1,658,905,400	1,509,753,851	149,151,549
KDH	50,789	31,492	1,599,422,400	1,600,247,965	(825,565)
VCG	57,600	24,860	1,431,955,000	1,196,833,681	235,121,319
Other	406,196	29,737	12,078,963,350	12,370,400,130	(291,436,780)
	5,136,322	28,978	148,838,659,200	151,987,773,189	(3,149,113,989)
<b>Covered warrants</b>					
CHPG2303	1,781,200	2,524	4,495,860,000	4,867,811,000	(371,951,000)
CHPG2314	7,592,600	3,546	26,922,017,211	26,779,793,000	142,224,211
CSTB2311	6,466,600	2,158	13,954,862,000	9,334,663,500	4,620,198,500
	15,840,400	2,864	45,372,739,211	40,982,267,500	4,390,471,711
	20,976,722	9,258	194,211,398,411	192,970,040,689	1,241,357,722

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***27. Interest income from held-to-maturity investments**

	<b>2024 VND</b>	<b>2023 VND</b>
Interest income from term deposits	37,337,733,669	73,112,766,792

**28. Income from loans and receivables**

	<b>2024 VND</b>	<b>2023 VND</b>
Interest income from margin loans	268,041,189,527	302,772,368,474
Interest from advances to customers for proceeds from selling securities	10,492,234,820	11,502,269,856
	<b>278,533,424,347</b>	<b>314,274,638,330</b>

**29. Expenses for securities brokerage**

	<b>2024 VND</b>	<b>2023 VND</b>
Employee costs	51,897,823,423	51,644,510,393
Brokerage commissions	51,719,158,421	54,464,670,720
Securities brokerage fees	30,886,469,119	30,942,476,059
Rental expenses	15,441,300,505	14,228,900,027
Tools and supplies	3,099,750,388	3,752,495,471
Depreciation and amortisation	526,632,944	428,675,381
Outside services	11,343,689,482	10,937,337,266
Other expenses	1,862,725,136	2,465,477,501
	<b>166,777,549,418</b>	<b>168,864,542,818</b>

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***30. Interest expense**

	<b>2024 VND</b>	<b>2023 VND</b>
Interest expense from borrowings	127,618,442,639	148,176,944,209
Interest expense on customers' deposits for securities trading activities	1,187,610,102	948,813,246
	<hr/>	<hr/>
	128,806,052,741	149,125,757,455
	<hr/>	<hr/>

**31. General and administration expenses**

	<b>2024 VND</b>	<b>2023 VND</b>
Employee costs	45,734,078,921	43,867,319,220
Depreciation and amortisation	9,842,027,230	8,433,358,870
Rental expenses	7,587,180,882	7,524,266,211
Tools and supplies	9,082,983,587	7,473,503,813
Outside services	30,555,188,185	31,516,121,263
Other expenses	3,878,525,471	4,352,192,396
	<hr/>	<hr/>
	106,679,984,276	103,166,761,773
	<hr/>	<hr/>



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***32. Income tax****(a) Recognised in the statement of income**

	<b>2024 VND</b>	<b>2023 VND</b>
<b>Current tax expense</b>		
Current year	2,780,505,495	14,468,237,096
Under provision in prior years	2,549,440	67,052,163
	<hr/> 2,783,054,935	<hr/> 14,535,289,259
<b>Deferred tax benefit</b>		
Originations and reversals of temporary differences	(2,550,205,389)	(2,886,841,301)
	<hr/> 232,849,546	<hr/> 11,648,447,958

**(b) Reconciliation of effective tax rate**

	<b>2024 VND</b>	<b>2023 VND</b>
Accounting profit before tax	340,912,582	56,199,240,960
Tax at the Company's tax rate	68,182,516	11,239,848,192
Non-deductible expenses	276,641,814	406,085,919
Non-taxable income	(114,524,224)	(64,538,316)
Under provision in prior years	2,549,440	67,052,163
	<hr/> 232,849,546	<hr/> 11,648,447,958

**(c) Applicable tax rates**

The Company's income tax rate is 20%. The income tax computation is subjected to the review and approval of the tax authorities.



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***33. Basic earnings per share****(i) Net profit attributable to ordinary shareholders**

	<b>2024 VND</b>	<b>2023 VND</b>
Net profit for the year	108,063,036	44,550,793,002

**(ii) Weighted average number of ordinary shares**

	<b>2024 VND</b>	<b>2023 VND</b>
Issued ordinary shares at the beginning of the year	150,009,819	150,009,819
Effect of issued ordinary shares during the year	4,508,197	-
Effect of treasury shares held	(490)	(490)
Weighted average number of ordinary shares for the year	154,517,526	150,009,329

**(iii) Basic earnings per share**

	<b>2024 VND</b>	<b>2023 VND</b>
Basic earnings per share	0.7	297

The Company did not have any dilutive potential ordinary shares during the year. Accordingly, no diluted earnings per share is presented.

**Phu Hung Securities Corporation**  
**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
*(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)*

**34. Significant balances and transactions with related parties**

The Company had the following significant transactions and balances with related parties during the year:

	<b>Transaction value</b>	
	<b>2024</b>	<b>2023</b>
	<b>VND</b>	<b>VND</b>
<b>Major Shareholders</b>		
<b>Phu Hung Far East Holding Corporation</b>		
Cash dividend payment	20,701,380,000	13,800,920,000
Capital contribution	230,000,000,000	-
<b>New Beam International Inc</b>		
Cash dividend payment	7,853,023,500	5,235,349,000
Capital contribution	155,000,000,000	-
Securities custody fee	86,697,379	85,755,017
<b>An Thinh Development Limited</b>		
Cash dividend payment	5,234,220,000	11,305,394,400
<b>Other related parties</b>		
<b>Vu Thai Investment Consulting Co., Ltd (i)</b>		
Cash dividend payment	2,242,024,500	1,494,683,000
Securities custody fee	24,751,951	24,482,909
<b>Phu Hung Assurance Corporation (ii)</b>		
Cash dividend payment	941,054,100	627,369,400
Insurance expense	85,972,476	84,466,880
Management fee of shareholder books	27,272,725	27,272,727
Securities custody fee	10,445,625	10,329,580
<b>Freshfields Capital Corporation (iii)</b>		
Cash dividend payment	387,145,800	258,097,200
Securities custody fee	4,274,089	4,227,632
<b>Phu Hung Fund Management Joint Stock Company (iv)</b>		
Service fee	1,228,290,323	3,581,516,129
Transaction fee	42,748,621	303,379
<b>Phu Hung Life Insurance Corporation (v)</b>		
Securities custody fee	4,515,245	4,297,858
Management fee of shareholder books	45,328,285	45,454,545

**Phu Hung Securities Corporation**

Notes to the financial statements for the year ended 31 December 2024 (continued)

**Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***34. Significant balances and transactions with related parties (continued)**

	<b>Balance outstanding as at</b>	
	<b>31/12/2024</b>	<b>31/12/2023</b>
	<b>VND</b>	<b>VND</b>
<i><b>Major Shareholders</b></i>		
<b>An Thinh Development Limited</b>		
Receivable from securities custody services	3,087,017	3,087,017
<b>New Beam International Inc</b>		
Receivable from securities custody services	7,538,903	10,178,971
<i><b>Other related parties</b></i>		
<b>Vu Thai Investment Consulting Co., Ltd (i)</b>		
Payable for security trading deposits	70,446,185	52,336,500
<b>Phu Hung Assurance Corporation (ii)</b>		
Receivable from securities custody services	908,563	822,961
Unearned revenue	9,604,107	-
<b>Freshfields Capital Corporation (iii)</b>		
Receivable from securities custody services	371,660	336,817
<b>Phu Hung Fund Management Joint Stock Company (iv)</b>		
Receivable from securities brokerage activities	-	1,250
<b>Phu Hung Life Insurance Corporation (v)</b>		
Receivable from securities custody services	-	151,573
Payable for securities trading deposit	1,085,121,900	6,567,365
Unearned revenue	11,742,422	-



**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***34. Significant balances and transactions with related parties (continued)****Compensation to key management personnel**

	<b>2024 VND</b>	<b>2023 VND</b>
<b>General Director</b>		
Salaries, bonus and other benefits	1,999,683,502	1,851,993,356
<b>Other members of the Board of Management</b>		
Salaries, bonus and other benefits	1,865,111,265	2,555,327,684
<b>Members of Inspection Committee</b>		
Salaries, bonus and other benefits	720,000,000	720,000,000
<b>Board of Directors' remuneration</b>		
Mr. Nguyen Doan Hung – Member	240,000,000	240,000,000
Mr. Wu, Jin-Jeng – Member	240,000,000	240,000,000
Mr. Chen Chia Ken – Member	240,000,000	240,000,000
Ms. Liu, Hsiu-Mei – Member	240,000,000	240,000,000

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- (i) Vu Thai Investment Consulting Co., Ltd – Legal representative of Vu Thai Investment Consulting Co., Ltd is a member of the Board of Director of the Company.
- (ii) Phu Hung Assurance Corporation – Deputy General Director of Phu Hung Assurance Corporation is Head of Inspection Committee of the Company
- (iii) Freshfields Capital Corporation – Chairman of the Board of Directors of Freshfields Capital Corporation is also Chairman of the Board of Directors of the Company.
- (iv) Phu Hung Fund Management Joint Stock Company – Chairman of the Board of Directors of Phu Hung Fund Management Joint Stock Company is also Chairman of the Board of Directors of the Company.
- (v) Phu Hung Life Insurance Corporation

A member of Board of Directors of Phu Hung Life Insurance Corporation is Chairman of the Board of Directors of the Company.

A member of Board of Directors of Phu Hung Life Insurance Corporation is General Director of the Company.



### 35. Segment reporting

*(i) Business segments*

The Company's business segments comprised securities brokerage, securities trading, treasury activities and other activities.

2024						
01	1. Revenue from operating activities	146,796,428,959	12,554,313,374	339,470,805,587	7,828,166,076	506,649,713,996
02	2. Direct expenses	166,250,916,474	7,005,432,232	294,780,132,582	9,055,184,242	477,091,665,530
03	3. Depreciation and amortisation expenses	526,632,944	-	9,842,027,230	-	10,368,660,174
04	4. Allowance for diminution in value of investments	-	(399,608,767)	-	-	(399,608,767)
05	5. Allowance for doubtful debts	-	-	19,416,899,811	-	19,416,899,811
06	6. Other income	-	-	-	308,753,709	308,753,709
07	7. Other expenses	-	-	-	139,938,375	139,938,375
08	Profit/(loss) before tax (08 = 01 + 06 - 02 - 03 - 04 - 05 - 07)	(19,981,120,459)	5,948,489,909	15,431,745,964	(1,058,202,832)	340,912,582
As at 31 December 2024						
	Segment assets	52,338,768,395	73,919,649,233	3,803,027,149,955	2,079,801,674	3,931,365,369,257
	Segment liabilities	407,347,110,448	262,089,707	1,456,135,987,352	522,371,003	1,864,267,558,510

**Phu Hung Securities Corporation**

**Notes to the financial statements for the year ended 31 December 2024 (continued)**

**Form B09 – CTCK**  
(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)

**35. Segment reporting (continued)**

**(i) Business segments (continued)**

	<b>Code</b>	<b>Securities brokerage VND</b>	<b>Securities trading VND</b>	<b>Treasury activities VND</b>	<b>Others VND</b>	<b>Total VND</b>
<b>2023</b>						
1. Revenue from operating activities	01	151,313,807,371	14,328,354,651	428,179,369,166	5,977,980,992	599,799,512,180
2. Direct expenses	02	168,435,867,437	12,901,825,970	328,718,872,358	7,544,995,590	517,601,561,355
3. Depreciation and amortisation expenses	03	428,675,381	-	8,433,358,870	-	8,862,034,251
4. Allowance for diminution in value of investments	04	-	145,893,176	-	-	145,893,176
5. Allowance for doubtful debts	05	-	-	16,830,664,047	-	16,830,664,047
6. Other income	06	-	-	-	468,124,194	468,124,194
7. Other expenses	07	-	-	-	628,242,585	628,242,585
<b>Profit/(loss) before tax</b> <b>(08 = 01 + 06 – 02 – 03 – 04 – 05 – 07)</b>	<b>08</b>	<b>(17,550,735,447)</b>	<b>1,280,635,505</b>	<b>74,196,473,891</b>	<b>(1,727,132,989)</b>	<b>56,199,240,960</b>
<b>As at 31 December 2023</b>						
Segment assets		55,628,313,088	90,734,283,749	3,892,105,544,586	2,270,228,475	4,040,738,369,898
Segment liabilities		383,915,984,686	325,900,048	2,026,951,537,636	17,552,401,117	2,428,745,823,487

**(ii) Geographical segment**

All business activities of the Company are carried out in Vietnam (i.e. one single segment).

**Phu Hung Securities Corporation****Notes to the financial statements for the year ended 31 December 2024 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC  
dated 27 December 2016 of the Ministry of Finance)***36. Lease commitments**

The future minimum lease payments under non-cancellable operating leases were as follows:

	31/12/2024 VND	31/12/2023 VND
Within one year	22,938,870,704	26,763,954,317
Within two to five years	17,344,063,347	38,159,173,523
	<u>40,282,934,051</u>	<u>64,923,127,840</u>

5 March 2025

Prepared by:

Ms. Nguyen Phuong Trinh  
Accountant

Reviewed by:

Ms. Do Thi Ai Vy  
Chief Accountant

Approved by:

Mr. Chen Chia Ken  
General Director





2024

# ANNUAL REPORT

**PHU HUNG SECURITIES CORPORATION**

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