

No: 90/2024/PHS-PL

*Re: Disclosing information Meeting Minutes and
Resolution of Annual General Meeting of
Shareholders in 2024*

Ho Chi Minh City, 17 April, 2024

**INFORMATION DISCLOSURE ON WEBSITE OF STATE SECURITIES
COMMISSION AND THE STOCK EXCHANGES**

To:

- STATE SECURITIES COMMISSION;
- VIETNAM EXCHANGE;
- HA NOI STOCK EXCHANGE;

1. Name: **PHU HUNG SECURITIES CORPORATION (PHS)**

Headquarters: 21st Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward,
District 7, Ho Chi Minh City.

Phone: (+84 28) 5413 5479

Fax: (+84 28) 5413 5472

Person to implement disclosure of information: Mr. Chen Chia Ken

Type of information disclosure: ☐ 24 hours ☐ 72 hours ☐ Unusual ☒ Periodic

2. **Information of disclosed content:**

According to Circular 96/2020/TT-BTC on guidance for information disclosure in the stock market, PHS sincerely discloses Meeting Minutes and Resolution of Annual General Meeting of Shareholders in 2024 (further information, please find the attachments).

The information is disclosed on PHS's website at <https://www.phs.vn>, tab Investor Relations, and section Information Disclosure.

PHS undertakes the information disclosure above is genuine and takes entire responsibility to the law for information of disclosed content.

Recipient:

- As above;

- Archive at Company Secretariat



Mr. CHEN CHIA KEN

RESOLUTION
THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
PHU HUNG SECURITIES CORPORATION

Pursuant to:

- Law on Enterprises No. 59/2020/QH14;
- The current Charter of Phu Hung Securities Corporation;
- The Meeting minutes of the General Meeting of Shareholder No. 01/2024/BB-ĐHĐCĐ dated April 17th, 2024 of Phu Hung Securities Corporation;
- Report on shareholder status verification and minutes of scrutiny at the Annual General Meeting of Shareholders.

The Annual General Meeting of Shareholders ("AGMS") of Phu Hung Securities Corporation is held at 14h00 P.M on April 17th, 2024 at 21st Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City, which thereby is convened in validation.

Attendees:

- Shareholders of Phu Hung Securities Corporation (PHS) as the list recorded on March 20th, 2024.
- At 14h00 P.M dated April 17th, 2024 the attending shareholders and their authorized persons are 21 shareholders; representing 147,352,371 shares; taking 98.2288% of the total voting shares of the Company.



RESOLVES TO

The AGMS of Phu Hung Securities Corporation consents to pass these following Resolutions:

RESOLUTION 1. PASS THE AUDITED FINANCIAL STATEMENT IN 2023

The AGMS consents to pass the Audited Financial Statement in 2023 as attachment.

RESOLUTION 2. PASS THE REPORT OF THE BOARD OF DIRECTORS ON THE BUSINESS PERFORMANCE IN 2023

The AGMS consents to pass the Report of the Board of Directors on the Business performance in 2023 as attachment.

RESOLUTION 3. PASS THE REPORT OF THE INSPECTION COMMITTEE ON THE BUSINESS PERFORMANCE IN 2023

The AGMS consents to pass the Report of the Inspection Committee on the Business performance in 2023 as attachment.

RESOLUTION 4. PASS THE REPORT ON CORPORATE GOVERNANCE OF PHS IN 2023

The AGMS consents to pass the Report on Corporate Governance of PHS in 2023 as attachment.

RESOLUTION 5. PASS THE DEVELOPMENT AND BUSINESS PLAN OF PHS IN 2024

The AGMS consents to pass the Development and Business plan of PHS in 2024 as attachment.

RESOLUTION 6. PASS THE FINANCIAL BUDGET IN 2024

The AGMS consents to pass the Financial Budget of the Company in 2024 as attachment.

RESOLUTION 7. PASS THE SELECTION OF AUDITOR IN 2024

The AGMS consents to pass the Selection of Auditor in 2024 as attachment.

RESOLUTION 8. PASS FOR HANDLING BAD DEBTS

The AGMS consents to pass for handling bad debts as attachment.

RESOLUTION 9. 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 SHAREHOLDER

The AGMS consents to 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 as attachment.

RESOLUTION 10. 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

The AGMS consents to 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 as attachment.

The AGMS consents to pass the List of investors who register to buy share of PHS in the private issue as follows:

No	Name of investors	Number of ID card/Citizen card/ Passport or Enterprise Registration Certificate	Objects		Number of shares owned before the offering (shares)	Number of shares expected to be distributed (shares)	Ownership ratio expected after the offering (%)
			Strategic investor/ Professional investors	Foreign investor/ Economic organization with foreign investors holding more than 50% of charter capital/ Domestic investor			
1	Phu Hung Far East Holding Corporation	CA5901	Strategic investor	Foreign investor	69,004,600	23,000,000	46%
2	New Beam International INC	CB5917	Strategic investor	Foreign investor	26,176,745	15,500,000	20.84%
3	Dong Bang Development Limited	CB3748	Strategic investor	Foreign investor	7,290,486	1,800,000	4.55%
4	Cat Tinh Development Limited	CD2863	Strategic investor	Foreign investor	258,177	9,700,000	4.98%
Total						50,000,000	

RESOLUTION 11. PASS THE REVISED CHARTER OF PHS

The AGMS consents to pass the revised charter of PHS as attachment.

RESOLUTION 12. PASS THE DISMISSAL AS A MEMBER OF THE INSPECTION COMMITTEE OF MS. KUO, PING-MIN AND ELECT ADDITIONAL MEMBER OF THE INSPECTION COMMITTEE

The AGMS consents to pass the dismissal as a member of the Inspection Committee of Ms. Kuo, Ping-Min and elect additional member of the Inspection Committee for term 2024 - 2025 as follows:

- Name: Ms. Wang, Gwan-Fang
- Date of birth: 09/10/1985
- Passport No.: 360456624
- Date of issue: 06/05/2022
- Place of issue: Taiwan



RESOLUTION 13. PASS THE ADJUSTMENT OF PHS ORGANIZATION CHART

The AGMS consents to pass the adjustment of PHS organization chart

RESOLUTION 14. ORGANIZING IMPLEMENTATION

The resolution is effective from April 17th, 2024.

The Board of Directors of Phu Hung Securities Corporation is responsible for organizing, leading the Company to implement the above content of the Resolution.

**ON BEHALF OF THE ANNUAL GENERAL
MEETING OF SHAREHOLDERS
CHAIRMAN OF MEETING**



CHEN CHIA KEN

**MINUTES OF MEETING
THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
DATED APRIL 17th, 2024
PHU HUNG SECURITIES CORPORATION**

- Company name: : Phu Hung Securities Corporation (PHS)
- Address: : 21st Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam
- Business code : 0313642887
- Business license: : 122/GP-UBCK issued by State Securities Committee dated 20/01/2016
- Time : Commencing at 14:00 P.M on April 17th, 2024
Ending at 16:10 P.M on April 17th, 2024
- Venue : 21st Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam
- Agenda : According to the Agenda of the Annual General Meeting of Shareholders dated April 17th, 2024 which was noticed to all shareholders
- Chairman of the Meeting : Mr. Chen Chia Ken
- Meeting Secretariat : Mr. Nguyen Ngoc Thanh – Chief of Meeting Secretariat
- Scrutiny team: : Ms. Phan Thi Kim Anh – Chief of scrutiny team
Ms. Nguyen Thi Kien Cham – Member
Ms Tran Thi Thu Ha – Member
- Attendees: : At 02:00 P.M dated April 17th, 2024 the attending shareholders and their authorized persons are 21 shareholders; representing 147,352,371 shares; taking 98.2288% of the total voting shares of the Company (*According to the attached appendix*)

The Annual General Meeting of Shareholders dated April 17th, 2024 ("**Meeting**") thereby convened in validation as per Law on Enterprise and Charter of Phu Hung Securities Corporation

I. MEETING OPENING PROCEDURE

1. Shareholders register attendances to receive documents, voting papers, voting cards.
2. Mr. Nguyen Ngoc Thanh reads the report on Shareholder status verification.
3. Ms. Chieu Nha Thy, on behalf of the organizing committee, introduces the participants in the Meeting:

♦ Chairman:

Mr. Chen Chia Ken – under POA No. 02/2024/CTHDQT/UQ-PHS dated 22/3/2024 of Chairman of BOD.

♦ Meeting Secretariat:

Mr. Nguyen Ngoc Thanh – Chief of Meeting Secretariat – under Chairman of the Meeting requested

♦ Scrutiny team:

Ms. Phan Thi Kim Anh – Chief of scrutiny team
Ms. Nguyen Thi Kien Cham – Member of scrutiny team
Ms. Tran Thi Thu Ha – Member of scrutiny team

Shareholders votes for passing members of Scrutiny team with 100% of "agree" ratio.

The Chairman, Secretariat, and Scrutiny team start proceeding the Meeting.

4. Chairman declares agenda of the Meeting.
5. Ms. Chieu Nha Thy, on behalf of the organizing committee, reads the voting guidelines.
6. The Annual General Meeting of Shareholders dated April 17th, 2024 votes for passing agenda, voting guidelines and voting method of the Meeting. Voting has 100% of "agree" ratio.

II. CONFERENCE AND VOTING

At 02:30 P.M dated April 17th, 2024 the attending shareholders and their authorized persons are 28 shareholders; representing 147,354,089 shares; taking 98.23% of the total voting shares of the Company

Subject 1. Discuss and pass audited Financial statement in 2023

The Board of Directors submits Shareholders to pass the audited Financial Statements in 2023 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 2. Discuss and pass the Report of the Board of Directors on the Business performance in 2023

The Board of Directors submits Shareholders to pass the Report of the Board of Directors on the Business performance in 2023 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 3. Discuss and pass the Report of the Inspection Committee on the Business performance in 2023

The Inspection Committee submits Shareholders to pass the Report of the Inspection Committee on the Business performance in 2023 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 4. Discuss and pass the Report on Corporate governance of PHS in 2023

The Board of Directors submits Shareholders to pass the Report on Corporate governance of PHS in 2023 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 5. Discuss and pass the Development and Business plan of PHS in 2024

The Board of Directors submits Shareholders to pass the Development and Business plan of PHS in 2024 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 6. Discuss and pass the Financial budget in 2024

The Board of Directors submits Shareholders to pass Financial budget in 2024 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 7. Discuss and pass the selection of Auditor in 2024

The Inspection Committee submits Shareholders to pass the selection of Auditor in 2024 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 8. Discuss and pass the Plan for handling bad debts

The Board of Directors submits Shareholders to pass the Plan for handling bad debts as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 9. Discuss and 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

The Board of Directors submits Shareholders to 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 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 10. Discuss and 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

The Board of Directors submits Shareholders to 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 as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	44,623,581	99.999%
Invalid vote	500	0.001%
Agree	44,623,581	99.999%
Disagree	0	0%
No opinion	0	0%

Subject 11. Discuss and pass the revised Charter of PHS

The Board of Directors submits Shareholders to pass the revised Charter of PHS as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 12. Discuss and pass the dismissal as a member of the Inspection Committee of Ms. Kuo, Ping-Min and elect additional member of the Inspection Committee

The Inspection Committee submits Shareholders to pass the dismissal as a member of the Inspection Committee of Ms. Kuo, Ping-Min and elect additional member of the Inspection Committee as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

Subject 13. Discuss and pass the adjustment of PHS organization chart

The Board of Directors submits Shareholders to pass the adjustment of PHS organization chart as attachment.

Shareholders vote to pass with the ratio as below:

Vote result	Number of shares (shares)	Percentage
Valid vote	147,354,089	100%
Invalid vote	0	0%
Agree	147,354,089	100%
Disagree	0	0%
No opinion	0	0%

III. VOTING RESULTS OF ELECTION OF ADDITIONAL MEMBER OF THE INSPECTION COMMITTEE.

- i. Total number of votes issued: .28 votes, representing 147,354,089 shares, taking 100% of the total voting shares.

- ii. Total number of votes collected: 28 votes, representing 147,354,089 shares, taking 100% of the total voting shares, of which:
- Valid votes: 27 votes, representing 147,353,589 shares, taking 100 % of the total voting shares
 - Invalid votes: 1 votes, representing 500 shares, taking 0.0004% of the total voting shares

Results of election as members of the Inspection Committee for the term 2024 – 2025 as follows:

No	Name	Number of shares and percentage	
		The number of votes is agree	percentage
1	Wang, Gwan - Fang	147,353,589	99.9996%

IV. VOTING RESULTS OF LIST OF INVESTORS WHO REGISTER TO BUY SHARE OF PHS IN THE PRIVATE ISSUE.

- i. Total number of votes issued: 24 votes, representing 44,624,081 shares, taking 100% of the total voting shares.
- ii. Total number of votes collected: 24 votes, representing 44,624,081 shares, taking 100% of the total voting shares, of which:
- Valid votes: 23 votes, representing 44,623,581 shares, taking 99.999% of the total voting shares
 - Invalid votes: 01 votes, representing 500 shares, taking 0,001% of the total voting shares

Results of List of investors who register to buy share of PHS in the private issue as follows:

No	Name of investors	Number of shares and percentage	
		The number of votes is agree	percentage
1	Phu Hung Far East Holding Corporation	44,623,581	99.999%
2	Cat Tinh Development Limited	44,623,581	99.999%
3	New Beam International INC	44,623,581	99.999%
4	Dong Bang Development Limited	44,623,581	99.999%

V. MEETING CLOSURE

At 04:10 P.M dated April 17th, 2024 the attending shareholders and their authorized persons are 28 shareholders; representing 147,354,089 shares; taking 98.23% of the total voting shares of the Company.

PHS - Meeting Minutes of Annual General Meeting of Shareholders dated April 17th, 2024

Mr. Nguyen Ngoc Thanh reads the Minutes of Meeting and the Resolution of the Annual General Meeting of Shareholders.

The Annual General Meeting of Shareholders dated April 17th, 2024 votes for passing Minutes of Meeting and the Resolution. Voting has 100% of "agree" ratio.

The Minutes of Meeting are made in two English and two Vietnamese copies, stored at Head Office of the Company.

MEETING SECRETARIAT



NGUYEN NGOC THANH

CHAIRMAN OF THE MEETING



CHEN CHIA KEN

Enclosure:

1.	Submission on the Audited Financial Statement in 2023 (Enclosure: The Audited Financial Statement in 2023)
2.	Submission on the Report of the Board of Directors on the Business performance in 2023
3.	Submission on the Report of the Inspection Committee on the Business performance in 2023
4.	Submission on the Report on Corporate governance of PHS in 2023 (Enclosure: Report on Corporate governance of PHS in 2023)
5.	Submission on the Development and Business plan of PHS in 2024 (Enclosure: Development and Business plan of PHS in 20234)
6.	Submission on the Financial budget in 2024
7.	Submission on the Selection of Auditor in 2024
8.	Submission on the Plan for handling bad debts
9.	Submission on 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
10.	Submission on the 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; (Enclosure: Plan on private share issuance)
11.	Submission on the revised Charter of PHS (Enclosure: Draft Charter, Comparison table between the current Charter and revised Charter)
12.	Submission on Pass the dismissal as a member of the Inspection Committee of Ms. Kuo, Ping-Min and elect additional member of the Inspection Committee; (Enclosure: Resignation letter as a member of the Inspection Committee of Ms. Kuo, Ping-Min and Curriculum vitae of nominated candidates for members of Inspection Committee)
13.	Submission on the adjustment of PHS organization chart

No.: ...01./2024/TTr-HDQT

Ho Chi Minh City, 17 April 2024

SUBMISSION FOR APPROVAL
Audited Financial Statements for the year ended
31 December 2023

TO: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION

The Board of Directors of Phu Hung Securities Corporation submits to the Annual General Meeting of Shareholders to pass the Financial Statements for the year ended 31 December 2023 was audited by KPMG Limited Vietnam.

The financial statements has been disclosed as required by law and posted up the Company's website at (<https://www.phs.vn>), which include:

- 1/ Statement of the Board of Management;
- 2/ Independent Auditor's Report;
- 3/ Statement of financial position as at 31 December 2023;
- 4/ Statement of income for the year ended 31 December 2023;
- 5/ Statement of cash flows for the year ended 31 December 2023;
- 6/ Statement of changes in equity for the year ended 31 December 2023;
- 7/ Notes to the financial statements for the year ended 31 December 2023.

In which, including key items as follow:

No.	Items	Amount (VND)
1	Total assets	4,040,738,369,898
2	Owners' equity	1,611,992,546,411
3	Revenue	599,799,512,180
4	Profit before tax	56,199,240,960
5	Profit after tax	44,550,793,002

Please kindly consider and approve.

Enclosure:

1. Audited Financial Statements for the year ended 31 December 2023.

ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN


ALBERT KWANG-CHIN TING



Phu Hung Securities Corporation

Financial statements
for the year ended 31 December 2023



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

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. Kuo, Ping-Min	Member

Board of Management

Mr. Chen Chia Ken	General Director
Ms. Pham Thi Thu Nhan	Deputy General Director
Mr. Li, Hsin-Hsien	Deputy General Director (until 25 October 2023)

Phu Hung Securities Corporation
Corporate Information (continued)

Registered offices

Head Office	21 st Floor, Phu My Hung Tower 8 Hoang Van Thai Street Tan Phu Ward, District 7 Ho Chi Minh City, Vietnam
Phu My Hung Transaction Office	Ground Floor, CR2-08 107 Ton Dat Tien Street Tan Phu Ward, District 7 Ho Chi Minh City, Vietnam
District 3 Branch	4 th & 5 th Floor 458 Nguyen Thi Minh Khai Street Ward 2, District 3 Ho Chi Minh City, Vietnam
Tan Binh Branch	Park Legend Buildings 251 Hoang Van Thu Street Ward 2, Tan Binh District Ho Chi Minh City, Vietnam
Hanoi Branch	5 th Floor, Vinafor Building 127 Lo Duc Street Dong Mac Ward, Hai Ba Trung District Hanoi, Vietnam
Thanh Xuan Branch	5 th Floor, Udic Complex Building N04 Hoang Dao Thuy Street Trung Hoa Ward, Cau Giay District Hanoi, Vietnam
Hai Phong Branch	2 nd Floor, Eliteco Building 18 Tran Hung Dao Street Hoang Van Thu Ward, Hong Bang District Hai Phong City, Vietnam
District 1 Branch	Room 1003A, 10 th Floor 81-83-83B-85 Ham Nghi Street Nguyen Thai Binh Ward, District 1 Ho Chi Minh City, Vietnam
Auditor	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 2023.

The Company's Board of Management is responsible for the preparation 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 65 give a true and fair view of the financial position of the Company as at 31 December 2023, and of its results of operations and the 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, 4 March 2024



KPMG Limited Branch
10th Floor, Sun Wah Tower
115 Nguyen Hue Street, Ben Nghe Ward
District 1, Ho Chi Minh City, Vietnam
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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 2023, the statements of income, 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 4 March 2024, as set out on pages 6 to 65.

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 2023 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.: 23-01-00343-24-1



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

Ho Chi Minh City, 4 March 2024

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

Phu Hung Securities Corporation
Statement of financial position as at 31 December 2023 (continued)

Form B01 – CTCK

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

	Code	Note	31/12/2023 VND	31/12/2022 VND
ASSETS				
A CURRENT ASSETS (100 = 110 + 130)	100		3,959,452,700,074	3,594,952,135,875
I Financial assets	110		3,954,792,801,205	3,591,804,899,063
1 Cash and cash equivalents	111	5	196,824,308,864	763,880,564,438
1.1 Cash	111.1		91,373,936,013	55,080,564,438
1.2 Cash equivalents	111.2		105,450,372,851	708,800,000,000
2 Financial assets at fair value through profit or loss ("FVTPL")	112	7(a)	90,634,482,673	6,715,109,065
3 Held-to-maturity investments	113	7(b)	654,213,238,356	768,313,246,576
4 Loans receivable	114	7(c)	2,951,919,275,244	1,991,637,329,285
6 Allowance for diminution in value of financial assets	116	11(a)	(30,551,507,140)	(13,161,395,486)
7 Receivables	117	8	74,788,081,049	57,343,194,800
7.2 Dividend and interest receivables from financial assets	117.2		74,788,081,049	57,343,194,800
8 Prepayments to suppliers	118		7,108,023,307	1,699,892,844
9 Receivables from services rendered	119	9	3,964,076,031	9,823,664,112
12 Other receivables	122	10	12,786,514,140	13,006,432,355
13 Allowance for doubtful debts	129	11(b)	(6,893,691,319)	(7,453,138,926)
II Other current assets	130		4,659,898,869	3,147,236,812
1 Advances	131		162,595,400	98,000,000
3 Short-term prepaid expenses	133	12(a)	4,497,303,469	3,049,236,812
B LONG-TERM ASSETS (200 = 220 + 240 + 250)	200		81,285,669,824	81,271,404,320
II Fixed assets	220		23,745,314,509	30,020,996,970
1 Tangible fixed assets	221	13	13,805,025,065	17,836,383,954
Cost	222		47,229,401,364	46,081,175,822
Accumulated depreciation	223a		(33,424,376,299)	(28,244,791,868)
3 Intangible fixed assets	227	14	9,940,289,444	12,184,613,016
Cost	228		26,091,616,400	25,271,616,400
Accumulated amortisation	229a		(16,151,326,956)	(13,087,003,384)
IV Construction in progress	240	15	-	1,633,369,056
V Other long-term assets	250		57,540,355,315	49,617,038,294
1 Long-term deposits	251	16	5,637,869,733	4,624,178,350
2 Long-term prepaid expenses	252	12(b)	18,287,789,360	16,785,221,733
3 Deferred tax assets	253	17	6,591,125,211	3,704,283,910
4 Deposits at Payment Support Fund	254	18	16,964,116,068	14,464,116,068
5 Other long-term assets	255	19	10,059,454,943	10,039,238,233
TOTAL ASSETS (270 = 100+200)	270		4,040,738,369,898	3,676,223,540,195

The accompanying notes are an integral part of these financial statements

Phu Hung Securities Corporation
Statement of financial position as at 31 December 2023 (continued)

Form B01 – CTCK

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

	Code	Note	31/12/2023 VND	31/12/2022 VND
C LIABILITIES (300 = 310 + 340)	300		2,428,745,823,487	2,078,779,920,986
I Current liabilities	310		2,426,614,761,125	2,076,799,906,542
1 Short-term borrowings and finance lease liabilities	311		1,990,040,000,000	1,833,020,000,000
1.1 Short-term borrowings	312	20	1,990,040,000,000	1,833,020,000,000
6 Accounts payable for securities trading activities	318	21	389,121,316,960	199,342,817,216
8 Accounts payable to suppliers	320		66,259,697	431,709,828
10 Taxes payable to State Treasury	322	22	11,982,298,962	15,255,012,141
11 Payables to employees	323		-	6,146,000
12 Employees' benefits payable	324		372,753,773	370,446,773
13 Accrued expenses	325	23	23,311,796,104	18,899,320,991
17 Other payables	329	24	11,720,335,629	9,474,453,593
II Long-term liabilities	340		2,131,062,362	1,980,014,444
12 Provisions – long-term	354		2,131,062,362	1,980,014,444
D EQUITY (400 = 410)	400		1,611,992,546,411	1,597,443,619,209
I Owners' equity	410		1,611,992,546,411	1,597,443,619,209
1 Share capital	411	25	1,500,097,005,000	1,500,097,005,000
1.1 Share capital	411.1		1,500,098,190,000	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
5 Financial reserve	415		-	12,064,998,139
7 Retained profits	417		99,830,543,272	73,216,617,931
7.1 Realised profits	417.1		105,003,116,298	24,115,514,543
7.2 Unrealised (losses)/profits	417.2		(5,172,573,026)	49,101,103,388
TOTAL LIABILITIES AND EQUITY (440 = 300 + 400)	440		4,040,738,369,898	3,676,223,540,195

The accompanying notes are an integral part of these financial statements

Phu Hung Securities Corporation**Statement of financial position as at 31 December 2023 (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**

	Code	31/12/2023 VND	31/12/2022 VND
A. THE COMPANY'S ASSETS AND LIABILITIES			
6 Shares in circulation (quantity of securities)	006	150,009,329	150,009,329
7 Treasury shares (quantity of securities)	007	490	490
8 Listed/registered financial assets at Vietnam Securities Depository ("VSD") of the Company	008	13,602,690,000	1,313,540,000
9 The Company's financial assets custodied at VSD but not yet traded	009	2,420,000	2,500,000
10 The Company's financial assets in transit	010	218,600,000	57,000,000
13 The Company's right to receive financial assets	013	149,200,000	6,710,000
14 Cover Warrant (quantity)	014	1,065,800	-
B. ASSETS AND LIABILITIES RELATING TO ASSETS MANAGED BY THE COMPANY			
1 Investors'/customers' listed/registered financial assets at VSD	021	8,178,036,075,000	6,855,539,762,000
a Freely traded financial assets	021.1	7,489,234,325,000	6,168,361,102,000
b Financial assets restricted on transfer	021.2	27,916,510,000	109,765,880,000
c Pledged financial assets	021.3	218,667,990,000	203,667,990,000
d Blocked financial assets	021.4	312,000,690,000	308,993,160,000
e Financial assets awaiting settlement	021.5	130,216,560,000	64,751,630,000
2 Investors'/customers' financial assets custodied at VSD but not yet traded	022	371,080,410,000	606,584,450,000
a Freely traded financial assets custodied at VSD but not yet traded	022.1	75,800,070,000	96,265,250,000
b Custodied financial assets at VSD but not yet traded and restricted on transfer	022.2	295,280,340,000	510,319,200,000
3 Investors'/customers' financial assets in transit	023	164,619,850,000	97,802,768,000
6 Investors'/customers' rights to receive financial assets	025	8,242,480,000	6,480,280,000
7 Customers' deposits	026	763,571,527,689	486,676,329,967
7.1 Customers' cash deposits managed by the Company for securities transactions	027	425,156,275,773	219,474,250,558
7.2 Customers' margin deposits at VSD	027.1	338,415,251,916	267,202,079,409

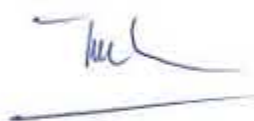
The accompanying notes are an integral part of these financial statements

Phu Hung Securities Corporation**Statement of financial position as at 31 December 2023 (continued)****Form B01 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)*

	Code	31/12/2023 VND	31/12/2022 VND
8 Payables to customers for cash deposits managed by the Company for securities transactions	031	425,156,275,773	219,474,250,558
8.1 Payables to domestic customers for cash deposits managed by the Company for securities transactions	031.1	420,204,181,753	201,859,275,797
8.2 Payables to foreign customers for cash deposits managed by the Company for securities transactions	031.2	4,952,094,020	17,614,974,761

4 March 2024

Prepared by:

Ms. Nguyen Phuong Trinh
Accounting Staff

Reviewed by:

Ms. Do Thi Ai Vy
Chief Accountant

Approved by:

Mr. Chen Chia Ken
General Director

Phu Hung Securities Corporation
Statement of income for the year ended 31 December 2023 (continued)

Form B02 – CTCK

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

		Code	Note	2023 VND	2022 VND
III	FINANCIAL INCOME				
3.1	Realised and unrealised foreign exchange gains	41		39,327,917,136	57,236,901,439
3.2	Interest income from bank deposits	42		1,431,687,677	997,023,800
	Total financial income	50		40,759,604,813	58,233,925,239
IV	FINANCIAL EXPENSES				
4.1	Realised and unrealised foreign exchange losses	51		84,859,712,000	126,592,566,799
4.2	Interest expense	52	30	149,125,757,455	87,384,149,853
	Total financial expenses	60		233,985,469,455	213,976,716,652
VI	GENERAL AND ADMINISTRATION EXPENSES	62	31	103,166,761,773	96,158,826,067
VII	RESULTS FROM OPERATING ACTIVITIES (70 = 20 + 50 – 40 – 60 – 62)	70		56,359,359,351	72,936,565,655
VIII	OTHER INCOME AND OTHER EXPENSES				
8.1	Other income	71		468,124,194	806,933,548
8.2	Other expenses	72		628,242,585	60,625,404
	Results from other activities (80 = 71 – 72)	80		(160,118,391)	746,308,144
IX	ACCOUNTING PROFIT BEFORE TAX (90 = 70 + 80)	90		56,199,240,960	73,682,873,799
9.1	Realised profit before tax	91		110,472,917,374	35,464,128,776
9.2	Unrealised (loss)/profit before tax	92		(54,273,676,414)	38,218,745,023

The accompanying notes are an integral part of these financial statements

Phu Hung Securities Corporation

Statement of income for the year ended 31 December 2023 (continued)

Form B02 – CTCK

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

				2023	2022
		Code	Note	VND	VND
X	INCOME TAX EXPENSE	100		11,648,447,958	13,703,672,240
10.1	Income tax expense - current	100.1	32	14,535,289,259	17,129,325,656
10.2	Income tax benefit - deferred	100.2	32	(2,886,841,301)	(3,425,653,416)
XI	NET PROFIT AFTER TAX (200 = 90 - 100)	200		44,550,793,002	59,979,201,559
XII	OTHER COMPREHENSIVE INCOME	300		-	-
XIII	EARNINGS PER SHARE	500			
13.1	Basic earnings per share	501	33	297	400

4 March 2024

Prepared by:

Reviewed by:

Approved by:



Ms. Nguyen Phuong Trinh
Accounting Staff



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
Statement of cash flows for the year ended 31 December 2023
(Indirect method)

Form B03 – CTCK

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

	Code	2023 VND	2022 VND
I CASH FLOWS FROM OPERATING ACTIVITIES			
1 Profit before tax	01	56,199,240,960	73,682,873,799
2 Adjustments for	02	214,689,026,513	52,377,239,979
Depreciation and amortisation of fixed assets	03	8,862,034,251	8,487,858,178
Allowances and provisions	04	16,981,711,965	7,650,025,023
Unrealised foreign exchange losses/(gains)	05	57,165,000,000	(40,560,000,000)
Interest expense	06	149,125,757,455	87,384,149,853
Gains from disposals of fixed assets	07	(590,909)	-
Accrued interest income	08	(17,444,886,249)	(10,584,793,075)
3 Change in non-monetary expenses	10	97,310,158	513,762,373
Increase in revaluation losses from financial assets at FVTPL	11	97,310,158	513,762,373
4 Change in non-monetary income	18	(2,988,633,744)	1,827,492,604
(Increase)/decrease in revaluation gains from financial assets at FVTPL	19	(2,988,633,744)	1,827,492,604
5 Operating profit before changes in working capital (30 = 01 + 02 + 10 + 18)	30	267,996,943,887	128,401,368,755
(Increase)/decrease in financial assets at FVTPL	31	(80,838,781,811)	10,365,336,095
Decrease/(increase) in held-to-maturity	32	114,100,008,220	(168,090,246,576)
(Increase)/decrease in loans receivable	33	(960,281,945,959)	1,546,456,245,375
Decrease in receivables from services rendered	37	5,859,588,081	150,237,555,187
Decrease in other receivables	39	219,918,215	96,497,669
Increase in other assets	40	(3,598,503,493)	(2,684,677,085)
Increase/(decrease) in accrued expenses	41	1,657,810,127	(11,099,522,031)
Decrease/(increase) in prepaid expenses	42	3,499,290,900	(546,339,121)
Corporate income tax paid	43	(14,534,752,098)	(19,239,475,429)
Interest paid	44	(146,371,092,469)	(86,660,493,478)
Decrease in accounts payable	45	(5,773,580,594)	(1,986,291,289)
Increase/(decrease) in employees' benefits payables	46	2,307,000	(4,216,050)
Decrease in taxes payable to State Treasury	47	(3,273,250,340)	(1,135,864,875)
Decrease in payables to employees	48	(6,146,000)	-
Increase/(decrease) in other payables	50	199,425,944,169	(649,012,692,420)
Net cash flows from operating activities	60	(621,916,242,165)	895,097,184,727

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 2023
(Indirect method – continued)

Form B03 – CTCK

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

	Code	2023 VND	2022 VND
II CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for additions to fixed assets and other long-term assets	61	(7,402,907,918)	(10,323,714,256)
Receipts from disposals of fixed assets	62	590,909	-
Net cash flows from investing activities	70	(7,402,317,009)	(10,323,714,256)
III CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from short-term borrowing	73	9,392,294,124,101	11,877,850,193,200
Payments to settle borrowing principals	74	(9,292,439,124,101)	(12,259,270,193,200)
Dividends paid to the shareholders	76	(37,592,696,400)	(64,248,495,240)
Net cash flows from financing activities	80	62,262,303,600	(445,668,495,240)
Net cash flows during the year	90	(567,056,255,574)	439,104,975,231
Cash and cash equivalents at the beginning of the year	101	763,880,564,438	324,775,589,207
Cash and cash equivalents at the end of the year (Note 5)	103	196,824,308,864	763,880,564,438
▪ Cash	103.1	91,373,936,013	55,080,564,438
▪ Cash equivalents	103.2	105,450,372,851	708,800,000,000

The accompanying notes are an integral part of these financial statements

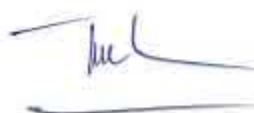
Phu Hung Securities Corporation
Statement of cash flows for the year ended 31 December 2023
(Indirect method – continued)

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

CASH FLOWS OF CUSTOMERS FOR BROKERAGE AND ENTRUSTMENT ACTIVITIES

	Code	2023 VND	2022 VND
Cash flows of customers for brokerage and entrustment activities			
Proceeds from sales of securities brokered by the Company	01	38,749,240,984,544	55,278,898,044,103
Payments for purchases of securities brokered by the Company	02	(39,824,401,812,944)	(53,472,664,033,750)
Deposits received to settle securities transactions of customers	07	55,500,518,225,396	68,602,863,817,464
Investors' margin deposits at VSD	07.1	71,213,172,507	179,309,741,391
Payments to settle securities transactions of customers	08	(54,217,612,309,741)	(70,398,012,296,993)
Payments for custody fee of customers' securities	11	(2,063,062,040)	(1,820,656,232)
Net cash flows during the year	20	276,895,197,722	188,574,615,983
Cash and cash equivalents of customers at the beginning of the year			
Cash in banks at the beginning of the year	31	486,676,329,967	298,101,713,984
▪ Cash deposits for securities transactions of customers managed by the Company	32	486,676,329,967	298,101,713,984
Cash and cash equivalents of customers at the end of the year (40 = 20 + 30)	40	763,571,527,689	486,676,329,967
Cash in banks at the end of the year	41	763,571,527,689	486,676,329,967
▪ Cash deposits for securities transactions of customers managed by the Company	42	763,571,527,689	486,676,329,967
In which: Investors' margin deposits at VSD		338,415,251,916	267,202,079,409

Prepared by:



Ms. Nguyen Phuong Trinh
Accounting Staff

4 March 2024

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

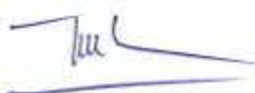
Phu Hung Securities Corporation
Statement of changes in equity for the year ended 31 December 2023

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	
	1/1/2022	1/1/2023	31/12/2022	31/12/2022	31/12/2023	31/12/2023	31/12/2022	31/12/2023
	VND	VND	Increase VND	(Decrease) VND	Increase VND	(Decrease) VND	VND	VND
Share capital	1,400,000,000,000	1,500,098,190,000	100,098,190,000	-	-	-	1,500,098,190,000	1,500,098,190,000
Treasury shares	(1,185,000)	(1,185,000)	-	-	-	-	(1,185,000)	(1,185,000)
Reserve to supplement share capital	12,064,998,139	12,064,998,139	-	-	-	-	12,064,998,139	12,064,998,139
Financial reserve	12,064,998,139	12,064,998,139	-	-	(12,064,998,139)	(12,064,998,139)	12,064,998,139	-
Retained profits	180,535,371,172	73,216,617,931	59,979,201,559	(167,297,954,800)	110,889,467,555	(84,275,542,214)	73,216,617,931	99,830,543,272
<i>In which:</i>								
Realised profits	169,653,012,807	24,115,514,543	21,760,456,536	(167,297,954,800)	98,824,469,416	(30,001,865,800)	24,115,514,543	92,938,118,159
Transfer from financial reserve	-	-	-	-	12,064,998,139	-	-	12,064,998,139
Unrealised (losses)/ profits	10,882,358,365	49,101,103,388	38,218,745,023	-	-	(54,273,676,414)	49,101,103,388	(5,172,573,026)
Total	1,604,664,182,450	1,597,443,619,209	160,077,391,559	(167,297,954,800)	110,889,467,555	(96,340,540,353)	1,597,443,619,209	1,611,992,546,411

4 March 2024

Prepared by:



Ms. Nguyen Phuong Trinh
Accounting Staff

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

Notes to the financial statements for the year ended 31 December 2023

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. Establishment and Operation Licence was revised many times, and the latest update was Establishment and Operation Licence No. 110/GPDC-UBCK dated 10 November 2022 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/QĐ-SGDHN issued by Ha Noi Stock Exchange on 19 July 2019.

(b) The Company’s charter capital

As at 31 December 2023, the Company’s charter capital was VND 1,500,098,190,000 (31/12/2022: VND1,500,098,190,000).

(c) Principal activities

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

(d) Normal operating cycle

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

(e) Number of employees

As at 31 December 2023, the Company had 382 employees (31/12/2022: 356 employees).

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (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 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 2023 (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 the Company. 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);
- Loans receivable: see Note 3(f);

Except for covered warrant payables measured at FVTPL as described in Note 3(h), the Company classifies all of its financial liabilities as financial liabilities 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 2023 (continued)

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(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 reporting 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 reporting period.

For unlisted securities 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 reporting 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 including derivative instruments to be settled by 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.

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(f) Loans receivable

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

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

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

(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.

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(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 year 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 reporting date, 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 reporting period.

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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.

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(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 ("VSD") (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.

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Notes to the financial statements for the year ended 31 December 2023 (continued)

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(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 operation or cash flows for the prior year.

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.

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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 reporting period was as follows:

	31/12/2023 VND	31/12/2022 VND
Cash in banks and cash equivalents (i)	196,820,272,609	763,877,428,183
Held-to-maturity investments (i)	654,213,238,356	768,313,246,576
Loans receivable – gross (ii)	2,951,919,275,244	1,991,637,329,285
Receivables (ii)	74,788,081,049	57,343,194,800
Receivables from services rendered (ii)	3,964,076,031	9,823,664,112
Other receivables (ii)	12,786,514,140	13,006,432,355
Deposits at Payment Support Fund	16,964,116,068	14,464,116,068
Long-term deposits	5,637,869,733	4,624,178,350
Other long-term assets	10,059,454,943	10,039,238,233
	<hr/> 3,927,152,898,173	<hr/> 3,633,128,827,962 <hr/>

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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 is as follows:

	31/12/2023 VND	31/12/2022 VND
Advances to customers for securities trading activities being overdue of more than 3 years	11,174,224,109	11,441,401,806
Margin loans being overdue of more than 3 years	4,443,207,793	3,924,199,169
Margin loans being overdue of from 2 to 3 years	-	862,826,748
Margin loans being overdue from 1 to 2 years	48,291,197,147	-
Margin loans being overdue of under 1 year	-	48,291,197,147
	<hr/> 63,908,629,049	<hr/> 64,519,624,870

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

	31/12/2023 VND	31/12/2022 VND
Listed or registered securities on	4,280,532,790	3,988,262,880
▪ The Ho Chi Minh City Stock Exchange	966,990	5,253,080
▪ UPCOM	4,279,565,800	3,983,009,800
Blocked financial assets	22,182,897,800	39,916,827,578
	<hr/> 26,463,430,590	<hr/> 43,905,090,458

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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 is as follows:

	31/12/2023 VND	31/12/2022 VND
Advances to customers for securities trading activities being overdue of more than 3 years	921,228,900	732,072,435
Margin loans being overdue of under 1 year	-	770,013,968
Margin loans being overdue from 1 to 2 years	770,013,968	-

(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:

As at 31 December 2023	Carrying amount VND	Contractual cash flows VND	Within 1 year VND
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
	2,403,073,839,019	2,459,640,329,354	2,459,640,329,354
As at 31 December 2022	Carrying amount VND	Contractual cash flows VND	Within 1 year VND
Short-term borrowings	1,833,020,000,000	1,874,732,368,176	1,874,732,368,176
Accounts payable for securities trading activities	199,342,817,216	199,342,817,216	199,342,817,216
Accounts payable to suppliers	431,709,828	431,709,828	431,709,828
Accrued expenses	8,184,877,050	8,184,877,050	8,184,877,050
Other payables	9,474,453,593	9,474,453,593	9,474,453,593
	2,050,453,857,687	2,092,166,225,863	2,092,166,225,863

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.

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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:

	31/12/2023		31/12/2022	
	USD	VND equivalent	USD	VND equivalent
Short-term borrowings	66,000,000	1,613,040,000,000	73,000,000	1,733,020,000,000

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

	Exchange rate as at	
	31/12/2023	31/12/2022
USD/VND	24,440	23,740

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 annual accounting period. This analysis assumes that all other variables, in particular interest rates, remain constant.

	Effect to net profit after tax VND
As at 31 December 2023	
USD (3% strengthening against VND) – decrease in net profit	38,712,960,000
As at 31 December 2022	
USD (4% strengthening against VND) – decrease in net profit	55,456,640,000

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

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)***(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:

	Carrying amount	
	31/12/2023 VND	31/12/2022 VND
Interest-bearing instruments		
Cash in banks and cash equivalents	196,820,272,609	763,877,428,183
Held-to-maturity investments	654,213,238,356	768,313,246,576
Loans receivable – net	2,921,367,768,104	1,978,475,933,799
Deposits at Payment Support Fund	16,964,116,068	14,464,116,068
Other long-term assets	10,059,454,943	10,039,238,233
Short-term borrowings	(1,990,040,000,000)	(1,833,020,000,000)

(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 2023 and 31 December 2022, 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.

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(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:

	31/12/2023		31/12/2022	
	Carrying amount VND	Fair value VND	Carrying amount VND	Fair value VND
<i>Categorised as financial assets at fair value through profit or loss:</i>				
▪ Financial assets at fair value through profit or loss				
• Listed shares	39,528,199,108	39,528,199,108	6,304,703,558	6,304,703,558
• Shares registered for trading on UPCOM	27,689,899	27,689,899	395,505,500	395,505,500
• Unlisted shares	15,046,527	15,046,527	14,900,007	14,900,007
▪ Fund certificates	51,063,547,139	51,063,547,139	-	-
<i>Categorised as held-to-maturity investments:</i>				
▪ Term deposits at banks	654,213,238,356	654,213,238,356	768,313,246,576	768,313,246,576
<i>Categorised as loans and receivables:</i>				
▪ Cash and cash equivalents	196,824,308,864	196,824,308,864	763,880,564,438	763,880,564,438
▪ Loans receivable - net	2,921,367,768,104	(*)	1,978,475,933,799	(*)
▪ Receivables	74,788,081,049	(*)	57,343,194,800	(*)
▪ Receivables from services rendered	3,964,076,031	(*)	9,823,664,112	(*)
▪ Other receivables - net	5,892,822,821	(*)	5,553,293,429	(*)
▪ Deposits at Payment Support Fund	16,964,116,068	(*)	14,464,116,068	(*)
▪ Other long-term assets	10,059,454,943	(*)	10,039,238,233	(*)

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (continued)

Form B09 – CTCK

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

	31/12/2023		31/12/2022	
	Carrying amount VND	Fair value VND	Carrying amount VND	Fair value VND
Financial liabilities				
<i>Categorised as financial liabilities at fair value through profit or loss:</i>				
Covered warrant payables	(6,479,570,000)	(6,479,570,000)	-	-
Financial liabilities				
<i>Categorised as financial liabilities measured at amortised cost:</i>				
▪ Short-term borrowings	(1,990,040,000,000)	(*)	(1,833,020,000,000)	(*)
▪ Accounts payable for securities trading activities	(389,121,316,960)	(*)	(199,342,817,216)	(*)
▪ Accounts payable to suppliers	(66,259,697)	(*)	(431,709,828)	(*)
▪ Accrued expenses	(12,125,926,733)	(*)	(8,184,877,050)	(*)
▪ Other payables	(11,720,335,629)	(*)	(9,474,453,593)	(*)

- (*) 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 2023 (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**

	31/12/2023 VND	31/12/2022 VND
Cash on hand	4,036,255	3,136,255
Cash in banks	91,369,899,758	55,077,428,183
Cash equivalents (i)	105,450,372,851	708,800,000,000
	<hr/>	<hr/>
	196,824,308,864	763,880,564,438

- (i) As at 31 December 2023, cash and cash equivalents represented term deposits with original terms to maturity of not exceeding 3 months and earned interest at rates ranging from 1.8% to 3.8% (31/12/2022: from 5.0% to 6.0%) per annum.

As at 31 December 2023, cash and cash equivalents of VND105,450,372,851 were pledged with banks as security for loans granted to the Company (31/12/2022: VND91,000,000,000) (Note 20).

6. Volume and value of securities transactions during the year

	2023		2022	
	Volume of transactions	Value of transactions VND	Volume of transactions	Value of transactions VND
a) The Company				
Shares	11,318,382	331,662,575,670	2,753,544	142,311,582,746
Bonds	-	-	11,382,564	1,154,627,879,404
Other securities	36,467,249	141,520,479,530	-	-
b) Investors/customers				
Shares	4,283,789,996	83,402,646,328,420	4,180,501,483	115,920,499,518,256
Bonds	16,030,756	1,717,217,393,028	11,840,000	1,208,643,990,000
Other securities	47,787,498	83,383,341,310	31,782,340	49,545,054,710
	<hr/>	<hr/>	<hr/>	<hr/>
	4,395,393,881	85,676,430,117,958	4,238,259,931	118,475,628,025,116

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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**

	31/12/2023		31/12/2022	
	Cost VND	Fair value VND	Cost VND	Fair value VND
Listed shares	38,225,051,062	39,528,199,108	7,002,606,666	6,304,703,558
Shares registered for trading on UPCOM	27,689,899	27,689,899	411,499,004	395,505,500
Unlisted shares	15,046,527	15,046,527	14,900,007	14,900,007
Fund certificates	50,000,000,000	51,063,547,139	-	-
	88,267,787,488	90,634,482,673	7,429,005,677	6,715,109,065

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (continued)

Form B09 – CTCK
(Issued under Circular No. 334/2016/TT-BTC
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Fair values of financial assets at FVTPL at reporting date were as follows:

	Quantity	31 December 2023 Cost VND (1)	Fair value VND (2)	Revaluation difference as at 31 December 2023 Revaluation gain VND (3) = (2) – (1)	Revaluation loss VND (4) = (1) – (2)	Revaluation value VND (5) = (1) + (3) – (4)
Listed shares						
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
UPCOM						
Others	728	27,689,899	27,689,899	-	-	27,689,899
Unlisted shares						
Others	1,086	15,046,527	15,046,527	-	-	15,046,527
Fund certificate						
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 2023 (continued)

Form B09 – CTCK

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

	Quantity	31 December 2022	Fair value VND (2)	Revaluation difference as at 31 December 2022		
		Cost VND (1)		Revaluation gain VND (3) = (2) – (1)	Revaluation loss VND (4) = (1) – (2)	Revaluation value VND (5) = (1) + (3) – (4)
Listed shares						
BVH	22,753	1,165,751,609	1,060,289,800	-	105,461,809	1,060,289,800
FPT	13,453	1,042,382,403	1,034,535,700	345,241	8,191,944	1,034,535,700
SAB	4,320	757,425,917	721,008,000	-	36,417,917	721,008,000
VNM	9,288	700,618,373	706,816,800	6,563,759	365,332	706,816,800
GAS	5,240	558,255,913	531,860,000	127,138	26,523,051	531,860,000
BMP	6,612	395,393,294	396,720,000	1,326,706	-	396,720,000
PNJ	3,472	373,050,384	312,132,800	745,049	61,662,633	312,132,800
DHG	3,755	322,563,150	318,799,500	450,000	4,213,650	318,799,500
VJC	1,415	169,918,774	154,942,500	-	14,976,274	154,942,500
SSI	5,051	167,466,279	89,402,700	-	78,063,579	89,402,700
SHB	3,782	72,149,310	37,630,900	-	34,518,410	37,630,900
MSB	4,141	67,396,518	51,762,500	-	15,634,018	51,762,500
Others	47,309	1,210,234,742	888,802,358	46,653,039	368,085,423	888,802,358
	130,591	7,002,606,666	6,304,703,558	56,210,932	754,114,040	6,304,703,558
UPCOM						
ACV	4,600	397,386,094	389,160,000	-	8,226,094	389,160,000
Others	755	14,112,910	6,345,500	487,776	8,255,186	6,345,500
	5,355	411,499,004	395,505,500	487,776	16,481,280	395,505,500

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (continued)

Form B09 – CTCK

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

	Quantity	31 December 2022	Fair value VND (2)	Revaluation difference as at 31 December 2022		
		Cost VND (1)		Revaluation gain VND (3) = (2) – (1)	Revaluation loss VND (4) = (1) – (2)	Revaluation value VND (5) = (1) + (3) – (4)
Unlisted shares						
TAC	137	6,403,885	6,403,885	-	-	6,403,885
ROS	572	3,575,700	3,575,700	-	-	3,575,700
Others	369	4,920,422	4,920,422	-	-	4,920,422
	1,078	14,900,007	14,900,007	-	-	14,900,007
	137,024	7,429,005,677	6,715,109,065	56,698,708	770,595,320	6,715,109,065

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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**

	31/12/2023		31/12/2022	
	Cost VND	Fair value VND	Cost VND	Fair value VND
Term deposits at banks with original terms to maturity of more than 3 months to 1 year (i)	654,213,238,356	(*)	768,313,246,576	(*)

- (i) As at 31 December 2023, term deposits at banks amounting to VND564,213,238,356 were pledged with banks as security for loans granted to the Company (31/12/2022: VND718,313,246,576) (Note 20).

As at 31 December 2023, the term deposits earned interest at rates ranging from 2.5% to 8.7% (31/12/2022: from 4.0% to 10.5%) per annum.

(c) Loans receivable

	31/12/2023		31/12/2022	
	Cost VND	Fair value VND	Cost VND	Fair value VND
Margin loans (i)	2,890,043,967,369	(*)	1,961,759,634,420	(*)
Advances to customers for the proceeds from selling securities (ii)	61,875,307,875	(*)	29,877,694,865	(*)
	2,951,919,275,244		1,991,637,329,285	

- (i) As at 31 December 2023, margin loans had original terms to maturity of 90 days and earned annual interest at rates ranging from 10.0% to 13.5% (31/12/2022: from 10.5% to 14.5%) per annum. The initial margin is ranging from 50% to 90% (31/12/2022: from 50% to 90%) and maintenance margin for the margin trade is ranging from 30% to 70% (31/12/2022: from 30% to 70%).

- (ii) As at 31 December 2023, advances to customers for the proceeds from selling securities earned interest at rates ranging from 10.5% to 13.5% (31/12/2022: from 11.5% to 14.5%) per annum.

- (*) 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 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)***8. Receivables**

	31/12/2023 VND	31/12/2022 VND
Interest receivable from margin loans	50,865,657,812	38,674,541,319
Interest receivable from term deposits at banks	22,028,335,567	18,610,954,851
Interest receivable from certificates of deposit	1,894,087,670	57,698,630
	<hr/>	<hr/>
	74,788,081,049	57,343,194,800

9. Receivables from services rendered

	31/12/2023 VND	31/12/2022 VND
Receivables from clearing and settlement of securities transactions	1,461,969,950	7,818,970,000
Receivables from securities custody activities	1,770,230,617	1,195,186,990
Receivables from securities brokerage activities	491,051,396	188,065,523
Other receivables	240,824,068	621,441,599
	<hr/>	<hr/>
	3,964,076,031	9,823,664,112

10. Other receivables

	31/12/2023 VND	31/12/2022 VND
Advances to customers for securities trading activities	12,095,453,009	12,173,474,241
Others	691,061,131	832,958,114
	<hr/>	<hr/>
	12,786,514,140	13,006,432,355

11. Allowance for diminution in value of financial assets and doubtful debts**(a) Allowance for diminution in value of financial assets****2023**

	As at 31/12/2023			Allowance as at 31/12/2022 VND	Allowance made during the year VND
	Cost VND	Recoverable amount VND	Allowance VND		
Margin loans	52,734,404,940	22,182,897,800	30,551,507,140	13,161,395,486	17,390,111,654

2022

	As at 31/12/2022			Allowance as at 31/12/2021 VND	Allowance made during the year VND
	Cost VND	Recoverable amount VND	Allowance VND		
Margin loans	53,078,223,064	39,916,827,578	13,161,395,486	6,837,025,917	6,324,369,569

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (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 (continued)

(b) Allowance for doubtful debts

2023

	As at 31/12/2023			Allowance as at 31/12/2022 VND	Allowance reversed during the year VND
	Cost VND	Recoverable amount VND	Allowance VND		
Advances to customers for securities trading activities	11,174,224,109	4,280,532,790	6,893,691,319	7,453,138,926	(559,447,607)

2022

	As at 31/12/2022			Allowance as at 31/12/2021 VND	Allowance made during the year VND
	Cost VND	Recoverable amount VND	Allowance VND		
Advances to customers for securities trading activities	11,441,401,806	3,988,262,880	7,453,138,926	6,315,487,082	1,137,651,844

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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**

	31/12/2023 VND	31/12/2022 VND
Maintenance expense	725,350,312	520,069,553
Rental fees	519,961,414	397,739,634
Others	3,251,991,743	2,131,427,625
	<hr/>	<hr/>
	4,497,303,469	3,049,236,812

(b) Long-term prepaid expenses

	31/12/2023 VND	31/12/2022 VND
Tools and instruments	5,382,643,332	5,107,800,698
Software	2,657,600,356	3,084,781,893
IT equipment	1,304,324,849	1,241,152,015
Office renovation	8,593,137,409	6,771,407,807
Others	350,083,414	580,079,320
	<hr/>	<hr/>
	18,287,789,360	16,785,221,733

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

	2023 VND	2022 VND
Opening balance	16,785,221,733	13,006,695,427
Additions during the year	7,886,872,588	6,614,398,564
Transfers from construction in progress	5,118,797,232	6,547,406,933
Amortisation during the year	(11,503,102,193)	(9,383,279,191)
	<hr/>	<hr/>
Closing balance	18,287,789,360	16,785,221,733

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (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**

2023	Leasehold improvements VND	Office equipment VND	Motor vehicles VND	Fixtures and fittings VND	Total VND
Cost					
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
Transfers 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
Accumulated depreciation					
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
Net book value					
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

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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)**

2022	Leasehold improvements VND	Office equipment VND	Motor vehicles VND	Fixtures and fittings VND	Total VND
Cost					
Opening balance	1,347,351,678	39,688,270,879	2,265,440,000	327,405,769	43,628,468,326
Additions	-	5,852,395,200	-	-	5,852,395,200
Transfer from construction in progress	-	-	-	126,117,200	126,117,200
Disposals	(746,169,459)	(2,779,635,445)	-	-	(3,525,804,904)
Closing balance	601,182,219	42,761,030,634	2,265,440,000	453,522,969	46,081,175,822
Accumulated depreciation					
Opening balance	1,347,351,678	23,508,117,474	1,439,310,078	53,155,408	26,347,934,638
Charge for the year	-	4,788,715,568	546,246,857	87,699,709	5,422,662,134
Disposals	(746,169,459)	(2,779,635,445)	-	-	(3,525,804,904)
Closing balance	601,182,219	25,517,197,597	1,985,556,935	140,855,117	28,244,791,868
Net book value					
Opening balance	-	16,180,153,405	826,129,922	274,250,361	17,280,533,688
Closing balance	-	17,243,833,037	279,883,065	312,667,852	17,836,383,954

Included in tangible fixed assets were assets costing VND16,813,082,725 which were fully depreciated as at 31 December 2023, but which are still in use (31/12/2022: VND15,389,708,973).

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (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**

	2023 Software VND	2022 Software VND
Cost		
Opening balance	25,271,616,400	22,433,666,400
Transfers from construction in progress	480,000,000	-
Additions	340,000,000	2,837,950,000
Closing balance	26,091,616,400	25,271,616,400
Accumulated amortisation		
Opening balance	13,087,003,384	10,021,807,340
Charge for the year	3,064,323,572	3,065,196,044
Closing balance	16,151,326,956	13,087,003,384
Net book value		
Opening balance	12,184,613,016	12,411,859,060
Closing balance	9,940,289,444	12,184,613,016

Included in intangible fixed assets were assets costing VND8,596,466,400 which were fully depreciated as at 31 December 2023, but which are still in use (31/12/2022: VND8,161,659,400).

15. Construction in progress

	31/12/2023 VND	31/12/2022 VND
Opening balance	1,633,369,056	3,461,452,486
Additions during the year	5,687,216,288	5,097,789,503
Transfers to tangible fixed assets	(390,660,160)	(126,117,200)
Transfers to long-term prepaid expenses	(5,118,797,232)	(6,547,406,933)
Transfers to short-term prepaid expenses	(1,331,127,952)	(252,348,800)
Transfers to intangible fixed assets	(480,000,000)	-
Closing balance	-	1,633,369,056

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)***16. Long-term deposits**

	31/12/2023 VND	31/12/2022 VND
Security deposits for office, house and car rentals	5,637,869,733	4,624,178,350

17. Deferred tax assets and liabilities**Recognised deferred tax assets and liabilities**

	Tax rate	31/12/2023 VND	31/12/2022 VND
Deferred tax assets:			
Accrued expenses	20%	426,212,472	396,002,889
Allowance for diminution in value of financial assets	20%	6,600,398,133	3,165,501,699
Losses from revaluation of financial assets at FVTPL	20%	37,853,642	142,779,322
		7,064,464,247	3,704,283,910
Deferred tax liabilities:			
Gains from revaluation of financial assets at FVTPL	20%	(473,339,036)	-
Deferred tax assets - net		6,591,125,211	3,704,283,910

18. 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% trading value of brokerage activities for securities listed and registered for trading in the Stock Exchanges, of the most recent year, of which the maximum amount of annual contribution is VND2.5 billion.

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)*

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

	2023 VND	2022 VND
Opening balance	14,464,116,068	11,964,116,068
Deposits made during the year	1,884,661,158	1,809,659,347
Interest income	615,338,842	690,340,653
Closing balance	16,964,116,068	14,464,116,068

19. Other long-term assets

	31/12/2023 VND	31/12/2022 VND
Deposit at Clearing Fund for derivatives trading activities	10,059,454,943	10,039,238,233

According to Decision No. 97/QĐ-VSD dated 23 March 2017 issued by the Vietnam Securities Depository on regulations on management and use of clearing fund for derivative securities activities, the Company is required to contribute 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.

The Company has become a direct clearing member of Vietnam Securities Depository under Certificate of Clearing Member No. 04/GCN-UBCK issued by Vietnam Securities Depository since 16 June 2020.

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

	2023 VND	2022 VND
Opening balance	10,039,238,233	10,000,000,000
Interest income	20,216,710	39,238,233
Closing balance	10,059,454,943	10,039,238,233

20. Short-term borrowings

Description	Original currency	Annual interest rate %	Opening balance as at 1/1/2023 VND	Additions VND	Repayments VND	Foreign exchange revaluation differences VND	Closing balance as at 31/12/2023 VND
Short-term borrowings from							
▪ Domestic banks	VND	2.8% - 10.0%	100,000,000,000	6,471,754,124,101	(6,194,754,124,101)	-	377,000,000,000
▪ Foreign banks	USD	5.5% - 7.7%	1,733,020,000,000	2,920,540,000,000	(3,097,685,000,000)	57,165,000,000	1,613,040,000,000
			1,833,020,000,000	9,392,294,124,101	(9,292,439,124,101)	57,165,000,000	1,990,040,000,000

- (i) As at 31 December 2023, these borrowings are secured by cash and cash equivalents with carrying amount of VND105,450,372,851 (31/12/2022: VND91,000,000,000) (Note 5) and term deposits at banks with carrying amount of VND564,213,238,356 (31/12/2022: VND718,313,246,576) (Note 7(b)).

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)***21. Accounts payable for securities trading activities**

	31/12/2023 VND	31/12/2022 VND
Payables related to securities trading activities	294,490,534,600	115,820,407,530
Payables related to clearing and settlement of securities transactions	78,743,108,360	83,522,322,140
Covered warrants payables (*)	6,479,570,000	-
Others	9,408,104,000	87,546
	389,121,316,960	199,342,817,216

(*) As at 31 December 2023 and 31 December 2022, the details of covered warrants issued by the Company were as follows:

	31/12/2023		31/12/2022	
	Authorised Unit	Circulated Unit	Authorised Unit	Circulated Unit
CHPG2314	3,000,000	1,934,200	-	-

22. Taxes payable to State Treasury

	Opening balance as at 1/1/2023 VND	Incurred VND	Net-off/paid VND	Closing balance as at 31/12/2023 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

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC dated 27 December 2016 of the Ministry of Finance)*

	Opening balance as at 1/1/2022 VND	Incurred VND	Net-off/paid VND	Closing balance as at 31/12/2022 VND
Corporate income tax	5,985,851,287	17,129,325,656	(19,239,475,429)	3,875,701,514
Personal income tax	12,483,094,449	105,327,038,462	(107,577,666,089)	10,232,466,822
Value added tax	3,727,273	230,465,287	(213,746,801)	20,445,759
Foreign contractor withholding tax	28,353,780	7,343,112,372	(6,245,068,106)	1,126,398,046
	18,501,026,789	130,029,941,777	(133,275,956,425)	15,255,012,141

23. Accrued expenses

	31/12/2023 VND	31/12/2022 VND
Employee costs	11,185,869,371	10,714,443,941
Securities transaction fees	3,240,189,252	3,685,244,296
Interest expense	5,820,169,366	3,065,504,380
Consulting fees	92,803,065	143,548,420
Others	2,972,765,050	1,290,579,954
	23,311,796,104	18,899,320,991

24. Other payables

	31/12/2023 VND	31/12/2022 VND
Dividend payables	1,823,928,393	9,414,758,993
Payables to customers	9,884,000,000	21,174,000
Other payables	12,407,236	38,520,600
	11,720,335,629	9,474,453,593

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)***25. Share capital**

The Company's authorised and issued share capital are:

	31/12/2023		31/12/2022	
	Number of shares	VND	Number of shares	VND
Authorised share capital	150,009,819	1,500,098,190,000	150,009,819	1,500,098,190,000
Issued share capital				
Ordinary shares	150,009,819	1,500,098,190,000	150,009,819	1,500,098,190,000
Treasury shares				
Ordinary shares	(490)	(1,185,000)	(490)	(1,185,000)
Shares in circulation				
Ordinary shares	150,009,329	1,500,097,005,000	150,009,329	1,500,097,005,000

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

	2023		2022	
	Number of shares	VND	Number of shares	VND
Opening balance	150,009,819	1,500,098,190,000	140,000,000	1,400,000,000,000
Shares issued during the year	-	-	10,009,819	100,098,190,000
Closing balance	150,009,819	1,500,098,190,000	150,009,819	1,500,098,190,000

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

2023	Quantity	Average selling price VND	Proceeds VND	Costs VND	Gains/(losses) from sales of securities VND
Financial assets at FVTPL					
<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)
Covered warrants					
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 2023 (continued)

Form B09 – CTCK

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

2022	Quantity	Average selling price VND	Proceeds VND	Costs VND	Gains/(losses) from sales of securities VND
Financial assets at FVTPL					
<i>Listed shares and shares registered for trading on UPCOM</i>					
GAS	55,800	110,645	6,173,990,000	6,023,568,487	150,421,513
PNJ	47,900	110,279	5,282,380,000	5,127,181,638	155,198,362
BVH	90,600	56,374	5,107,465,000	5,056,712,731	50,752,269
FPT	58,000	87,727	5,088,160,000	4,856,955,764	231,204,236
SAB	25,800	178,060	4,593,950,000	4,362,126,983	231,823,017
MBB	133,500	25,644	3,423,525,000	3,688,576,566	(265,051,566)
HPG	98,200	31,434	3,086,865,000	3,763,413,663	(676,548,663)
PLX	56,500	45,940	2,595,625,000	2,844,492,400	(248,867,400)
SSI	81,300	29,769	2,420,250,000	2,673,571,892	(253,321,892)
VHM	29,492	75,316	2,221,207,600	2,352,901,318	(131,693,718)
Others	845,046	41,299	34,899,278,200	36,488,154,729	(1,588,876,529)
	1,522,138	49,202	74,892,695,800	77,237,656,171	(2,344,960,371)
<i>Listed bonds</i>					
VHM121024	2,741,282	100,742	276,161,743,802	275,890,585,602	271,158,200
MSN12003	1,450,000	103,451	150,003,250,000	149,928,300,000	74,950,000
MML121021	1,000,000	100,560	100,560,000,000	100,455,000,000	105,000,000
MSN12001	500,000	101,679	50,839,500,000	50,789,500,000	50,000,000
	5,691,282	101,482	577,564,493,802	577,063,385,602	501,108,200
	7,213,420	90,450	652,457,189,602	654,301,041,773	(1,843,852,171)

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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**

	2023 VND	2022 VND
Interest income from term deposits	73,112,766,792	49,989,155,905

28. Income from loans and receivables

	2023 VND	2022 VND
Interest income from margin loans	302,772,368,474	276,486,591,233
Interest from advances to customers for proceeds from selling securities	11,502,269,856	13,404,219,909
	314,274,638,330	289,890,811,142

29. Expenses for securities brokerage

	2023 VND	2022 VND
Employee costs	51,644,510,393	49,761,741,333
Brokerage commission	54,464,670,720	77,192,408,667
Securities brokerage fees	30,942,476,059	37,677,570,703
Rental expenses	14,228,900,027	10,942,236,853
Tools and supplies	3,752,495,471	1,987,945,676
Depreciation and amortisation	428,675,381	193,922,085
Outside services	10,937,337,266	8,813,883,467
Other expenses	2,465,477,501	2,314,961,368
	168,864,542,818	188,884,670,152

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (continued)****Form B09 – CTCK***(Issued under Circular No. 334/2016/TT-BTC
dated 27 December 2016 of the Ministry of Finance)***30. Interest expense**

	2023 VND	2022 VND
Interest expense on borrowings and other related expense	148,176,944,209	86,764,840,628
Interest expense on customers' deposits for securities trading activities	948,813,246	619,309,225
	<hr/>	<hr/>
	149,125,757,455	87,384,149,853

31. General and administration expenses

	2023 VND	2023 VND
Employee costs	43,867,319,220	38,622,220,009
Depreciation and amortisation	8,433,358,870	8,293,524,391
Rental expenses	7,524,266,211	7,039,940,071
Tools and supplies	7,473,503,813	6,021,887,461
Outside services	31,516,121,263	31,007,353,723
Other expenses	4,352,192,396	5,173,900,412
	<hr/>	<hr/>
	103,166,761,773	96,158,826,067

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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**

	2023 VND	2022 VND
Current tax expense		
Current year	14,468,237,096	17,129,325,656
Under provision in prior years	67,052,163	-
	<hr/> 14,535,289,259	<hr/> 17,129,325,656
Deferred tax benefit	<hr/> (2,886,841,301)	<hr/> (3,425,653,416)
Income tax expense	<hr/> 11,648,447,958	<hr/> 13,703,672,240

(b) Reconciliation of effective tax rate

	2023 VND	2022 VND
Accounting profit before tax	56,199,240,960	73,682,873,799
Tax at the Company's tax rate	11,239,848,192	14,736,574,760
Non-deductible expenses	406,085,919	298,495,158
Non-taxable income	(64,538,316)	(68,300,262)
Under provision in prior years	67,052,163	-
Deferred tax assets not recognised	-	(1,263,097,416)
	<hr/> 11,648,447,958	<hr/> 13,703,672,240

(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 2023 (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**

	2023 VND	2022 VND
Net profit for the year	44,550,793,002	59,979,201,559

(ii) Weighted average number of ordinary shares

	2023 VND	2022 VND
Issued ordinary shares at the beginning of the year	150,009,329	140,000,000
Effect of treasury shares held	-	(490)
Effect of shares dividend issued during the year	-	10,009,819
Weighted average number of ordinary shares for the year	150,009,329	150,009,329

(iii) Basic earnings per share

	2023 VND	2022 VND
Basic earnings per share	297	400

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 2023 (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:

	Transaction value	
	2023	2022
	VND	VND
Shareholders		
Phu Hung Far East Holding Corporation		
Cash dividend	13,800,920,000	30,912,000,000
Share dividend	-	46,046,000,000
New Beam International Inc		
Cash dividend	5,235,349,000	11,726,400,000
Share dividend	-	17,467,450,000
Income from securities custody services	85,755,017	82,516,551
An Thinh Development Limited		
Cash dividend	11,305,394,400	5,373,441,150
Share dividend	-	11,642,450,000
Other related parties		
Vu Thai Investment Consulting Co., Ltd		
Cash dividend	1,494,683,000	3,347,867,040
Share dividend	-	4,986,920,000
Income from securities custody services	24,482,909	23,558,333
Phu Hung Assurance Corporation		
Cash dividend	627,369,400	1,405,213,920
Share dividend	-	1,342,430,000
Insurance expense	84,466,880	107,003,951
Management fee of shareholder books	27,272,727	27,272,727
Income from securities custody services	10,329,580	5,172,045
Freshfields Capital Corporation		
Cash dividend	258,097,200	3,265,920,000
Share dividend	-	4,864,860,000
Income from securities custody services	4,227,632	18,364,686
Transaction fee	-	180,000,000
Phu Hung Fund Management Joint Stock Company		
Service fee	3,581,516,129	5,728,064,516
Transaction fee	303,379	3,079,980
Phu Hung Life Assurance Corporation		
Income from securities custody services	4,297,858	4,419,355
Revenue from shareholders register book management service	45,454,545	45,454,545

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (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)**

	Balance outstanding as at	
	31/12/2023	31/12/2022
	VND	VND
<i>Shareholders</i>		
An Thinh Development Limited		
Dividend payable	-	7,815,914,400
Receivable from securities custody services	3,087,017	3,087,017
New Beam International Inc		
Receivable from securities custody services	10,178,971	-
<i>Other related parties</i>		
Vu Thai Investment Consulting Co., Ltd		
Payable for security trading deposits	52,336,500	81,942,054
Phu Hung Assurance Corporation		
Receivable from securities custody services	822,961	1,889,199
Phu Hung Life Assurance Corporation		
Receivable from securities custody activities	151,573	-
Payable for security trading deposit	6,567,365	8,030,362
Phu Hung Fund Management Joint Stock Company		
Receivable from securities brokerage activities	1,250	-
Freshfields Capital Corporation		
Receivable from securities custody services	336,817	816,659

Phu Hung Securities Corporation**Notes to the financial statements for the year ended 31 December 2023 (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)****Key management personnel compensation**

	2023 VND	2022 VND
General Director		
Salaries, bonus and other benefits	1,851,993,356	1,748,486,687
Other members of Board of Management		
Salaries, bonus and other benefits	2,555,327,684	2,081,920,767
Members of Inspection Committee		
Salaries, bonus and other benefits	720,000,000	720,000,000
Board of Directors remuneration		
Mr. Albert Kwang-Chin Ting – Chairman	-	240,000,000
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

Phu Hung Securities Corporation

Notes to the financial statements for the year ended 31 December 2023 (continued)

Form B09 – CTCK

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

35. Segment reporting

(i) Business segments

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

	Code	Securities brokerage VND	Securities trading VND	Treasury activities VND	Others VND	Total VND
2023						
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 expense	07	-	-	-	628,242,585	628,242,585
Profit/(loss) before tax (08 = 01 + 06 – 02 – 03 – 04 – 05 – 07)	08	(17,550,735,447)	1,280,635,505	74,196,473,891	(1,727,132,989)	56,199,240,960
As at 31 December 2023						
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

35. Segment reporting (continued)

(i) Business segments (continued)

	Code	Securities brokerage VND	Securities trading VND	Treasury activities VND	Others VND	Total VND
2022						
1. Revenue from operating activities	01	188,890,505,249	1,933,611,365	398,346,924,131	4,677,731,075	593,848,771,820
2. Direct expenses	02	173,739,456,698	8,154,635,975	310,684,808,617	12,444,050,688	505,022,951,978
3. Depreciation and amortisation expenses	03	170,776,417	411,702	8,316,670,059	-	8,487,858,178
4. Allowance for doubtful debts	04	-	-	7,462,021,413	-	7,462,021,413
5. Other income	05	-	-	-	806,933,548	806,933,548
Profit/(loss) before tax (06 = 01 + 05 – 02 – 03 – 04)	06	14,980,272,134	(6,221,436,312)	71,883,424,042	(6,959,386,065)	73,682,873,799
As at 31 December 2022						
Segment assets		42,832,382,223	7,214,990,990	3,624,740,543,554	1,435,623,428	3,676,223,540,195
Segment liabilities		217,676,777,763	436,878,653	1,859,850,287,261	815,977,309	2,078,779,920,986

(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 2023 (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:

	31/12/2023 VND	31/12/2022 VND
Within one year	26,763,954,317	19,341,504,234
Within two to five years	38,159,173,523	39,914,574,630
	<u>64,923,127,840</u>	<u>59,256,078,864</u>

4 March 2024

Prepared by:

Ms. Nguyen Phuong Trinh
Accounting Staff

Reviewed by:

Ms. Do Thi Ai Vy
Chief Accountant

Approved by:

Mr. Chen Chia Ken
General Director

SUBMISSION FOR APPROVAL

Report of the Board of Directors (BOD) on the Business Performance in 2023

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to the Law on Enterprises No. 59/2020/QH14;
- Pursuant to the Current Charter of Phu Hung Securities Corporation;

I. PERFORMANCE OF BOD

1. Structure of BOD

There are five (5) BOD members of Phu Hung Securities Corporation (PHS) term 2022 – 2025:

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

2. Sum up BOD meetings, resolutions and administration of BOD in 2023

BOD of Phu Hung Securities consists of five (05) people, including one (01) Chairman and four (04) members. BOD is authorized to carry out all duties and decisions related to the Company, except for those rights reserved for the Shareholder's Assembly. The activities of BOD are regulated under Article 33 of the current Company Charter.

In 2023, BOD held 8 meetings to decide the business activities for each period in accordance with the overall development objectives of the Company, specific topics addressed:

- Monthly reviewed and approved financial statements, brokerage performance reports, business plans;
- To pass the Agenda and documents using in the 2023 Annual General Meeting of Shareholders (AGMS) dated 20 April, 2023;
- To pass the Audited Financial Statement Of 2022;
- To pass the Audited Financial Safety Ratio Report on 31 December 2022;
- To pass the Report of the Board of Directors on the Business performance in 2022;
- To pass the Report on Corporate Governance in 2022 of PHS;
- To pass the Report On Updating Charter Capital Into The Company's Charter dated 24 October 2022;
- To pass the Profit Distribution Plan in 2022;
- To pass the Handling The Balances Of The Operational Risk And Financial Reserve Fund;
- To pass the Development And Business Plan 2023;
- To pass the Budget 2023;
- To pass the POA for Mr. Chen Chia Ken – BOD member cum General Director to be the Meeting Chairman and sign the documents of the AGMS dated 20 April, 2023;
- To pass the Amendment of Risk Management Policy;
- To pass the Moving Office of District 3 branch and changing its registered address with State Securities Commission;
- To pass the demission of Mr. Li Hsin Hsien – Deputy General Director;
- In addition, BOD also keeps track of business performance of the Company based on monthly reports and provide necessary guidelines by each period.

II. REVIEW OF THE BUSINESS PERFORMANCE IN 2023

1. Operation review

On 27 February 2023, PHS has listed its first covered warrant on the Ho Chi Minh Stock Exchange.

On 29 May 2023, PHS received decision No.389/QĐ-UBCK issued by State Securities Commission, approved the amendment decision on establishing District 3 branch.

On 05 December 2023, PHS received Decision No.114/QĐ-SGDVN issued by Vietnam Exchange which approves private corporate bond trading membership.

BOD made amendment of the above licenses into the Company Charter as the Resolution No.01/2023/NQ-ĐHĐCĐ approved by PHS's General Meeting of Shareholders dated 20 April 2023. BOD reports this to the 2024 Annual General Meeting of Shareholders for acknowledge.

2. Business review

Financial highlights in 2023

Unit: VND

Category	2023
Total Assets	4,040,738,369,898
Liabilities	2,428,745,823,487
Equity	1,611,992,546,411
Revenues	599,799,512,180
Operation results	56,359,359,351
Before-Tax Profit	56,199,240,960
Net Profit	44,550,793,002

Key Ratios

Ratio	2023
1. Liquidity Ratios	
Current Ratio	1.63
2. Leverage Ratios	
Debt / Assets	0.60
Debt / Equity	1.51
3. Activity Ratios	
Asset Turnover	0.16
4. Profitability Ratios	
Return on Assets (ROA)	0.01
Return on Equity (ROE)	0.03
5. Valuation Ratios (VND)	
Basic Earnings per Share (EPS)	297
Book Value per Share (BPS)	10,746

The domestic and international factors did have an impact on PHS's 2023 results. The total revenue for the whole year exceeded VND 599.8 billion, representing a nearly 1% year-on-year increase and achieving 76% of the approved target by the

General Shareholders. In 2023, the company reported a profit after tax of VND 44.6 billion. PHS aims for even higher achievements in the upcoming period.

III. ASSESSMENT OF BOD ON MANAGEMENT TEAM'S PERFORMANCE

In accordance with our Company Charter and internal procedures & policies, the Board of Directors delegates authority to the Board of Management to carry out the daily operational activities of the Company and to implement strategic decisions aligned with our business plans.

Through quarterly reports on business performance, the Company's daily operational reports, and ad-hoc management reports, the Board of Directors evaluates whether the General Director and the Board of Management have executed their duties in compliance with prevailing laws, the Company Charter, and the Resolutions of General Shareholders Meetings.

Due to the influence of domestic and foreign financial markets, the revenue of PHS increased by 1% in 2023 compared to 2022, while the profit before tax decreased by 23.7%. Despite these challenges, PHS made every effort to achieve the targets approved at General Shareholders Meetings.

Additionally, the Board of Directors has conducted and performed its duties with care, professionalism, and integrity in order to protect the legal rights and benefits of the Company and its shareholders.

IV. PLANS, ORIENTATIONS OF THE BOARD OF DIRECTORS

To achieve our 2024 goals, solution groups for each business segment have been specifically established by the Board of Directors. These groups are based on our long-term strategic vision and focus on factors that foster sustainable development for PHS: services, innovation, and products. Our customers are always the focal point in all activities. Specifically,

- a) Improving service quality – PHS consistently improves the competence of its human resources through training programs, ensuring the provision of reliable services, prioritizing safety, and building a sustainable reputation with customers. Continue to emphasize and enhance our customer support, promptly addressing issues faced by customers through the Customer Care Center, and implementing the CRM system. In future, plans to apply the SLA model to further improve service quality and the company's commitment to each customer. Furthermore, the company is enhancing market research efforts to offer a range of diverse products tailored to customer needs. Simultaneously, PHS will strengthen its promotional activities, product introductions and overall image by organizing

periodic customer seminars, ensuring that internal information aligns with customer requirements.

- b) New Mobile App – Understanding that technology's role in this industry is no longer just a supplementary role, but an essential factor towards key success, involving not only meeting regular demands for normal technology adaptation to stabilize the environment and improve performance, but also focusing shortening the trading time. The online trading platforms are being revamped to best fit the requirements for traders, ranging from casual to professional. Looking forward to 2024, PHS will deploy online services on the new mobile app to adapt future changes, catering to the specific needs of the target customers, particularly Gen Z.
- c) Upgrade current and develop new products – PHS consistently conducts research, development and offers top-tier products and services. Expanding various support utilities and communication tools within the existing translation framework. Consistently meet the requirements for both personnel and infrastructure preparation to upgrade the system and related services, adhering to KRX system connection requirements and ensuring the best possible customer experience.

Please kindly consider and approve.

Respectfully,

**ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN**



ALBERT KWANG-CHIN TING

**SUBMISSION FOR APPROVAL
Report of the Inspection Committee
on the Business performance in 2023**

**TO: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Based on the 2023 Financial Report audited by KPMG;
- Based on the business performance of Phu Hung Securities Corporation in 2023;
- Based on the rights and obligation of the Inspection Committee;

For and on behalf of the Inspection Committee, I hereby report the Assessment on Business performance of the Company in 2023 as follows:

1. BUSINESS PERFORMANCE AND FINANCIAL SITUATION IN 2023

The business performance of the company reflected on the 2023 Audited Financial Report are made bona fide.

2. CONFORMANCE TO THE LAW AND COMPANY'S REGULATIONS

The Company has complied with the Law on Securities and relevant regulations namely:

- a. On Financial Safety Ratio: the Company makes and sends periodic Financial Safety Ratio report meet the requirements specified in Circular 91/2020/TT-BTC promulgated by the Ministry of Finance on 13 November 2020 and Circular 121/2020/TT-BTC promulgated by the Ministry of Finance on 31 December 2020.
- b. On Investment limit: meet the requirements specified in Article 28 in Circular 121/2020/TT-BTC promulgated by the Ministry of Finance on 31 December 2020.
- c. On Information disclosure: meet the requirements specified in Circular 96/2020/TT-BTC promulgated by the Ministry of Finance on 16 November 2020.
- d. Other regulations as Trading rules at the Vietnam Exchange, Ho Chi Minh Stock Exchange, Hanoi Stock Exchange, Vietnam Securities Depository and Clearing

Corporation as well as the regulations applied to listed companies, and regulations on taxation and employment are also fully complied.

3. COMMENTS OF INSPECTION COMMITTEE

- a. The Board of Management has implemented the resolutions of the General Meeting of Shareholders, and in general, fulfilled its duty to the interests of the Company.
- b. In fiscal year 2023, The Company has strictly implemented and complied with the current provisions of laws and there was no complaint of the shareholders on business activities of the company.
- c. The internal control and risk management have been enhanced to ensure that all the Branches/Trading offices affiliated to the Company are well disciplined and that the Company will steer ahead in the right direction on a steady and long-term basis.

Please kindly consider and approve.

Respectfully,

**ON BEHALF OF INSPECTION COMMITTEE
HEAD OF INSPECTION COMMITTEE**



LIEW SER SIANG

SUBMISSION FOR APPROVAL

Report on Corporate governance of PHS in 2023

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to Law on Enterprises No. 59/2020/QH14 dated 17 June, 2020;
- Pursuant to Decree No. 155/2020/NĐ-CP dated 31 December, 2020;
- Pursuant to the current Charter of Phu Hung Securities Corporation;

The Board of Directors of Phu Hung Securities Corporation hereby submits to the Annual General Meeting of Shareholders to pass on the Report on Corporate governance of PHS in 2023.

Please kindly consider and approve.

Enclosure:

Report on Corporate governance of PHS in 2023.

**ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN**



ALBERT KWANG-CHIN TING

**PHU HUNG SECURITIES
CORPORATION**

No.: 02/2023/BC-PHS

THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom – Happiness

Ho Chi Minh City, day 22 month 01 year 2024

REPORT ON CORPORATE GOVERNANCE

Year 2023

To:

- STATE SECURITIES COMMISSION;
- VIETNAM EXCHANGE;
- HANOI STOCK EXCHANGE;
- HO CHI MINH STOCK EXCHANGE.

- Name of company: **PHU HUNG SECURITIES CORPORATION (PHS)**
- Address of head office: 21st Floor, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City
- Telephone: (84-28) 54135479 Fax: (84-28) 54135472
- Charter capital: VND 1,500,098,190,000
- Stock symbol: PHS
- Governance model: General Meeting of Shareholders, Board of Directors, Inspection Committee and General Director
- The implementation of internal audit (Implemented/ Not yet implemented): Implemented.

I. Activities of the General Meeting of Shareholders

Information on meetings and Resolutions of the General Meeting of Shareholders (including the Resolutions of the General Meeting of Shareholders approved in the form of written comments):

No.	Resolution No.	Date	Content
1.	01/2023/NQ-ĐHĐCĐ	20/04/2023	<ol style="list-style-type: none"> 1. Pass the Audited Financial Statement in 2022; 2. Pass the Report of the Board of Directors on the Business performance in 2022; 3. Pass the Report of the Inspection Committee on the Business performance in 2022; 4. Pass the Report on Corporate governance of PHS in 2022; 5. Pass the Report on updating the charter capital in Charter of PHS in 2022; 6. Pass the Development and Business plan of PHS in 2023; 7. Pass the Financial budget in 2023; 8. Pass the Selection of Auditor in 2023; 9. Pass the Plan for handling the operational risk and financial reserve funds and the authorization for the Board of Directors to perform related works; 10. Pass the Profit Distribution Plan in 2022 and the authorization for the Board of Directors to choose the suitable time and proceed the procedure to pay dividend for shareholders; 11. Pass the revised Charter of PHS.

II. Board of Directors (Year 2023):

1. Information about the members of the Board of Directors (BOD):

No.	Board of Directors' members	Position (Independent members of the BOD, Non-executive members of BOD)	The date becoming/ceasing to be the member of the BOD	
			Date of appointment	Date of dismissal
1.	Mr. Albert Kwang-Chin Ting	Chairman of the Board of Directors	06/04/2016	-
2.	Mr. Nguyen Doan Hung	Member	06/04/2016	-
3.	Mr. Wu, Jin-Jeng	Member	06/04/2016	-
4.	Mr. Chen Chia Ken	Member	06/04/2016	-
5.	Ms. Liu, Hsiu-Mei	Independent member	17/04/2019	-

2. Meetings of the Board of Directors:

No.	Board of Director' member	Number of meetings attended by Board of Directors	Attendance rate	Reasons for absence
1.	Mr. Albert Kwang-Chin Ting	08	100%	-
2.	Mr. Nguyen Doan Hung	08	100%	-
3.	Mr. Wu, Jin-Jeng	08	100%	-
4.	Mr. Chen Chia Ken	08	100%	-
5.	Ms. Liu, Hsiu-Mei	08	100%	-

3. Supervising the Board of Management by the Board of Directors:

In year 2023, Board of Directors promptly conducted the assignment from General Meeting of Shareholders in the spirit of in accordance to laws and internal regulations of PHS. The supervision activities of Board of Directors over Board of Management is prescribed in the monthly report of Board of Management and the Meeting Minutes of Board of Directors.

4. Activities of the Board of Directors' subcommittees (If any):

PHS does not establish the Board of Directors' subcommittees so there is not any activities to report.

5. Resolutions of the Board of Directors (Year 2023):

No.	Resolution No.	Date	Content	Approval rate
1.	01/75_0123/NQ-HĐQT	17/01/2023	<ol style="list-style-type: none"> 1. Passing the Provision for Margin debt on 31/12/2022; 2. Passing the Provision for Advances to customers for securities trading activities on 31/12/2022; 3. Passing the Risk Management Policy 2023; 4. Passing the Renewing credit line with Bank SinoPac – Ho Chi Minh City branch; 5. Passing the Renewing credit line with Indovina Bank Limited – Business Center. 	100%
2.	01/76_0223/NQ-HĐQT	02/03/2023	<ol style="list-style-type: none"> 1. Passing the Record Date, the Meeting Date of the Annual General Meeting of Shareholders; 2. Passing the Moving Office of District 3 Branch and changing its registered address with State Securities Commission; 3. Passing the Renewing Credit line with Bank SinoPac – OBU; 4. Passing the Renewing Credit Line with Taishin International Bank Co., Ltd; 5. Passing the Renewing Overdraft facility with Bank for Investment and Development of Vietnam – Nam Ky Khoi Nghia Branch. 	100%
3.	01/77_0323/NQ-HĐQT	27/03/2023	<ol style="list-style-type: none"> 1. Passing the Agenda and Documents using in the 2023 Annual General Meeting of Shareholders (AGMS) dated 20/04/2023; 2. Passing the Audited financial statement of 2022; 	100%

			<ol style="list-style-type: none"> 3. Passing the Report of the Board of Directors on the business performance in 2022; 4. Passing the Report on Corporate governance of PHS In 2022; 5. Passing the Report on updating charter capital into the Company's Charter dated 24/10/2022; 6. Passing the Development and business plan in 2023 7. Passing the Updated budget 2023; 8. Passing the Handling the balances of the operational risk and financial reserve fund; 9. Passing the Profit distribution plan for Year 2022; 10. Passing the Amendment of the Company's charter; 11. Passing 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 20/04/2023; 12. Passing the Audited financial safety ratio report On 31/12/2022; 13. Passing the Renewing credit line with E.SUN Commercial Bank. 	
4.	01/78_0423/NQ-HDQT	31/05/2023	<ol style="list-style-type: none"> 1. Passing the remuneration of each member of Board of Directors and Inspection Committee in year 2023; 2. Passing the transfer operational risk and financial reserve fund to undistributed profit; 3. Passing the date to finalize the list of shareholders to pay cash dividend in 2022; 	100%

			<ul style="list-style-type: none"> 4. Passing the third offering condition of covered warran; 5. Passing the renewing credit line with Chang Hwa Bank, Hsi-Sung branch; 6. Passing the renewing credit line with KGI Bank; 7. Passing the renewing credit line with Orient Commercial Joint Stock Bank – Ho Chi Minh City branch; 8. Passing the renewing overdraft limit with Vietnam Joint Stock Commercial Bank For Industry And Trade – Branch 4 Ho Chi Minh City; 9. Passing the renewing and increasing credit line with Cathay United Bank – Ho Chi Minh City branch. 	
5.	01/79_0523/NQ-HĐQT	26/06/2023	<ul style="list-style-type: none"> 1. Passing the fourth offering condition of covered warrant; 2. Passing the renewing credit line with Bank of Panhsin; 3. Passing the renewing credit line with Cathay United Bank – OBU; 4. Passing the renewing credit line with Shanghai Commercial and Savings Bank, Ltd. – Hong Kong branch; 5. Passing the credit line with CTBC Bank Co., Ltd. – Ho Chi Minh City branch; 6. Passing the renewing credit line with Taipei Fubon Commercial Bank Co., Ltd – Ho Chi Minh City branch; 7. Passing the renewing and increasing credit line with Hua Nan Commercial Bank – Ho Chi Minh City branch; 8. Passing the renewing credit line with Shanghai Commercial & Savings Bank, Ltd. – Dong Nai branch. 	100%

	01/80_0623/NQ-HDQT	30/08/2023	<ol style="list-style-type: none"> 1. Passing the provision for Margin debt on June 30th, 2023; 2. Passing the provision for Advances to customers for securities trading activities on June 30th, 2023; 3. Passing the amending of the BOD resolution No.04/78_0423/NQ-HDQT dated on May 31st, 2023; 4. Passing the consulting contract with Phu Hung Fund Management Joint Stock Company; 5. Passing the credit line with CTBC Bank Co., Ltd; 6. Passing the renewing credit line with E.Sun Commercial Bank – Dong Nai branch; 7. Passing the renewing credit line with First Commercial Bank – Ho Chi Minh City branch; 8. Passing the renewing credit line with First Commercial Bank – Offshore Banking Unit; 9. Passing the renewing credit line with Taipei Fubon Commercial Bank Co., Ltd – Offshore Banking branch; 10. Passing the renewing credit line with Mega International Commercial Bank Co., Ltd – Ho Chi Minh City branch; 11. Passing the renewing credit line with Mega International Commercial Bank – OBU; 12. Passing the renewing and increasing credit line with Saigon Bank Industry and Trade - Head Office; 13. Passing the credit line with Joint Stock Commercial Bank For Foreign Trade Of Vietnam – Saigon South branch; 	
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			14. Passing the credit line with Vietnam Prosperity Joint Stock Commercial Bank.	
	01/81_0723/NQ-HĐQT	26/10/2023	<ol style="list-style-type: none"> 1. Passing the provision for Margin debt on September 30th, 2023; 2. Passing the provision for Advances to customers for securities trading activities on September 30th, 2023; 3. Passing the demission of Mr. Li Hsin Hsien – Deputy General Director; 4. Passing the investment in fund certificate; 5. Passing the new pre-settlement risk line with Cathay United Bank – Ho Chi Minh City branch; 6. Passing the renewing credit line with EnTie Commercial Bank - Offshore Banking Unit; 7. Passing the renewing credit line with Union Bank of Taiwan; 8. Passing the renewing credit line with Taiwan Cooperative Bank - Offshore Banking Unit. 	
	01/82_0823/NQ-HĐQT	27/12/2023	<ol style="list-style-type: none"> 1. Passing the Budget of Company in 2024; 2. Passing the Business Plan 2024; 3. Passing the amending of the BOD resolution No.02/80_0623/NQ-HĐQT dated on August 30th, 2023; 4. Passing the renewing overdraft facility with Bank for Investment and Development of Vietnam - Nam Ky Khoi Nghia branch; 5. Passing the renewing credit line with Bank SinoPac - Ho Chi Minh City branch; 	

			6. Passing the renewing credit line with Bank SinoPac – OBU; 7. Passing the renewing credit line with Yuanta Commercial Bank Co., Ltd - Offshore Banking branch; 8. Passing the increasing pre-settlement risk line with Cathay United Bank - Ho Chi Minh City branch.	
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III. Inspection Committee (Year 2023):

1. Information about Members of Inspection Committee:

No.	Members of Inspection Committee	Position	The date becoming/ceasing to be the member of the Inspection Committee	Qualification
1.	Mr. Liew Sep Siang	Head of Inspection Committee	The date becoming to be the member of the Inspection Committee: 17/04/2019	Master of Business Administration
2.	Mr. Chiu Hsien Chih	Member	The date becoming to be the member of the Inspection Committee: 06/04/2016	Master of Business Administration
3.	Ms. Kuo, Ping-Min	Member	The date becoming to be the member of the Inspection Committee: 31/03/2022	Bachelor of Commerce

2. Meetings of Inspection Committee:

No.	Members of Inspection Committee	Number of meetings attended	Attendance rate	Voting rate	Reasons for absence
1.	Mr. Liew Sep Siang	02	100%	100%	-
2.	Mr. Chiu Hsien Chih	02	100%	100%	-
3.	Ms. Kuo, Ping-Min	02	100%	100%	-

3. Supervising Board of Directors, Board of Management and shareholders by Inspection Committee:

In year 2023, Inspection Committee operated in the spirit of objection, independence, in accordance with the laws and internal regulations of PHS. The operation of Inspection Committee includes the inspection, observation and assessment on the administration and governance of Board of Directors, Board of Management, as well as the operation of PHS' division.

4. The coordination among the Inspection Committee, the Board of Directors, Board of Management and other managers:

During operation, the Inspection Committee cooperated with Board of Directors, Board of Management and other divisions, department to maintain the management and the business activities smoothly, effectively and in accordance to regulations of laws and the internal regulation of PHS.

5. Other activities of the Inspection Committee (if any):

There is not any other activities of the Inspection Committee to report.

IV. Board of Management

No.	Members of Board of Management	Date of birth	Qualification	Date of appointment/ dismissal of members of the Board of Management
1.	Mr. Chen Chia Ken	14/10/1971	Master of Business Administration	Date of appointment: 06/04/2016
2.	Ms. Pham Thi Thu Nhan	13/06/1984	Master of Business Administration	Date of appointment: 06/04/2016
3.	Mr. Li, Hsin – Hsien	07/03/1972	Master of Business Administration	Date of appointment: 08/04/2022 Date of dismissal: 26/10/2023

V. Chief Accountant

Name	Date of birth	Qualification	Date of appointment/ dismissal
Ms. Do Thi Ai Vy	16/09/1986	Bachelor	Date of appointment: 07/12/2018

VI. Training courses on corporate governance:

Members of the Board of Directors, Inspection Committee, Board of Management, other managers and the Company Secretary are always fully updated on training issues on corporate governance.

VII. The list of affiliated persons of the public company (Year 2023) and transactions of affiliated persons of the Company.

1. The list of affiliated persons of the Company:

No.	Name of Organization /individual	Securities trading account (if any)	Position at the Company (if any)	NSH No.*, date of issue, place of issue	Address	Time of starting to be affiliated person	Time of ending to be affiliated person	Reasons	Relationship with the Company
1.	Mr. Albert Kwang-Chin Ting		Chairman of Board of Directors			06/04/2016	-	-	Internal persons
2.	Mr. Nguyen Doan Hung	-	Member of Board of Directors			06/04/2016	-	-	Internal persons
3.	Mr. Wu, Jin-Jeng		Member of Board of Directors			06/04/2016	-	-	Internal persons

4.	Mr. Chen Chia Ken		Member of Board of Directors cum General Director cum the second legal representative			06/04/2016	-	-	Internal persons
5.	Ms. Liu, Hsiu-Mei	-	Independent member of Board of Directors			17/04/2019	-	-	Internal persons
6.	Mr. Liew Sep Siang		Head of Inspection Committee			17/04/2019	-	-	Internal persons
7.	Mr. Chiu Hsien Chih		Member of Inspection Committee			06/04/2016	-	-	Internal persons
8.	Ms. Kuo, Ping-Min		Member of Inspection Committee			31/03/2022	-	-	Internal persons

9.	Ms. Pham Thi Thu Nhan		Deputy General Director			06/04/2016	-	-	Internal persons
10.	Mr. Li, Hsin – Hsien		Deputy General Director			08/04/2022	26/10/2023	-	Internal persons
11.	Ms. Do Thi Ai Vy		Chief Accountant			07/12/2018	-	-	Internal persons
12.	Ms. Chieu Nha Thy					07/05/2021	-	-	Internal persons
13.	Ms. Nguyen Thi Thu Anh		Supervisor of Risk			21/05/2022	-	-	Internal persons

			Management Division						
14.	Ms. Bach Thi Phuong Thao		Chief of Internal Audit			15/07/2022			Internal persons
15.	Mr. Huang Kai Sheng		Deputy Director of Finance Division			15/07/2022	-	-	Internal persons
16.	Phu Hung Far East Holding Corporation		-	1705717 – 04/04/2012 – British Virgin Islands	Portcullis Trustnet (BVI) Limited, Portcullis TrustNet Chambers P.O.Box 3444, Road Town, Tortola, British Virgin Islands	-	-	-	Major shareholder
17.	An Thinh Development Limited		-	1873621 – 12/05/2015 – British Virgin Islands	Coastal Building, Wickhams Cay II, Road	-	-	-	Major shareholder

					Town, Tortola, British Virgin Islands				
18.	New Beam International INC		-	1909904 – 24/03/2016 – British Virgin Islands	Ground Floor, Coastal Building Wickhams Cay II, P O Box 3169, Road Town, Tortola, British Virgin Islands	-	-	-	Major shareholder

Note: NSH No.: ID card No./Passport No. (As for individuals) or Business Registration Certificate No., License on Operations or equivalent legal documents (As for organisations).

2. Transactions between the Company and its affiliated persons or between the Company and its major shareholders, internal persons and affiliated persons.

No.	Name of organization /individual	Relationship with the Company	NSH No.* date of issue, place of issue	Address	Time of transactions with the Company	Resolution No. approved by GMS/ BOD (if any, specifying date of issue)	Content, quantity, total value of transaction	Note
1	Phu Hung Fund Management Joint Stock Company	Affiliated organization of internal persons	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan Phu Ward, District 7, HCMC.	From 17/07/2023 to 16/07/2024	03/80_0623/NQ-HĐQT dated 30/08/2023	188,500,000 VND/ month	

2	Phu Hung Fund Management Joint Stock Company	Affiliated organization of internal persons	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan Phu Ward, District 7, HCMC.	From 16/11/2023 to 14/12/2023	03/81_0723/NQ-HĐQT dated 26/10/2023	48,211,089,800 VND	
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Note: NSH No.: ID card No./Passport No. (As for individuals) or Business Registration Certificate No., License on operations or equivalent legal documents (As for organisations).

3. Transaction between internal persons of the Company, affiliated persons of internal persons and the Company's subsidiaries in which the Company takes controlling power.

No.	Transaction executor	Relationship with internal persons	Position at the listed Company	ID card No. /Passport No., date of issue, place of Issue	Address	Name of subsidiaries or companies which the Company control	Time of transaction	Content, quantity, total value of transaction	Note
-	-	-	-	-	-	-	-	-	-

4. Transactions between the Company and other objects:

4.1. Transactions between the Company and the company that its members of Board of Director, the Inspection Committee, General Director have been founding members or members of Board of Directors, or CEOs in three (03) latest years (calculated at the time of reporting): None

4.2. Transactions between the Company and the company that its affiliated persons with members of Board of Directors, Inspection Committee, General Director and other managers as a member of Board of Directors, Board of Directors, or CEOs: None

4.3. Other transactions of the Company (if any) may bring material or non- material benefits for members of Board of Directors, members of the Inspection Committee, General Director and other managers: None

VIII. Share transactions of internal persons and their affiliated persons (Year 2023).

1. The list of internal persons and their affiliated persons of the Company.

No.	Name	Securities trading account (if any)	Position at the company (if any)	ID card No./Passport No., date of issue, place of issue	Address	Number of shares owned at the end of the period	Percentage of share ownership at the end of the period	Note
1.	Mr. Albert Kwang-Chin Ting		Chairman of Board of Directors			-	-	-
1.1	Father: Lawrence S. Ting	-	Passed away	-	-	-	-	-
1.2	Mother: Sylvia Tsong-Ching Fei Ting	-	-			-	-	-
1.3	Wife: Wong, I-Ting	-	-			-	-	-
1.4	Sister: Iris Ting	-	-			-	-	-

1.5	Sister: Joyce Ting	-	-			-	-	-
1.6	Brother: Arthur Ting		-			-	-	-
1.7	Phu Hung Far East Holding Corporation		Mr. Albert Kwang-Chin Ting is member of Board of Directors	1705717 – 04/04/2012 – British Virgin Islands	Portcullis Trustnet (BVI) Limited, Portcullis TrustNet Chambers P.O.Box 3444, Road Town, Tortola, British Virgin Islands	69,004,000	46.00%	-
1.8	Freshfields Capital Corporation		Mr. Albert Kwang-Chin Ting is Chairman of Board of Directors	80690793-31/03/2004-Đài Loan	18F., No.4, Sec. 1, Zhongxiao W. Rd., Zhongzheng Dist., Taipei City 100, Taiwan (R.O.C.)	1,290,486	0.86%	-
1.9	Phu Hung Fund Management Joint Stock Company		Mr. Albert Kwang-Chin Ting is Chairman of	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan	-	-	-

			Board of Directors		Phu Ward, District 7, HCMC.			
2.	Mr. Nguyen Doan Hung	-	Member of Board of Directors			-	-	-
2.1	Father: Nguyen Van Tran	-	Passed away	-	-	-	-	-
2.2	Mother: Pham Thi Bac	-	Retired			-	-	
2.3	Daughter: Nguyen Phuong Anh	-	-			-	-	-
2.4	Son: Nguyen Hung Nam	-	-			-	-	-
2.5	Sister: Nguyen Nhi Ha	-	-			-	-	-
2.6	Sister: Nguyen Thai Binh	-	-			-	-	-
2.7	Sister: Nguyen Hong Nga	-	-			-	-	-

2.8	Sister: Nguyen Hong Viet	-	-			-	-	-
2.9	Brother: Nguyen Hung Manh		-			258,177	0.17%	-
2.10	Masan Group Corporation	-	Mr. Nguyen Doan Hung is member of Board of Directors	0303576603- 01/11/2004 - Department of Planning and Investment	Room 802, Floor 8, Central Plaza, 17 Le Duan, Ben Nghe Ward, District 1, HCMC	-	-	-
3.	Mr. Wu, Jin- Jeng		Member of Board of Directors			-	-	-
3.1	Vu Thai Investment Consultant Limited		Mr. Wu, Jin- Jeng is member of Board of Directors	0102340904 – 13/09/2017 - Department of Planning and Investment	Floor 14, Cornerstone Building, 16 Phan Chu Trinh, Hoan Kiem District, Hanoi City	7,473,415	4.98%	-
3.2	Phu Hung Fund Management Joint Stock Company		Mr. Wu, Jin- Jeng is member of Board of Directors	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan Phu Ward, District 7, HCMC.	-	-	-

4.	Mr. Chen Chia Ken		Member of Board of Directors cum General Director cum the second legal representative			-	-	-
4.1	Father: Chen Yi Fan	-	Passed away	-	-	-	-	-
4.2	Mother: Tsai Pi Chin	-	-			-	-	-
4.3	Wife: Wang Tzu	-	-			-	-	-
4.4	Child: Chen Hsiu Te	-	-			-	-	-
4.5	Child: Chen Hsiu Yi	-	-			-	-	-

5.	Ms. Liu Hsiu-Mei	-	Independent member of Board of Directors			-	-	-
5.1	Father: Liu, Guo - Cheng	-	-			-	-	-
5.2	Mother: Chen, Yue-E	-	-			-	-	-
5.3	Spouse: Chiu, Yi-Hung	-	-			-	-	-
5.4	Daughter: Chiu, Chen-Yu	-	-			-	-	-
5.5	Son: Chiu, Chen-Kai	-	-			-	-	-
5.6	Son: Chiu, Chen-En	-	-			-	-	-
6.	Mr. Liew Sep Siang		Head of Inspection Committee			-	-	-
6.1	Father: Liew Ee Khong	-	-			-	-	-
6.2	Mother: Lee Yeak Leak	-	-			-	-	-

6.3	Brother: Liew Sep Leng	-	-			-	-	-
6.4	Sister: Liew Chin Hui	-	-			-	-	-
6.5	Brother: Liew Sep Yong	-	-			-	-	-
6.6	Wife: Chu Zi Yan	-	-			-	-	-
6.7	Phu Hung Assurance Corporation		Mr. Liew Sep Siang is Deputy General Director	41/GP-KDBH 12/12/2006 - Ministry of Finance	Floor 4, CR3-04A, 109 Ton Dat Tien, Tan Phu Ward, District 7, HCMC.	3,136,847	2.09%	-
6.8	Phu Hung Fund Management Joint Stock Company		Mr. Liew Sep Siang is Head of Inspection Committee	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan Phu Ward, District 7, HCMC.			
7.	Mr. Chiu Hsien Chih		Member of Inspection Committee			-	-	-

7.1	Father: Chiu Chuei Chun	-	Passed away	-	-	-	-	-
7.2	Mother: Syu Yue Ye	-	Passed away	-	-	-	-	-
7.3	Wife: Lin Ching Yi	-	-			-	-	-
7.4	Sister: Chiu Li Chiu	-	-			-	-	-
7.5	Sister: Chiu Li Ying	-	-			-	-	-
7.6	Sister: Chiu Hsueh O	-	-			-	-	-
8.	Ms. Kuo, Ping-Min		Member of Inspection Committee			-	-	-

8.1	Mother: Ding Zhi Fang	-	-		Taiwan	-	-	-
8.2	Phu Hung Fund Management Joint Stock Company		Ms. Kuo, Ping-Min is Deputy General Director	24/UBCK-GP 28/12/2007 - State Securities Commission	Room No. 4, Floor 21, Phu My Hung Tower, No. 08 Hoang Van Thai Street, Tan Phu Ward, District 7, HCMC.			
9.	Ms. Pham Thi Thu Nhan		Deputy General Director			-	-	-
9.1	Father: Pham Ngoc Ho	-	-			-	-	-
9.2	Mother: Pham Thi Hon	-	-			-	-	-
9.3	Child: Nguyen Pham An Nhien	-	-	Children		-	-	-
9.4	Sibling: Pham Ngoc Tinh		-			-	-	-

9.5	Sibling: Pham Thi Cam Xuyen		-			-	-	-
10.	Mr. Li, Hsin - Hsien		Deputy General Director			-	-	-
10.1	Father: Li Bing-Rong	-	Passed away	-	-	-	-	-
10.2	Mother: Wu Shou-Mei	-	Passed away	-	-	-	-	-
10.3	Child: Li Ting-Yi	-			Taiwan	-	-	-
10.4	Child: Li Su- Ying	-			Taiwan	-	-	-
11.	Ms. Do Thi Ai Vy		Chief Accountant			-	-	-
11.1	Father: Do Gia Van	-	-			-	-	-

11.2	Mother: Nguyen Thi Tuyet	-	-			-	-	-
11.3	Husband: Pham Duc Vu	-	-			-	-	-
11.4	Child: Pham Gia Khiem	-	-	Children		-	-	-
11.5	Child: Pham Bao Chau	-	-	Children		-	-	-
11.6	Sister: Do Thi Ly Ly	-	-			-	-	-

11.7	Sister: Do Thi Uyen My	-	-			-	-	-
11.8	Brother: Do Gia Bao	-	-			-	-	-
12.	Ms. Chieu Nha Thy		Person in charge of Corporate Governance cum Company Secretary			-	-	-
12.1	Father: Chieu Duc Nghia	-	-			-	-	-
12.2	Mother: Luong Ngoc Mai	-	-			-	-	-
12.3	Brother: Chieu Duc Tam	-	-			-	-	-

12.4	Sister: Chieu Boi Thy	-	-			-	-	-
13	Ms. Nguyen Thi Thu Anh		Deputy Manager of Risk Managemnt			107	0.000071%	
13.1	Father: Nguyen Ngoc Dung		-			-	-	-
13.2	Mother: Ho Thi Thu Van		-			-	-	-
13.3	Brother: Nguyen Ngoc Anh		-			-	-	-
13.4	Brother: Nguyen Tuan Anh		-			-	-	-
14.	Ms. Bach Thi Phuong Thao		Chief of Internal Audit			-	-	-

14.1	Father: Bach Quang Vinh	-	-			-	-	-
14.2	Mother: Dinh Thi Ngoc Hanh	-	-			-	-	-
14.3	Farther in law: Nguyen Van Tinh	-	-			-	-	-
14.4	Mother in law: Nguyen Thi Phuc	-	-			-	-	-
14.5	Husband: Nguyen Van Thuan	-	-			-	-	-

14.6	Younger brother: Bach Chi Cuong	-	-			-	-	-
14.7	Younger brother: Lam Ngoc Tuong Van	-	-			-	-	-
14.8	Son: Nguyen Phuc Hoang	-	-	-		-	-	-
15.	Mr. Huang Kai Sheng		Deputy Director of Finance Division			-	-	-
15.1	Father: Huang, Jeng- Her		-			-	-	-
15.2	Mother:	-	-			-	-	-

	Wu, Chen-Chen			Taiwan				
15.3	Wife: Chiang, Chu-Yun	-	-			-	-	-
15.4	Son: Huang, Ping-Chieh	-	-			-	-	-

2. Transactions of internal persons and affiliated persons with shares of the company.

No.	Transaction executor	Relationship with internal persons	Number of shares owned at the beginning of the period		Number of shares owned at the end of the period		Reasons for increasing, decreasing (buying, selling, converting, rewarding, etc.)
			Number of shares	Percentage	Number of shares	Percentage	
-	-	-	-	-	-	-	-

IX. Other significant issues: None

Recipients:

- As above;
- Archived: Company Secretariat.

CHAIRMAN OF THE BOARD OF DIRECTORS

(Sign full name and seal)



ALBERT KWANG - CHIN TING

SUBMISSION FOR APPROVAL
Development and Business Plan
of the Company for Year 2024

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to the Law on Enterprises No. 59/2020/QH14;
- Pursuant to the Current Charter of Phu Hung Securities Corporation;

The Board of Directors (BOD) of Phu Hung Securities Corporation (PHS) hereby submits the proposal of **Development and Business Plan of the Company in 2024** as follows:

In 2024, Company will focus on the sustainable development, balancing between profitability and risk.

1. Brokerage

In 2023, Vietnam's stock market experienced notable fluctuations, leading to an emotionally charged journey for investors. Despite challenges in the last quarter of 2022, investor sentiment seemed more stable, with lingering doubts about future prospects persisted in the early months of 2023. From June 2023 and onwards, the Vietnamese stock market began to witness a positive recovery. Optimistic outlooks from global issues and the government's proactive policies supporting businesses, along with the SBV's monetary policies, propelled the Vietnamese stock market into a short-term growth phase.

The VN-Index surged and peaked at 1,245.5 points on September 6, 2023, increase approximately 23.6% compared to the end of 2022. The clear improvement extended not only to the VN-Index but also to market liquidity. The average daily liquidity for the entire market increased to over VND 23 trillion, doubling from the earlier months of 2023. This reflects investors' renewed confidence and the positive return of capital to the market. In 2023, the government also took several proactive actions to promote the upgrading of the Vietnamese stock market, coupled with positive signals from the global economy, heightening positive expectations for the Vietnamese stock market in 2024.

In the first nine months of 2023, the company faced significant challenges amid the general difficulties of the Vietnamese stock market. Total market liquidity decreased by about 15% compared to the entire year of 2022, impacting company's transaction value, and the securities brokerage revenue recorded a decline compared to the same period last year, reaching just over VND 108 billion. Nevertheless, the company implemented effective cost management measures, reducing brokerage costs to VND 123.6 billion. Demonstrating the company's flexibility and ability to adapt to the unstable business environment of the stock market.

The margin lending business maintained stable performance similar to the previous year, reaching VND 229.7 billion. Indicating as the positive factor demonstrating the company's stability in financial support services, helping to protect revenue and sustain profits. Through flexible customer development policies, the company secured a position in the top 8 market shares of government bond brokerage in the third quarter of 2023. This not only reflects the company's efforts to maintain and expand its customer network, but also demonstrates its ability to adapt and capitalize on opportunities in a dynamic market.

In 2024, PHS will focus strongly on developing and offering new services to meet the growing needs of individual investors in the stock market. Recognizing the importance of this customer segment, PHS has set specific targets to optimize business operations and enhance its market share in securities brokerage.

One of the top priorities is upgrading the stock trading system to optimize the trading experience for individual customers. Flexibility, speed, and security are paramount to ensure that investors can easily execute trades and monitor market conditions conveniently. Additionally, improving the quality of investment advice is a crucial part of the development strategy. PHS will invest in training and developing a team of advisory experts, while providing tools and quality information sources to support individual investors in making informed investment decisions. Deploying a diverse range of products tailored for different investor groups is an effective strategy for attracting and retaining customers. This approach will ensure that every customer has options suitable for their goals and investment strategies.

Through these initiatives, PHS has set a market share target of 1.32% in securities brokerage for 2024. This target goes beyond numerical goal, but also a commitment of the company to bring real value to customers and the stock market. It also demonstrates PHS' determination to shape and develop sustainably in a period of volatility and intense competition within the financial market.

The futures securities brokerage business has become a standout for PHS in 2023, especially as the company secured the 7th position in the futures brokerage market share on the HNX with 2.66%. This represents an impressive growth of over 54% compared to the end of 2022 and is seven times higher than in 2021, the first year of implementing this business. Notably, the revenue from futures brokerage fees also experienced significant growth, doubling compared to the same period in 2022. This demonstrates the effectiveness and potential for development in this business, as well as the result of appropriate policies applied by the company to build and develop a potential sales team. This policy not only focuses on enhancing professional skills but also emphasizes customer care. This helps build a positive and professional working environment, thereby creating trust from customers and the market. Setting a target of a 2.87% market share in futures brokerage in 2024 is evidence of the company's confidence and determination in development and shaping the future.

With these positive results, PHS has demonstrated its ability to manage and leverage opportunities in a volatile market environment. The expansion into the futures securities brokerage field not only brings profit to the company but also contributes to the diversification and stability of the business in the challenging context of the stock market.

2. Advisory & Underwriting

The global economy continues its slow recovery, marked by divergence due to the cyclical effects of monetary tightening policies aimed at controlling inflation, escalating wars, and extreme weather events in 2023. In a context where there are more difficulties and challenges than advantages, both domestically and globally,

Vietnam's economy in the first 9 months of the year still recorded very respectable growth results. The GDP growth rate in the first 9 months of 2023 reached 4.24% and is showing a tendency to increase gradually over time. Inflation is under control, with the average consumer index increasing by 3.16% over the same period.

In 2023, the Advisory Division initiated internal restructuring efforts, diversified its products to meet market needs, and expanded its network of partners and customers through interactions with PHS branches and other securities companies. Additionally, Advisory Division established connections and provided advice to foreign companies already operating in Vietnam. Moreover, Advisory Division updated its consulting processes to ensure effective risk control in the implementation of service contracts, storage, and tracking of customer records.

In 2024, Advisory Division will maintain its primary business strategy of providing comprehensive consulting services to customers. This includes consultancy for listing, issuing, and raising capital for customers' businesses. Advisory Division will also continue to expand its network of domestic and foreign investors to meet the capital mobilization needs of businesses. For foreign customers operating in Vietnam seeking consultation on capital mobilization, capital divestment, or additional issuance, Advisory Division will actively connect and provide advice. Simultaneously, Advisory Division will focus on improving service quality and enhancing professionalism in the areas of corporate finance and M&A consulting to increase customer satisfaction and appeal to investors. Based on the current situation and existing capabilities, PHS plans to focus on developing Advisory Division in the following directions:

- Establishing a team of professional and capable staff to enhance service quality and address the diverse needs of potential customers.
- Maintain regular connections and collaboration with PHS branches and brokers to understand the needs of customers at the branches. Based on this understanding, Advisory Division will offer necessary services to customers, seize opportunities to secure consulting service contracts, and introduce the company to potential customers. Additionally, implementing a commission policy for those who introduce consulting service contracts will provide motivation for the growth of service contracts introduced by branch employees.
- Continue to sustain communication with both past and current customers, and broaden relationships with domestic and foreign businesses operating in Vietnam.

Establish a network of domestic and foreign investors by expanding connections with investment funds, securities companies, banks, and insurance companies to explore future cooperation opportunities.

3. Dealing

In 2023, following the recovery of the Vietnam stock market, the Dealing Division concentrated on identifying investment opportunities in leading stocks across mainstream industries and targets with specific topics in their business operation and prospects. However, an overall price readjustment in the stock market has occurred since mid-September. In the first 11 months of 2023, our portfolios saw a gain of only 2.1%.

The stock market remains an attractive investment channel, thanks to policy support measures aimed at boosting the economy next year. Furthermore, the Vietnam stock market is taking steps to upgrade its status from frontier to emerging. Recently, regulators and securities officials have been working closely to introduce a new trading system to the market. Therefore, there is confidence that the Vietnam stock market still holds promise and exhibits upside potential in 2024.

Our portfolio have been strategically reallocated to take advantage when the stock market rallies next year. Continually seeking opportunities to diversify and enhance our investment portfolio, with more comprehensive and instant monitoring in both fundamental and technical aspects, thus believe that the Dealing Division will be able to filter out more valuable investment opportunities and report better performance in 2024.

Currently, the watch-list for investable stocks is closely reviewed and adjusted based on observations of signals revealed from fundamental and technical indicators. The results of investment positions are regularly reviewed, and the stock tracking procedure will be recorded as a guideline for any investment decision-making in the future.

Overall, we are committed to closely monitoring the movements of the market and be more aggressive in searching for investment opportunities. With close cooperation with the Research Team, using a significant amount of fundamental and technical analysis, the Dealing Division has become more professional in chasing potential capital gains with well-analyzed reasonable risk exposure.

4. Cover Warrant

Since 2019 till now, the scale of issuing and listing covered warrants has exhibited continuously grown. In 2023, up until November 17, there have been 286 new covered warrants issued and listed on HOSE, and the number of outstanding covered warrants reached a new high of 241. Additionally, the daily average trading value of the covered warrant market has substantially increased from VND 20.8 billion to VND 28.01 billion, YoY 34.66% compared to 2022. The maximum trading volume and value reached a new high at 81.14 million shares and VND 100.26 billion on September 22, 2023, the trading value of the covered warrant market is highly correlated with VN-Index.

In 2023, PHS has contributed to this growth with three covered warrant issuances listed on HOSE, which are CHPG2304, CHPG2314, and CSTB2311. The average daily trading value of these three covered warrants is VND 483 million, with an issuance market share in 2023 of 1.05%.

Covered warrant products offer various advantages for individual investors, including trading convenience, lower entry barriers, leverage, and limited maximum loss. Notably, covered warrant products are the only listed derivatives for single stocks in Vietnam. Potential investors often lack knowledge about covered warrants. To address this, PHS plans to implement a marketing plan and focus on investor education in the upcoming years.

In 2024, PHS aims to develop several systems to support market-making and hedging activities more efficiently, accurately, and consistently. Simultaneously, leveraging automation, PHS intends to expand the number of covered warrants and enhance productivity per capita. The issuance of covered warrants will align with overall market trends and competitors' movements, with the goal of increasing market visibility and the outstanding position of covered warrants.

5. Marketing

Building on the previously established online communication platforms, in 2023, PHS will persist in the direction of revamping its image toward a professional and youthful aesthetic. The company will emphasize marketing activities to attract customers, encouraging them to become familiar with and open accounts at PHS through online channels.

Furthermore, PHS evaluates student programs or events at universities in Ho Chi Minh City, as well as online investment webinars for loyal investors with a more

professional focus. All these events are characterized by a substantial scale, clear objectives, consistent content, and cohesive visual representation.

In 2024, the company's marketing communication and promotion activities will aim at achieving the following goals:

- Promote PHS's digital products and services to target investors. Build on 2023's activities with a set of carefully planned initiatives, PHS's 2024 promotional campaigns will emphasize explosiveness, uniqueness, and extensive coverage to attract and engage a significant number of interested customers.
- Establish strong relationships with media agencies as a foundation for risk management in the context of volatile markets. This proactive engagement ensures that information about PHS is presented accurately, preventing misleading narratives, and providing investors with a reliable source of useful information from the press.
- Measure and manage marketing data to enhance customer care. Digital marketing communications offer the advantage of capturing customer behavioral data, providing insights for evaluating the effectiveness of activities. Therefore, in 2024, marketing data will be meticulously processed to serve as valuable input for internal improvement activities within the company.

6. Risk Management

PHS recognizes that risk is an integral and unavoidable component of business and is committed to managing risk in a proactive, flexible, and effective manner, without abruptly changing policies, and providing robust support for business activities.

The stock market in 2023 experienced significant macroeconomic fluctuations both domestically and globally. Domestic demand weakened alongside a sharp decline in foreign demand, coupled with prolonged inflation, leading to a substantial economic slowdown in Vietnam.

In 2023, it was also a volatile year for the stock market, and PHS implemented flexible risk management strategies, such as adjusting force selling ratios to support business and hedge risks during periods of market volatility. Control measures were taken on the maximum loan price and loan ratio in accordance with legal provisions and market conditions. The risk management strategy underwent changes, with a focus on allocating margin outstanding structures primarily to large-cap, fundamental stocks, and clients with strong backgrounds. The risk management activities, particularly in margin trading services, proved highly effective. Notably, there were no new bad debts in the past year based on the assessment of bad debt resulting from margin trading services. The Risk Management Division collaborated effectively with the Research Division to conduct advanced analyses of listing companies eligible for margin trading, incorporating changes in risk management strategies to demonstrate adaptability and effectiveness in response to market changes.

With the anticipated launch of the KRX operational plan, expected to introduce new trading and settlement solutions, PHS aims to upgrade the stock market, attract investors, and boost liquidity. Based on the market situation in 2023, the Risk Management Division will develop policies suitable for the general market in 2024. The focus will be on good fundamental stocks to increase their proportion in the portfolio of securities allowed for margin trading. Additionally, policies will concentrate on enhancing the process of evaluating margin-traded securities to minimize risks for PHS and its customers, while supporting the overall business objectives of PHS.

Since PHS launched derivatives securities trading three years ago, the number of customers has had many opportunities to grow in 2024. With the continuous

expansion of derivative products, the development of risk management strategies for this product needs to be proactive and improved to minimize negative impacts. The main identified risks include market risk, capital leverage, margin requirements, legal, liquidity, and system risk. As a response, the Risk Management Division will submit criteria to control risks in real-time, tailored to the market conditions, aiming to minimize risks in business activities in the Derivative Market. This proactive approach will help ensure the stability and security of operations while facilitating the growth and participation of customers in the Derivative Market.

In 2024, minimizing risks and supporting business operations are the paramount strategies in risk management operations. To uphold these strategies, the Risk Management Division will actively collaborate with the Research Division to conduct advanced analyses of listing companies eligible for margin trading. Additionally, the division will continue to utilize data analysis tools developed by the IT Division. This collaboration aims to assist the Risk Management Division in swiftly, accurately, and efficiently collecting data for submission to the Risk Management Committee.

Furthermore, the division plans to apply more diversified margin lists with different loan ratios to support safe and efficient business operations, enhancing competitiveness in the market. Above all, the risk management policies for 2024 must ensure independence, flexibility, uniformity, efficiency, and sustainability to foster business growth. This approach underscores the commitment to a robust risk management framework that contributes to the overall success and stability of PHS.

7. Information Technology

In 2023, PHS has made significant investments in its IT infrastructure. This includes a comprehensive improvement of the PHS website, deployment of a CRM system to enhance service and interaction with customers and the facilitation of remote customer support for the Customer Care Center. The company has successfully set up a backup data center, connected to the Stock Exchange and Viet Nam Securities Depository and Clearing Corporation ("VSDC"), ensuring the continuous operation of the transaction system at a high level. Additionally, PHS has deployed technologies for smart OTP authentication, establishing high safety and security standards to ensure the safe operation of the transaction system. Furthermore, implemented an online solution for linking BIDV accounts, offering features like online deposits and withdrawals to facilitate faster and more convenient transactions for customers.

PHS worked continuously with securities trading software providers to upgrade its trading software, investing in technology infrastructure and systems to meet the technical requirements and connection standards of the new KRX trading system. This includes faster processing speeds, support for more market orders, and integration of new financial products from the Stock Exchange and VSDC.

In 2024, PHS plans to focus on significant improvements and deep investments in technology and trading platforms to enhance the quality of its products and services. The company aims to provide modern financial solutions and tools for optimal customer efficiency. Additionally, PHS will continue its heavy investment in information security, encompassing both technology and processes, to meet demands and ensure safe and reliable customer transactions.

PHS will embark on the development and comprehensive improvement of the new mobile app, web-trading, and eKYC. The company will also create tools for analysis and automatic data evaluation using algorithms, offering in-depth analytical information about enterprises and portfolio management. This initiative is designed to deliver the best customer experiences regarding the products and services offered by the company.

Furthermore, PHS plans to upgrade its servers, high-speed network equipment, and communication channels to the Stock Exchange, ensuring the ability to handle a large volume of transactions with minimal latency when the new KRX system becomes fully operational. The company is committed to building a backup datacenter to ensure the highest level of continuous operation for its trading system.

8. Human Resources

In 2023, our HR continuously innovated communication content to encourage the habit of accessing company information through internal channels such as email and Base Inside application. Simultaneously, various internal activities were retained, such as employee birthdays, team building, sports and arts festivals, etc., to create opportunities for interaction and networking among employees from the back office and front office.

In 2024, HR plans to improve the bonding activities based on the feedbacks and contributions from PHS members through quality program surveys. These improvements are aimed to make activities employee-friendly, fostering a sense of importance and belonging as part of the company, while enhancing PHS's image on social media. Honest sharing about work experiences and participation in engagement events will help potential candidates better understand the company and build trust before making any decisions on job applications. Each employee becomes a quality communication channel for the PHS brand.

Building on the success of the training roadmap implemented in 2023, HR in 2024 remains committed to enhancing not only professional knowledge but also refining and developing procedures, and professional sales skills tailored to each job position. This involves integrating technological advancements and providing personalized learning experiences through the E-learning system. Through this strategic approach, our goal is not only to meet but to exceed industry standards, creating a workforce that is not only skilled but visionary, thus contributing to the sustained success of the company.

PHS is committed to closely monitoring the learning journey of our employees, ensuring a customized and effective route that aligns with job standards. This adaptive approach guarantees that employees are equipped with the precise knowledge and skills required for their respective roles. Our key focus areas for 2024 are as follows:

- **Advanced Professional Knowledge:** Implement specialized courses to deepen professional expertise in line with industry advancements. Foster a culture of continuous learning through regular knowledge-sharing sessions and workshops.
- **Sales Process Enhancement:** Develop tailor-made training modules to refine and elevate sales processes for each job position. Introduce role-specific simulations and real-world scenarios to enhance practical application.
- **Career Development & Succession Planning:** Align individual career goals with the strategic objectives of the organization, ensuring that employees contribute meaningfully to the overall success of PHS. Succession planning focuses on the deliberate development of employees with high potential, providing them with the skills and experiences needed to assume leadership roles in the future.
- **Long-Term Vision and Career Development:** Establish mentorship programs to guide employees in crafting a long-term vision for their careers. Provide resources for personal and professional growth, ensuring a motivated and committed workforce.
- **Performance Monitoring and Feedback:** Utilize data analytics to track the effectiveness of training programs. Establish mentorship programs to guide

employees in crafting a long-term vision for their careers. Implement a feedback mechanism to gather insights from employees, fostering a culture of continuous improvement.

In recent years, PHS has been making efforts to maintain and adjust attractive compensation and benefit policies to ensure the attraction of a skilled workforce and encourage long-term employee contributions at the company.

In 2024, salary, bonus, and benefit policies at the company will continue to be developed and implemented according to the following basic criteria:

- Compliance with labor laws: Ensure adherence to regulations on minimum wage, labor benefits, taxes, and other related labor laws.
- Alignment with the company's business situation and operating budget: Develop salary and benefit structures in line with the company's financial standing and operational budget.
- Salary and benefit payment mechanism: Implement a payment mechanism based on an employee's position, capacity, and experience.
- Bonus payment mechanism: Establish a bonus payment system tied to criteria evaluating employees' work performance and results throughout the year.
- Ensuring fairness and market competitiveness: Guarantee fairness within the company and competitiveness in the job market to foster a healthy, harmonious, and stable working environment.

At the same time, ensuring the fair and transparent enforcement of Labor Disciplinary Regulations forms the basis for scientifically organizing labor, maintaining labor order, and stabilizing production and business within the company, impacting both the specific organization and society at large.

9. Summary of Budget Plan 2024

Index	Plan for 2024 (VND)
Total revenue	745,636,273,682
Total expenses	613,139,525,726
Profit (loss) before tax	132,496,747,956
Profit (loss) after tax	100,817,673,475
Market share	1.3%

Please kindly consider and approve.

ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN


Mr. ALBERT KWANG-CHIN TING

SUBMISSION FOR APPROVAL
Financial Budget plan for year 2024

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

In view of the estimation of economy outlook and position of the Company on the local securities market, the Board of Directors of Phu Hung Securities Corporation hereby submits to the Annual General Meeting of Shareholders to pass **the Financial Budget plan in 2024** as follows:

Currency: VND

Index	Plan for 2024
Total revenue	745,636,273,682
Total expenses	613,139,525,726
Accounting Profit before tax	132,496,747,956
Accounting Profit After tax	100,817,673,475
Remuneration for the Board of Directors and Inspection Committee	1,920,000,000

In 2023, the remuneration of key management members spent VND 6,087,321,040.

Please kindly consider and approve.

Respectfully.

ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN



ALBERT KWANG-CHIN TING

**SUBMISSION FOR APPROVAL
On selection of Auditor for the year 2024**

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to the Law on Enterprises No. 59/2020/QH14;
- Pursuant to the Current Charter of Phu Hung Securities Corporation;

The Inspection Committee of Phu Hung Securities Corporation hereby submits to the Annual General Meeting of Shareholders for approval on **the Selection of Auditor for the year 2024** as follows:

1. Auditor: **KPMG Viet Nam Co., Ltd**

Address: 10/F, Sun Wah Tower, 115 Nguyen Hue, District 1, Ho Chi Minh City.

Telephone: 028 3821 9266

Fax: 028 3821 9267

In case KPMG Vietnam Co., Ltd is unable to provide audit services for the company, the independent audit unit in 2024 will be replaced as Deloitte Vietnam Audit Co., Ltd.

2. Authorization to the General Director to perform related works with the Selected Independent Auditor company.

Please kindly consider and approve.

Respectfully.

**ON BEHALF OF INSPECTION COMMITTEE
HEAD OF INSPECTION COMMITTEE**



LIEW SEP SIANG

No.: .06../2024/TTr-HĐQT

Ho Chi Minh City, 17 April 2024

SUBMISSION FOR APPROVAL

Handling bad debts

**TO: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to Circular No. 210/2014/TT-BTC dated 30 December 2014;
- Pursuant to Circular No. 334/2016/TT-BTC dated 27 December 2016;
- Pursuant to the recoverable and overdue periods of bad debts.

The Board of Directors of Phu Hung Securities Corporation submits to The Annual General Meeting of Shareholders to pass the write off bad debts related to margin lending activities, including receivable from principal and interest with the amount of VND 1,016 220,980, these debts have been made provision 100%. This handling will be accounted for in the first half of 2024.

Submit to the Annual General Meeting of Shareholders the authorization for the Board of Directors to proceed with the procedure to write off bad debts, as mentioned above, in accordance with the regulations.

Please kindly consider and approve.

Respectfully

**ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN**


ALBERT KWANG-CHIN TING

No.: 07./2024/TTr-HĐQT

Ho Chi Minh City, 17 April 2024

SUBMISSION FOR APPROVAL
Profit Distribution Plan for 2023

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to the Law on Enterprise No. 59/2020/QH14 dated 17 June 2020;
- Pursuant to the Law on Securities No. 54/2019/QH14 dated 26 November 2019;
- Pursuant to the Current Charter of Phu Hung Securities Corporation;
- Pursuant to the Financial Statements of the year 2023 audited by KPMG VN Co., Ltd.

The Board of Directors of Phu Hung Securities Corporation hereby submits to pass the **Profit Distribution Plan for 2023** as follows:

Profit after tax in 2023	VND 44,550,793,002
Undistributed profit in 31/12/2023	VND 99,830,543,272
Dividend 2023 pay cash: 3% par value (excluding treasury shares) (*)	VND 45,002,798,700

(*) The expected dividend payment amount is determined based on the total number of shares issued as of 31 December 2023. However, if there are changes in the total number of shares issued by the record date of the list of shareholders entitled to receive dividends, the Board of Directors has the authority to adjust the payment amount according. If the total number of shares issued changes, the Board of Directors may increase or decrease the payment amount according to the previously established payment ratio, provided that the source of distributed profits complies with the provisions of the law.

Submit to Annual General Meeting of Shareholders to pass the authorization to Board of Directors to choose the suitable time and proceed the procedure to pay dividend according to legal regulation.

Please kindly consider and approve.

Respectfully,

ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN


ALBERT KWANG-CHIN TING

No.: 08./2024/TTr-HĐQT

Ho Chi Minh City, 17 April, 2024

SUBMISSION FOR APPROVAL

**Increase charter capital of PHS by private placement
To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to Securities Law No. 54/2019/QH14 on 26 November, 2019;
- Pursuant to Enterprise Law No. 59/2020/QH14 on 17 June, 2020;
- Pursuant to Decree No. 155/2020/NĐ-CP on 31 December, 2020;
- Pursuant to Circular No. 118/2020/TT-BTC dated 31 December, 2020;
- Pursuant to Circular No. 121/2020/TT-BTC dated 31 December, 2020;
- Pursuant to the current Charter of Phu Hung Securities Corporation.

The Board of Directors of Phu Hung Securities Corporation (“**PHS**”) submits to the Annual General Meeting of Shareholders (“**AGMS**”) to pass approved the plan on private share issuance to increase charter capital from VND 1,500,098,190,000 to VND 2,000,098,190,000 details as follows:

I. PLAN ON PRIVATE SHARE ISSUANCE TO INCREASE CHARTER CAPITAL

1. Share name: Share of Phu Hung Securities Corporation;
2. Share type: Common share;
3. Par Value: VND 10,000 (ten thousand) per share;
4. Number of offering shares: 50,000,000 (Fifty million) shares;
5. Expected issuing price: VND 10,000 per share;
6. Total value of shares offered at par value: VND 500,000,000,000 (Five hundred billion dong);
7. Expected total mobilized capital after issuance: VND 500,000,000,000 (Five hundred billion dong);

8. Distribution time: Within 90 days from the date State Securities Commission approved the Company for the implementation of private placement and increase of charter capital;
9. Number of involved investors: Ensure under 100 investors as prescribed by laws.

Attach details of plan on private share issuance.

II. AUTHORIZATION FROM AGMS TO BOD TO IMPLEMENTATE THE PLAN TO INCREASE CHARTER CAPITAL BY PRIVATE SHARE ISSUANCE:

BOD respectfully submits to AGMS to approve the authorization to BOD to implement the plan to increase charter capital by private share issuance.

The content of authorization to BOD of the plan to increase charter capital is as follows:

The Annual General Meeting of Shareholders unanimously authorizes the Board of Directors to decide and implement the following issues:

- Decide the time for offering and organize the implementation of the Private Issue Plan approved by the Annual General Meeting of Shareholders or the Private Issue Plan has been added, modified, completed or changed at the request of the State Management Agencies;
- Deciding a plan for handling non-distributable shares, including but not limited to deciding the criteria, subjects, and the number of investors to ensure according to the law, the number of shares offered to each investor, etc. In case it is impossible to distribute all of the shares, it is entitled to decide, adjust the size of the issue at its discretion (the actual number of offered shares already distributed and the value of shares already offered) and report to the nearest General Meeting of Shareholders;
- Decide and implement related works and procedures for the issuance and sale to comply with the current procedures and regulations;
- Actively amending and supplementing the Charter of organization and operation of Phu Hung Securities Corporation according to the newly increased charter capital scale;
- Implement the necessary procedures to amendment of Establishment and operation license with State Securities Commission and Certificate of joint registration with Department of Planning and Investment of Ho Chi Minh City;
- In addition to the above authorization contents, during the implementation of the issuance plan, the Annual General Meeting of Shareholders authorizes the Board of

Directors to supplement, correct, complete or change the issuance plan as required by State management agencies so that the capital mobilization is done in a legal and proper manner;

- Within the scope of authorization above, the Board of Directors may authorize the Chairman of Board of Directors or the General Director to perform the above tasks in accordance with the provisions of law.

Please kindly consider and approve.

Best regards

Enclosure:

- 1. Plan on private share issuance.*

**ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN**


ALBERT KWANG-CHIN TING

PLAN ON PRIVATE SHARE ISSUANCE

PART I: GENERAL INFORMATION ABOUT ISSUING COMPANY

1. Company information:

- Company's name: **CÔNG TY CỔ PHẦN CHỨNG KHOÁN PHÚ HƯNG**
- English name: **PHU HUNG SECURITIES CORPORATION**
- Abbreviation: **PHS**
- Head Office: Floor 21, Phu My Hung Tower, 08 Hoang Van Thai, Tan Phu Ward, District 7, Ho Chi Minh City.
- Phone: (84-28) 5413 5479 Fax: (84-8) 5413 5472
- Website: www.phs.vn
- Legal basis:
 - Certificate of Business Registration No. 0313642887 dated January 20th, 2016 granted by Ho Chi Minh City Department of Planning and Investment and 14th amendment on November 22nd, 2022.
 - Establishment and Operation License No. 122/GP-UBCK dated January 20th, 2016 issued by State Securities Commission ("SSC"); other amendment and supplement licenses for License No.122/GP-UBCK dated January 20th, 2016 issued by SSC.
- Tax code: 0313642887
- Main business lines of the Company:
 - Securities brokerage;
 - Securities Investment Advisory;
 - Securities Dealing;
 - Underwriting;
 - Derivatives.
- Legal representative:
 - Mr. Albert Kwang-Chin Ting - Position: Chairman of Board of Directors
 - Mr. Chen Chia Ken - Position: General Director
- General Director: Mr. Chen Chia Ken.
- Branches and Trading Offices:

District 1 Branch

Address : Room 1003A, 10th Floor, No. 81-83-83B-85 Ham Nghi Street,
Nguyen Thai Binh Ward, District 1, Ho Chi Minh City

Telephone : (84-28) 3 535 6060

Fax : (84-28) 3 535 2912

District 3 Branch

Address : 4th and 5th Floor, 458 Nguyen Thi Minh Khai, Ward 2 , District 3,
Ho Chi Minh City

Telephone : (84-28) 3820 8068

Fax : (84-28) 3820 8206

Tan Binh Branch

Address : Park Legend Building, 251 Hoang Van Thu Street, Ward 2, Tan Binh District, Ho Chi Minh City

Telephone : (84-28) 3813 2401

Fax : (84-28) 3813 2415

Phu My Hung Trading Office

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

Telephone : (84-28) 5413 5478

Fax : (84-28) 5413 5473

Hanoi Branch

Address : 5th Floor, Vinafor Building, No. 127 Lo Duc, Dong Mac Ward, Hai Ba Trung District, Hanoi

Telephone : (84-24) 3933 4566

Fax : (84-24) 3933 4820

Thanh Xuan Branch

Address : 5th Floor, UDIC Complex Building, N04 Hoang Dao Thuy, Trung Hoa Ward, Cau Giay Dist, Hanoi

Telephone : (84-24) 6250 9999

Fax : (84-24) 6250 6666

Hai Phong Branch

Address : 2nd Floor, Building No.18 Tran Hung Dao, Hoang Van Thu Ward, Hong Bang District, Hai Phong

Telephone : (84-225) 384 1810

Fax : (84-225) 384 1801

2. Charter Capital:

Current charter capital : VND 1,500,098,190,000 (One thousand five hundred billion, ninety-eight million, one hundred and ninety thousand Vietnam dong)

Par value : VND 10,000 (Ten thousand)

Current shares : 150,009,819 (One hundred fifty million, nine thousand, eight hundred and nineteen) shares

3. Process of establishment and development

PHS is founded based on the consolidation between Phu Hung Securities Corporation (Establishment License No. 23/QĐ-UBCK dated December 29th, 2006, hereinafter called Old PHS) and An Thanh Securities Company (ATSC) according to the Decision of Consolidation Acceptance No. 1129/QĐ-UBCK dated December 16th, 2015 issued by SSC. PHS inherited all business of both consolidated companies, whereby, PHS operates on the platform of organizational structure and technical infrastructure of the old PHS while ATSC became a branch of PHS. All assets and equities of old PHS and ATSC were transferred to new PHS with Charter Capital of VND 202,585,070,000 in accordance with License No. 122/GP-UBCK for Establishment and Operation (issued by SSC on January 20th, 2016).

On July 31st, 2019, PHS's shares were officially traded on UPCOM – Hanoi Stock Exchange.

With more than 17 years of operating experience in the Vietnam securities market, PHS has stable customer base and profound business resources. At the end of 2023, PHS achieved a TOP 6 of market share for derivatives brokerage. Moreover, in 2023, PHS also introduced Covered Warrants products to meet the diverse investment needs of customers.

PHS is prioritizing investments in infrastructure enhancement to maximize the potential of online services, enhance features for investor transactions, introduce new products and services for an elevated customer experience, and concurrently refine internal processes to enhance employee performance.

Detailed assets and capital of PHS audited by KPMG Limited as below:

Unit: VND million

No.	Indicators	As at 31/12/2022	As at 31/12/2023
A	ASSETS	3,676,223	4,040,738
I	CURRENT ASSETS	3,594,952	3,959,453
1	Financial assets	3,591,805	3,954,793
1.1	Cash and cash equivalents	763,880	196,824
1.2	Financial assets recognized through profit or loss (FVTPL)	6,715	90,634
1.3	Held-to-maturity investments (HTM)	768,313	654,213
1.4	Loans receivable	1,991,637	2,951,919
1.5	Provision for diminution in value of financial assets and collateral	(13,161)	(30,551)
1.6	Receivables	57,343	74,788
1.7	Prepayments to suppliers	1,700	7,108
1.8	Receivables from services provided by securities company	9,824	3,964
1.9	Other receivables	13,006	12,787

No.	Indicators	As at 31/12/2022	As at 31/12/2023
1.10	<i>Provision for diminution in value of receivables</i>	(7,453)	(6,894)
2	Other current assets	3,147	4,660
II	LONG-TERM ASSETS	81,271	81,286
1	Fixed assets	30,021	23,745
2	Construction in progress	1,633	-
3	Other long-term assets	49,617	57,540
B	RESOURCES	3,676,224	4,040,738
I	LIABILITIES	2,078,780	2,428,746
1	Short-term liabilities	2,076,780	2,426,615
1.1	<i>Short-term borrowings</i>	<i>1,833,020</i>	<i>1,990,040</i>
1.2	<i>Payables to suppliers</i>	432	66
1.3	<i>Advance from customers</i>	-	-
1.4	<i>Unearned revenue</i>	-	-
1.5	<i>Taxes and amounts payable to the State</i>	15,255	11,982
1.6	<i>Payable to employees</i>	6	-
1.7	<i>Accrued expenses</i>	18,889	23,312
1.8	<i>Other accounts payable</i>	9,474	11,720
1.9	<i>Employees' benefits payable</i>	370	373
1.10	<i>Accounts payable to securities trading activities</i>	199,343	389,121
2	Long-term liabilities	1,980	2,131
2.1	<i>Provisions for long-term payables</i>	1,980	2,131
2.2	<i>Deferred income tax liabilities</i>	-	-
II	OWNER'S EQUITY	1,597,444	1,611,992

Source: Audited financial statement as of 2022 and 2023

PART II: PLAN ON PRIVATE SHARE OFFERING

1. Legal basis:

- Law on Enterprise No. 59/2020/QH14 dated June 17th, 2020;
- Law on Securities No. 54/2019/QH14 dated November 26th, 2019;
- Decree No. 155/2020/NĐ-CP of the Government dated December 31st, 2020 on Detailed provisions for the implementation of a number of articles of the Securities Law;

- Circular No. 118/2020/TT-BTC dated December 31st, 2020 of the Ministry of Finance guiding a number of contents on offering, issuing securities, public offering, stock repurchasing, company registration public company and disqualify the public company;
- Circular No. 121/TT-BTC dated December 31st, 2020 of the Ministry of Finance regulating the operation of Securities Company;
- Circular No. 123/2015/TT-BTC dated August 18th, 2015 issued by Ministry of Finance on providing guidance on foreign investment activities on Vietnam securities market;
- Charter of Phu Hung Securities Corporation.

2. The necessity of private share issuance to increase charter capital:

Following a well-planned development roadmap drafted by the Government, Vietnam stock market has been witnessing remarkable and continuing progress in the past couple years. The measures applied for upgrading the market, especially the introduction of various new products, has let investment in stock market become the most popular activity. On January 1st, 2021, the debut of the Law on Securities No. 54/2019/QH14, together with relevant Circulars and Decrees including Decree No. 155/2020/NĐ-CP and Circular No. 121/2020/TT-BTC, has provided a more profound legal basis in enhancing the quality of service and the transparency of listed enterprises.

In 2023, the Vietnamese stock market experienced many fluctuations. As of December 29 – the last working day of 2023, Vietnam’s benchmark VN-Index closed at 1,129.93 points, increasing by 12.19% compared to 2022. With policies supporting businesses as well as promoting economic growth to recover, market developments are also more positive along with average session liquidity recovering significantly.

The total volume of stock transactions from 2023 reached more than 222 billion shares with a total value of nearly VND 4.4 quadrillion, corresponding to the average trading volume reached 894.3 million shares/session (increasing 10.5% compared to 2022) and average trading value of VND 17,579 billion/session (decreasing 12.9% compared to 2022).

The capitalization and listing scale of the stock market continued to increase compared to the end of 2022. By the end of 2023, stock market capitalization stood at VND 5,937 trillion, an increase of 13.6% on year, equivalent to 58.1% of the estimated GDP in 2023. The market’s listed and registered trading scale reached VND 2,128 trillion, an increase of 7.3% compared to the end of 2022 with 739 shares and fund certificates on Stock Exchanges (HNX and HSX) and 862 shares registered for trading on UPCoM.

To seize this development opportunity, PHS needs to increase financial capacity to meet capital needs for securities trading customers and be able to provide new products in 2024 and the following years.

Based on the current development situation of the Company and potential market growth, raising capital in the form of private share issuance is necessary to supplement business capital for the operations of the Company.

3. Plan on Private Share Issuance:

3.1 Type and number of offered shares:

Share name	: Share of Phu Hung Securities Corporation
Share type	: Common share

Par Value	:	VND 10,000 (ten thousand) per share
Number of offering shares	:	50,000,000 (Fifty million) shares
Expected issuing price	:	VND 10,000 per share <i>(Principles for determining the issuing price refer to the Appendix PHS valuation report)</i>
Total value of shares offered at par value	:	VND 500,000,000,000 (Five hundred billion)
Expected total mobilized capital after issuance	:	VND 500,000,000,000 (Five hundred billion)
Distribution time	:	Within 90 days from the date SSC approved the Company for the private placement and increase of charter capital
Number of involved investors	:	Ensure under 100 investors as prescribed by laws

3.2 Offering method:

Private offering to investors.

4. Offering purposes:

- (1) Supplement for working capital of business activities;
- (2) Capital supplementation for activities of providing advance funding for securities sales and margin lending;
- (3) Financial safety improvement and capital supplement for derivative securities operations;
- (4) Provide financial and other securities services in accordance with the provisions of law.

5. Objects to be offered:

Criteria for selecting the subject to be offered for sale of shares are Professional Investors or/ and Strategic Investors:

❖ Criteria for selecting a Professional Investor *(According to Article 11 of the Law on Securities No. 54/2019/QH14)*:

- Commercial banks, foreign bank branches (FBB), finance companies, insurers, securities companies, securities investment fund management company, securities investment company, securities investment funds, international financial institutions, off-budget financial funds, state-owned financial institutions permitted to buy securities as prescribed by relevant laws;
- Any company whose contributed charter capital exceeds VND 100 billion; every listed or registered organization;
- Holders of securities professional certifications;

- Any individual holding a quantity of listed or registered securities that is worth at least VND 02 billion as confirmed by the securities company at the time that individual is identified as a professional securities investor;
- An individual with a taxable income of at least VND 01 billion in the latest year by the time that individual is determined as a professional securities investor according to the tax return submitted to the tax authority or tax deduction documents of organizations and individuals making payments;
- Newly issued shares for professional securities investors will be restricted from transfer for 1 year from the date of completion of the offering.

❖ **Criteria for selecting a Strategic Investor (According to Clause 17 Article 4 of the Law on Securities No. 54/2019/QH14):**

Strategic investors are the existing shareholders of the Company who meet the following conditions:

- Having strong financial capacity, supporting the Company in capital;
- Selected by the General Meeting of Shareholders according to the criteria of financial capacity, technology level and commitment to cooperate with the company for at least 03 years.
- Newly issued shares to strategic investors will be restricted to transfer for 3 years from the date of completion of the offering.

❖ **At the same time, investors participating to become shareholders of PHS must meet the following conditions:**

- (1) Investors and PHS are not subsidiaries of the same parent company and PHS is not the parent company of investors (*Article 43. 6 Decree 155/2020/NĐ-CP*);
- (2) Investors owning 10% or more of PHS's chartered capital and their related persons (if any) are not allowed to own more than 5% of charter capital in another securities company (*Article 74.4.c Securities Law No. 54/2019/QH14*);
- (3) Investors offered for sale have a commitment to buy all registered shares.

❖ **Issued shares will be distributed directly to investors according to the list approved by the General Meeting of Shareholders.**

Based on the above criteria, the Company has selected and determined the list of investors to be offered for sale as follow:

No.	Name of investors	Number of ID card/Citizen card/Passport or Enterprise Registration Certificate	Objects		Number of shares owned before the offering (shares)	Number of shares expected to be distributed (shares)	Ownership ratio expected after the offering (%)
			Strategic investor/ Professional investors	Foreign investor/ Economic organization with foreign investors holding more than 50% of charter capital/ Domestic investor			
1	Phu Hung Far East Holding Corporation	CA5901	Strategic investor	Foreign investor	69,004,600	23,000,000	46%
2	New Beam International Inc	CB5917	Strategic investor	Foreign investor	26,176,745	15,500,000	20.84%
3	Dong Bang Development Limited	CB3748	Strategic investor	Foreign investor	7,290,486	1,800,000	4.55%
4	Cat Tinh Development Limited	CD2863	Strategic investor	Foreign investor	258,177	9,700,000	4.98%
Total						50,000,000	

6. The restrictions on foreign investors:

Phu Hung Securities Corporation has been approved that the foreign ownership is up to 100% by the State Securities Commission. However, the ownership ratio of each foreign investor will be bound in accordance with *Article 77.1 Securities Law No. 54/2019/QH14* as follows:

- (1) If foreign investors are organizations meeting requirements stipulated in Article 77.2 Securities Law, they shall be entitled to buy shares with the aim of taking the whole ownership of charter capital of a securities trading organization, and to found the securities trading organization with wholly foreign-owned financing.
- (2) If foreign investors are organizations, failing to meet requirements stipulated in Article 77.2 Securities Law, or if they are individual investors, they shall be entitled to hold less than 49% of charter capital of a securities trading organization.

7. Related taxes:

Since this is the plan of private shares issuance to increase charter capital, so it should not generate any tax liability for the issuer.

8. Proposed date of shares issuance and charter capital injection:

Expected to be issued in 2024, right after PHS has received a written approval from the State Securities Commission and has completed the information disclosure procedures as prescribed. The specific issuance time is decided by the Board of Directors.

9. Report the results of the issuance:

PHS will carry out the issuance result report to the SSC follow the regulation after finish the issuance.

10. Register at Viet Nam Securities Depository and Clearing Corporation:

Successfully offered shares in accordance with this plan will be registered for supplement at Viet Nam Securities Depository and Clearing Corporation.

11. Changing share trading registration for additional issuance:

Successfully offered shares in accordance with this plan will be registered for additional trading in UPCOM trading system.

12. Authorization:

The General Meeting of Shareholders unanimously authorizes the Board of Directors to decide and implement the following issues:

- Decide the time for offering and organize the implementation of the Plan on private share issuance approved by General Meeting of Shareholders or the Plan on private share issuance has been added, modified, completed or changed at the request of the State Management Agencies;
- In case of expiration of the prescribed time limit for the distribution of shares (including the extended period, if any), if there are still undistributed shares, these undistributed shares will be canceled and the Board of Directors decides to close the offering;
- Decide and implement related works and procedures for the issuance and sale to comply with the current procedures and regulations;
- Actively amending and supplementing the Charter of organization and operation of Phu Hung Securities Corporation according to the newly increased charter capital scale;
- Implement the necessary procedures to amendment of Establishment and operation license with State Securities Commission and Certificate of joint registration with Department of Planning and Investment of Ho Chi Minh City;
- In addition to the above authorization contents, during the implementation of the issuance plan, the General Meeting of Shareholders authorizes the Board of Directors to supplement, correct, complete or change the issuance plan as required by State management agencies so that the capital mobilization is done in a legal and proper manner;
- Within the scope of authorization above, the Board of Directors may authorize the Chairman of Board of Directors or the General Director to perform the above tasks in accordance with the provisions of law.

PART III: PLAN ON CAPITAL USAGE

All proceeds from the offering will be used for the following purposes:

- (1) Supplement for working capital of business activities;
- (2) Capital supplementation for activities of providing advance funding for securities sales and margin lending;

- (3) Financial safety improvement and capital supplement for derivative securities operations;
- (4) Provide financial and other securities services in accordance with the provisions of law.

The usage of capital issued for business of PHS in accordance with the current relevant regulations.

PART IV: CONCLUSION

Private share issuance is necessary to increase current charter capital to VND 2,000,098,190,000 (Two thousand billion, ninety-eight million, one hundred and ninety thousand dong) to meet the capital needs of the company's business operation.

Ho Chi Minh City, April 17th, 2024

PHU HUNG SECURITIES CORPORATION

LEGAL REPRESENTATIVE



ALBERT KWANG-CHIN TING

CHAIRMAN OF BOARD OF DIRECTORS

APPENDIX 1: PHS STOCK VALUATION REPORT

(Attached with the plan on private placement share issuance of Phu Hung Securities Corporation)

1. Valuation Method:

- In investment, there are many different valuation methods used for enterprise valuation, equity valuation such as Net Asset Value method (NAV); Book value method; Discounted Cash Flow method (DCF); P/E method; P/B method. In addition, some other methods of pricing based on the concept of economic value added such as EVA (Economic Value Added).
- However, based on the actual situation and financial statements of PHS as at 31/12/2023, issuance price for the private shares placement is determined based on the reference of the Company's shares valuation results based on price to earnings per share (P/E), price to book value per share (P/B), and trading price of PHS shares in the most recent time.

2. Valuation result:

2.1 Explanation for valuation criteria:

We will base on the P/E method and P/B method. By using these methods, we need to calculate the industry P/E and industry P/B, in which:

- The principle to sort companies is the securities companies which have the same size of capital and brokerage revenue, within +/- 100% of PHS's capital and brokerage revenue (as at December 31st, 2023: PHS's charter capital is VND 1,500,098,190,000 and brokerage revenue is VND 150,678 million).
Securities companies of the same size as PHS include:
 - Viet First Securities Joint Stock Company
 - An Binh Securities Joint Stock Company
 - DSC Securities Joint Stock Company
 - Bao Viet Securities Joint Stock Company
 - Viet Dragon Securities Joint Stock Company
- P (Price) in P/E and P/B is calculated based on the average price within 12 months till December 31st, 2023 for the companies mentioned above ("Average Price");
- EPS is the Earning per share as at December 31st, 2023;
- BVPS is the Book value per share as at December 31st, 2023;
- P/E: Average Price is divided by EPS;
- P/B: Average Price is divided by BVPS.

2.2 P/E method:

- PHS's share price is equal to the industry P/E ratio (as at 31/12/2023) multiplied by the earning per share (EPS).
 - Net profit in FY2023 = VND 44,551 million;
 - Average number of shares of 2023 = 150,009,819 shares.

- Industry P/E is based on the median of P/E of securities companies mentioned above, detailed as follows:

No.	Ticker	Company's name	Exchange	Brokerage revenue as at 31/12/2023 (VND)	EPS	P/E
1	VFS	Viet First Securities	HNX	45,290,557,161	904	22.34
2	ABW	An Binh Securities	UPCoM	63,225,769,549	769	14.56
3	DSC	DSC Securities	UPCoM	103,914,009,439	788	30.34
4	BVS	Bao Viet Securities	HNX	307,765,343,020	2,710	11.92
5	VDS	Viet Dragon Securities	HOSE	249,929,639,357	1,560	13.33
MEDIAN						14.56

- Share price of PHS according to P/E method is calculated as follows:

Indicator	PHS's business result as at 31/12/2023
LTM Net income as at 31/12/2023 (VND million)	44,551
Number of shares (shares)	150,009,819
Earnings per share (VND)	297
Industry P/E (times)	14.56
PHS's share price (VND)	4,324

2.3 P/B method:

- PHS stock price is equal to industry P/B multiplied by Book Value per Share (BVPS) taken from the most recent balance sheet as at 31st December, 2023;
- Industry P/B is based on the median P/B of the securities companies mentioned above, specifically as follows:

No.	Ticker	Company's name	Stock Exchange	Brokerage revenue as at 31/12/2023 (VND)	BVPS	P/B
1	VFS	Viet First Securities	HNX	45,290,557,161	12,258	1.65
2	ABW	An Binh Securities	UPCoM	63,225,769,549	13,259	0.84
3	DSC	DSC Securities JSC	UPCoM	103,914,009,439	10,905	2.19
4	BVS	Bao Viet Securities	HNX	307,765,343,020	32,059	1.01
5	VDS	Viet Dragon Securities	HOSE	249,929,639,357	11,325	1.84
MEDIAN						1.65

- Share price of PHS according to P/B method is calculated as follows:

Indicator	PHS's business result as at 31/12/2023
Total equity (VND million)	1,611,992
Number of shares (shares)	150,009,819
Book value per share (VND)	10,746
Industry P/B (times)	1.65
PHS's share price (VND)	17,731

2.4 Trading price of PHS:

Based on the trading history of PHS within the last 60 sessions to **07/03/2024**, the average price of PHS stock is VND 15,810.

3. Conclusion:

Price per share is determined by taking the weighted average of the three methods. On that basis, the average share price is calculated as follows:

Valuation Method	Target price	Weighted
P/E ratio	4,324	45%
P/B ratio	17,731	25%
Average trading price	15,810	30%
Price per share (VND)	11,122	

Based on the above valuation results, the average share price of PHS is valued at **VND 11,122 per share**.

On the basis of the above prices and capital needs for the Company's business activities in the upcoming stage, to attract professional securities investors and strategic investors to increase the success of the issuance as well as improve PHS' operating activities, governance management and financial services, the Board of Directors approved the issue price in this issuance at **VND 10,000 per share**.

No.: 09./2024/TTr-HDQT

Ho Chi Minh City, April 17th, 2024

**SUBMISSION FOR APPROVAL
Amendment of the Charter**

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to the Law on Enterprises No. 59/2020/QH14 dated 17 June 2020;
- Pursuant to the Law on Securities No. 54/2019/QH14 dated 26 November 2019;
- Pursuant to the Decree No. 155/2020/NĐ-CP dated 31 December 2020 of the Government providing guidance on Law on Securities;
- Pursuant to the current Charter of Phu Hung Securities Corporation.

To comply with legal regulations related to public companies, the Charter of Phu Hung Securities Corporation ("PHS") has been amended and supplemented accordingly.

The Board of Directors ("BOD") of Phu Hung Securities Corporation submits to the Annual General Meeting of Shareholders ("AGMS") for approval:

1. Amendments and Supplements to the PHS Charter.

The details of all amendments and the Charter 2024 are attached to this proposal.

- 2. Amendments and Supplements to the Charter after the increase of charter capital:** After the event of charter capital increase (if approved at the AGMS), the Chairman of BOD will be authorized to sign the amended and supplemented Charter reflecting this change. The signing date is the date the amended Charter officially takes effect.

Please kindly consider and approve.

**ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN**



ALBERT KWANG-CHIN TING

CHARTER AMENDMENT PROPOSAL

(Attached in Submission for approval amendment of the Charter of BOD to the Annual General Meeting Of Shareholders 2024)

Note:

- The words highlighted **in bold** in the "CONTENT" column (if any) are the contents proposed for amendment or removal.
- The words underlined in the "PROPOSED ADJUSTMENT" column are the contents that have been modified or supplemented.

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
1	Article 1: Definitions (clause 1)		
1.1	q. "VSD" means <u>Vietnam Securities Depository</u> .	q. " <u>VSDC</u> " means <u>Viet Nam Securities Depository And Clearing Corporation</u> .	VSD was transformed into VSDC on January 1, 2021
1.2	r. "Voting at the Meeting" means a shareholder; - Directly vote at the General Meeting of Shareholders; - Authorize another individual/organization to vote at the meeting; - Votes online or through other electronic methods ; - Send the votes to the meeting by post, fax, email or by other means.	r. "Voting at the Meeting" means a shareholder; - Directly vote at the General Meeting of Shareholders; - Authorize another individual/organization to vote at the meeting; - <u>Voting through online meetings, electronic voting, or other electronic forms</u> ; - Send the votes to the meeting by post, fax, email or by other means.	Amend this content in the English version to match the Vietnamese version.
1.3	s. "E-voting" means the Shareholder, the Shareholder's authorized representative vote under electric form via E-voting system of Vietnam Securities Depository.	s. " <u>Electronic voting</u> " or "E-voting" means the Shareholder, the Shareholder's authorized representative vote under electric form via E-voting system of Vietnam Securities Depository.	Amend this content in the English version to match the Vietnamese version.
2	The term "member of the Inspection Committee"		
	"member of the Inspection Committee"	Content unchanged in English version	Amend this content in Vietnamese version to comply with legal regulations.
3	Article 23: Rights and duties of the General Meeting of Shareholders (clause 1 and 2)		
3.1	1. The annual General Meeting of Shareholders shall have the right to discuss and approve the following documents:	2. The General Meeting of Shareholders discusses and approves the following matters:	Combine clause 1 and clause 2 Article 23 of the Charter 2023 into clause 2 of Article 23 of the Charter 2024 for the following reason: • The current wording may lead to the following misunderstanding: <i>The annual General Meeting of Shareholders can approve</i>

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
			<p>any matter, but the issues that the General Meeting of Shareholders has approved cannot be adjusted by an extraordinary General Meeting of Shareholders.</p> <ul style="list-style-type: none"> • The law does not distinguish between the rights of the annual and extraordinary General Meetings of Shareholders but only requires the annual General Meeting of Shareholders to approve a minimum content such as: a) <i>The company's annual business plan</i>; b) <i>Annual financial statements</i>; c) <i>The report of the Board of Directors</i>...
3.1.1	a. Annual audited financial statements;	Point a → point a of clause 2, Article 23, with the content unchanged.	Combine clause 1 and 2 of Article 23 of the Charter 2023 into clause 2 of Article 23 of the Charter 2024.
3.1.2	b. Reports of the Inspection Committee on business activities of the Company, results of the activities of the Board of Directors, General Directors;	Point b → point b of clause 2, Article 23, with the content unchanged.	
3.1.3	c. Reports of the Inspection Committee on the result of self-evaluation;	Point c → point c of clause 2, Article 23, with the content unchanged.	
3.1.4	d. Reports of the Board of Directors and results of activities of the Board of Directors and each members of the Board;	Point d → point d of clause 2, Article 23, with the content unchanged.	
3.1.5	e. Annual business plans of the Company;	Point e → point e of clause 2, Article 23, with the content unchanged.	
3.1.6	f. The rate of annual dividend for each type of shares in accordance with the Law on Enterprises and rights related to each type of shares. This rate is not higher than the rate proposed by the Board of Directors after consulting shareholders' opinions at the General Meeting of Shareholders;	f. The dividend rate for each type of share;	<ul style="list-style-type: none"> - Point f → point f of clause 2, Article 23; and - Written concisely according to regulations of law. Dividends are decided by the General Meeting of Shareholders, limiting the dividend rate according to the proposal of the BOD is not appropriate.

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
3.1.7	g. All contents stipulated in Article 23.2.	Point g → remove	This point has been removed because clause 1 and clause 2 Article 23 of the Charter 2023 are combined into clause 2 of Article 23 of the Charter 2024.
3.2	2. The extraordinary General Meeting of Shareholders General Meeting of Shareholders have the right to discuss and approve the following issues:	Clause 2 → remove	Remove this article as explained in 3.1.
3.2.1	a. Decide which Audit Company is approved to inspect the Company's operations when necessary. Duration for Audit Company to inspect: starts when approved by the Annual General Meeting of Shareholders of the present fiscal year, ends at the opening of the Annual General Meeting of Shareholders of the subsequent fiscal year.	g. Approval of the list of approved audit companies; decisions on the approved audit company to conduct the Company's operations audit when deemed necessary;	- Point a → point g of clause 2, Article 23; and - Written concisely according to regulations of law. Remove "Duration for Audit Company ..." as this content shall be stated in the Resolution of the GMS so this detailed part is not necessary. Moreover, if this detail is included, when a shorter duration for audit is needed, the Charter must be amended.
3.2.2	b. Appointment, dismissal and replacement of members of the Board of Directors and members of the Inspection Committee;	Point b → point h of clause 2, Article 23, with the content unchanged.	The order was changed because clauses 1 and 2 of Article 23 of the Charter 2023 are combined into clause 2 of Article 23 of the Charter 2024
3.2.3	c. Total remuneration of the members of the Board of Directors, the members of the Inspection Committee and reports on remuneration of the Board of Directors, Inspection Committee;	Point c → point i of clause 2, Article 23, with the content unchanged.	
3.2.4	d. Amendment and supplement to the Charter;	Point d → point j of clause 2, Article 23, with the content unchanged.	
3.2.5	e. Classes of shares and number of new shares to be issued for each class of shares and the assignment of shares by	Point e → point k of clause 2, Article 23, with the content unchanged.	

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
	founding members within the first three years of the date of establishment;		
3.2.6	f. Division, separation, merger, consolidation or conversion of the Company;	Point f → point l of clause 2, Article 23, with the content unchanged.	
3.2.7	g. Re-organization and dissolution (liquidation) of the Company and appointment of a liquidator;	Point g → point m of clause 2, Article 23, with the content unchanged.	
3.2.8	h. To consider and deal with breaches by the Board of Management or the Inspection Committee which cause damage to the company and its shareholders;	Point h → point n of clause 2, Article 23, with the content unchanged.	
3.2.9	i. Decisions relating to investment/the sale of assets of the Company or its branches or the purchase of assets valued at thirty five (35) per cent or more of the total value of assets of the Company and its branches recorded in the most recent financial statements;	o. Decisions on the investment in/purchasing or selling of assets valued at 35% or more of the total asset value recorded in the Company's most recent financial statement;	- Point i → point o of clause 2, Article 23; and - Remove "branch" since the branch is part of the Company, not an independent legal entity, the assets of the branch are the Company's assets so there's no need to add "branch" in the wording.
3.2.10	j. Redemption by the Company of 10% or more of any one class of issued shares;	Point j → point p of clause 2, Article 23, with the content unchanged.	Combine clause 1 and 2 of Article 23 of the Charter 2023 into clause 2 of Article 23 of the Charter 2024.
3.2.11	k. The Company or its branches entering into contracts with parties stipulated in Article 167 of the Law on Enterprises valued at 35% or more of the total value of assets of the Company and its branches recorded in the most recent financial statements;	q. The Company entering into contracts and transactions with parties stipulated in clause 1, Article 167 of the Enterprise Law, with a value equal to or greater than 35% of the total asset value of the Company recorded in the most recent financial statement;	- Point k → point q of clause 2, Article 23; and - Remove "branch" since the branch is part of the Company, not an independent legal entity, the assets of the branch are the Company's assets so there's no need to add "branch" in the wording.
3.2.12	l. Approve transactions stipulated in Article 293 clause 4 Decree No. 155/2020/ND-CP dated 31 December	Point l → point r of clause 2, Article 23, with the content unchanged.	Combine clause 1 and 2 of Article 23 of the Charter 2023 into clause 2 of Article 23 of the Charter 2024.

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
	2020 of the Government detailing and guiding some articles of the Law on Securities;		
3.2.13	m. Approve the Statutes on Corporate Governance, the Statutes on Board of Directors' operating and the Statutes on Inspection Committee's operating;	Point m → point s of clause 2, Article 23, with the content unchanged.	
3.2.14	n. Other issues as stipulated in the Charter and other rules of the Company.	u. Other matters as prescribed by law and this Charter.	- Point n → point u of clause 2, Article 23; and - The General Meeting of Shareholders is only bound by the responsibilities in the Charter; all activities, voting are according to the Charter, forcing compliance with other Company regulations is not appropriate.
3.2.15	N/A	t. <u>The number of members of the Board of Directors, Inspection Committee;</u>	Added point t according to the template of Charter of public companies in Circular 116/2020/TT-BTC.
3.3	N/A	1. <u>The General Meeting of Shareholders has the following rights and duties:</u> a. <u>Approve the Company's development orientation;</u> b. <u>Decide on the types of shares and the total number of shares of each type to be offered; decide on the annual dividend rate for each type of share;</u> c. <u>Elect, dismiss, and remove members of the Board of Directors, member of Inspection Committee;</u> d. <u>Decide on investments in/purchasing or selling assets valued at 35% or more of the total asset value recorded in the company's most recent financial report;</u> e. <u>Decide on amendments and supplements to the Company's Charter;</u> f. <u>Approve annual financial statements;</u>	Replace the entire clause 1 of Article 23 of the Charter 2023 with new content regarding on the rights and obligations of the General Meeting of Shareholders since: • The Article 23 is "rights and duties", but the wording does not clearly reflect this content, only stating "The annual General Meeting of Shareholders shall have the right to discuss and approve". • In accordance with the Law on Enterprise 2020 (clause 2 Article 38) and the template Charter of public companies (according to Circular 116/2020/TT-BTC).

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
		<p>g. <u>Decide on repurchasing more than 10% of the total number of issued shares of each type;</u></p> <p>h. <u>Review and address violations by members of the Board of Directors, member of the Inspection Committee causing damage to the Company and its shareholders;</u></p> <p>i. <u>Decide on the reorganization or dissolution of the Company;</u></p> <p>j. <u>Decide on the budget or total remuneration, bonuses, and other benefits for the Board of Directors, Inspection Committee;</u></p> <p>k. <u>Approve Statues on Corporate Governance, the Statues on Board of Directors' operating and the Statues on Inspection Committee's operating;</u></p> <p>l. <u>Approve the list of approved audit companies; decide on the approved audit company to conduct the Company's operational audits, and dismiss the approved auditor when deemed necessary;</u></p> <p>m. <u>Other rights and duties as prescribed by law.</u></p>	
4	Article 28: Procedures for conducting and voting at the General Meeting of shareholders		
	N/A	<p>12. <u>In the case the Company utilizes modern technology to conduct the General Meeting of Shareholders through online meetings, the Company is responsible for ensuring that shareholders can attend and vote using electronic voting or other electronic forms in accordance with Article 144 of the Enterprise Law and clause 3 of Article 273 of Decree No. 155/ND-CP dated December 31, 2020, by the Government detailing the implementation of some articles of the Securities Law.</u></p>	<p>Add clause 12 for Article 28 since the law allows for the organization of the General Meeting of Shareholders "online", and this method of conducting the meeting is considered as "in-person". The current Charter is confusing between the concept of "online voting" and "opinion gathering in writing", specifically treating these two as the same case (clause 10 of Article 29).</p> <p>Therefore, it is proposed to supplement this content according to the template charter in Circular 116/2020/TT-BTC to create a basis</p>

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
			for the company to organize online meetings (if needed) in the future. The legal basis for considering "online voting" to have the same value as "offline voting at the meeting": Point c, clause 3 of Article 144 of the 2020 Enterprise Law.
5	Article 29: Passing decisions of the General Meeting of Shareholders		
5.1	Passing decisions of the General Meeting of Shareholders	Passing resolutions of the General Meeting of Shareholders	Amend "decision" to "resolution" for consistency throughout the entire Charter.
5.2	<p>1. The following issues shall be passed by means of voting at the General Meeting of Shareholders:</p> <p>a. Adjustment and update on the contents of the Charter;</p> <p>b. Development plans;</p> <p>c. Types of shares and total shares of each types;</p> <p>d. The election, removal, discharge of member of the Board of Directors, the member of the Inspection Committee;</p> <p>e. The resolution to invest or to sale 35% or more of the total value of assets recorded in the most recent financial statement of the Company, except that the Company's Charter has stipulated another value or percentage of assets;</p> <p>f. The passing of the annual financial statement;</p> <p>g. Restructure and dissolution of the Company.</p>	<p>1. The following issues shall be passed by means of voting at the General Meeting of Shareholders:</p> <p>a. Development plans;</p> <p>b. The passing of the annual financial statement;</p> <p>c. Restructure and dissolution of the Company.</p>	Reducing the issues must be voted at the General Meeting of Shareholders.
5.3	2. Except for cases stated in clause 4, clause 5 and clause 6 of this Article, the resolution of the General Meeting of	2. Except for cases stated in clause 4, clause 5 and clause 6 of this Article, the resolution of the General Meeting of Shareholders about	The current listing is incomplete and will cause limitations in determining the approval ratio for issues of the General Meeting of

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
	<p>Shareholders about the following issues will be passed if more than 50% of the total votes of the shareholders are votes of approval:</p> <p>a. The passing of the annual financial statement;</p> <p>b. Short-term and long-term development plans of the Company;</p> <p>c. The removal, discharge and replacement of the members of the Board of Directors, members of the Inspection Committee and report of the Board of Directors on appointment of Director and/or General Director.</p>	<p>the issues will be passed if more than 50% of the total votes of the shareholders are votes of approval.</p>	<p>Shareholders. Therefore, it is proposed to only list issues that require a higher approval ratio, while the remaining issues will automatically be approved with a voting ratio over 50%.</p>
5.4	<p>10. All resolutions of the General Meeting of Shareholders can be passed by the following methods:</p> <p>a. Voting at the meeting.</p> <p>b. Collecting opinions by means of writing (except for the method mentioned in Article 29.1).</p> <p>c. Voting through online conference, E-voting or other means of E-voting (except for the method mentioned in Article 29.1).</p>	<p>10. All resolutions of the General Meeting of Shareholders can be passed by the following methods:</p> <p>a. Voting at the meeting.</p> <p>b. Collecting opinions by means of writing (except for the method mentioned in Article 29.1).</p>	<p>Remove the content "Voting through online conference..." because this kind of vote equates to "voting at the meeting".</p>
6	Article 30: Procedure, order of the General Meeting of Shareholders to pass the resolution		
	<p>Item C. Online conference Processing in accordance with the procedure, order stipulated in the Statutes on holding online conference built up and issued by the Board of Directors.</p> <p>Item D. E-voting Collecting written opinions via E-voting: processing in accordance with the</p>	N/A	<p>Remove Item C and Item D since regulations for this case have been added in proposal number 4.</p>

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
	Regulation on E-voting guide of the Company.		
7	Article 33: Composition and term of office of members of the Board of Directors		
7.1	1. The total number of independent members of the Board: 01 person working no more than two (02) terms.	1. The total number of independent members of the Board: 01 person working no more than two (02) <u>consecutive</u> terms.	Amend to comply with legal regulations. Basis: clause 2 of Article 154 of the 2020 Enterprise Law.
7.2	11. When a term of the Board of Directors is over and the General Meeting of Shareholders has still not elected a new Board of Directors, the Board of Directors of the very last term continues to be in charge until the new Board of Directors is elected and takes over the management.	11. In the event that all <u>members of the Board of Directors</u> conclude <u>their terms</u> simultaneously, those members shall continue to serve as members of the Board of Directors until new members are elected to replace and take over their duties.	Change the "Board of Directors terms" into "term of a Board of Directors member" since the Law on Enterprise 2020, the concept of "Board of Directors term" no longer exists, replaced by the concept of "term of a Board of Directors member".
8	Article 34: Powers and duties of the Board of Directors		
8.1	point g clause 4: g. Decide on re-purchase from 10% of total sold shares; decide on purchase strategy, dividing treasury stock in accordance with provision of law	point g clause 4: g. Decide on re-purchase <u>no more than 10%</u> of total sold shares; decide on purchase strategy, dividing treasury stock in accordance with provision of law	Amend due to the right to decide on re-purchase no more than 10% of total sold shares belongs to the General Meeting of Shareholders. Basis: point g of clause 2 of Article 138 of the Enterprise Law 2020 and point j of clause 2 of Article 23 of the Charter 2023.
8.2	point f clause 4: f. Investments exceeding 10% of the value in the annual business plan and annual business budget	point f clause 4: f. Investments exceeding 10% <u>of the total asset value recorded in the Company's most recent financial statement</u>	Amend "the value in the annual business plan and annual business budget" to "the total asset value recorded in the Company's most recent financial statement". Use the same formula as calculating the authority of the shareholders' meeting with "investment transactions, buying and selling of company assets valued from 35% of the total asset value recorded in the Company's most recent financial statement."

No.	CONTENT	PROPOSED AMENDMENT	EXPLANATION
9	Article 38: Removal, discharge and addition of members of the Board		
	2. In the case of members of the Board to be added: if a member loses his/her membership in accordance with the laws and the Charter of the Company, is demoted or removed or cannot continue to act as member of the Board for any reason, the Board of Directors may appoint another person to be the temporary member of the Board. The election of the new member of the Board as alternative must be made at the nearest General Meeting of Shareholders. When the number of members of the Board is reduced by more than one-third (1/3) of that as stipulated in the Charter of the Company, the Board of Directors must convene a meeting of the General Meeting of Shareholders for a period not exceeding sixty (60) days to elect additional members to the Board of Directors.	2. In the case of members of the Board to be added: if a member loses his/her membership in accordance with the laws and the Charter of the Company, is demoted or removed or cannot continue to act as member of the Board for any reason, the election of the new member of the Board as alternative must be made at the nearest General Meeting of Shareholders. When the number of members of the Board is reduced by more than one-third (1/3) of that as stipulated in the Charter of the Company, the Board of Directors must convene a meeting of the General Meeting of Shareholders for a period not exceeding sixty (60) days to elect additional members to the Board of Directors.	Remove "the Board of Directors may appoint another person to be the temporary member of the Board" since the Board of Directors does not have this right, even on a "temporary appointment", as this is a fixed right of the General Meeting of Shareholders according to the legal regulation.
10	Article 52: member of the Inspection Committee		
	4. In case the number of members of Inspection Committee reduced more than 1/3 (one third) under the Company Charter or fail to meet the minimum number of members under law, for a period not exceeded sixty (60) days from the date of insufficient quantity as prescribed, Inspection Committee may appoint one person temporarily as members of Inspection Committee. This appointment must be approved at the latest General Meeting of Shareholders.	4. In case the number of members of Inspection Committee reduced more than 1/3 (one third) under the Company Charter or fail to meet the minimum number of members under law, for a period not exceeded sixty (60) days from the date of insufficient quantity as prescribed, a General Meeting of Shareholders shall be convened to elect additional members.	Remove "Inspection Committee may appoint one person temporarily as members of Inspection Committee" since the Inspection Committee does not have this right, even on a "temporary appointment", as this is a permanent right of the General Meeting of Shareholders according to the legal regulation.

SUBMISSION FOR APPROVAL

**on the Resignation of Member of Inspection Committee
and Appointment the new member of Inspection Committee**

**TO: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Based on the Law on Enterprises No. 59/2020/QH14;
- Based on the current Charter of Phu Hung Securities Corporation;

Due to the resignation letter of Ms. Kuo, Ping-Min – Member of Inspection Committee and also in order to meet the minimum number of member of Inspections Committee which comply with regulations of above legal basis.

The Inspection Committee of Phu Hung Securities Corporation hereby submits to the Annual General Meeting of Shareholders for approval on:

1. Resignation of Member of Inspection Committee – Ms. Kuo, Ping-Min
2. Nomination of candidates for new members of the Inspection Committee – Ms. Wang, Gwan-Fang

Please kindly consider and approve.

Enclosure:

1. Letter of Resignation of Ms. Kuo, Ping-Min
2. Nomination for member of Inspections Committee of An Thinh Development Limited
3. CV of Ms. Wang, Gwan-Fang

**ON BEHALF OF INSPECTION COMMITTEE
HEAD OF INSPECTION COMMITTEE**



LIEW SEP SIANG

LETTER OF RESIGNATION

To:

- General Meeting of Shareholders of Phu Hung Securities Corporation
- Board of Directors of Phu Hung Securities Corporation
- Inspection Committee of Phu Hung Securities Corporation

Pursuant to the Charter of Phu Hung Securities Corporation;

My full name: Kuo, Ping-Min

Passport No.: _____ Issued Date: _____ Issued Place: _____

Position: Member of Inspection Committee of Phu Hung Securities Corporation (PHS)

I hereby submit this letter to the General Meeting of Shareholders of PHS for approving my resignation from Inspection Committee member of PHS.

Reason: Private issue

Validity: Since March 1st, 2024

This is respectfully submitted for your kind consideration and approval.

Sincerely with Thanks,

Ho Chi Minh City, March 1st, 2024

Submitted by



Kuo, Ping-Min

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Ho Chi Minh City, March 15, 2024

CURRICULUM VITAE

To:

- STATE SECURITIES COMMISSION
- VIETNAM EXCHANGE
- HANOI STOCK EXCHANGE
- HO CHI MINH CITY STOCK EXCHANGE

1. Full name: WANG,GWAN-FANG
 2. Gender: Female
 3. Date of birth:
 4. Place of birth:
 5. Passport No.: Date of issue: Place of issue:
 6. Nationality: 7. Ethnic: None
 8. Permanent address:
-
9. Telephone number: (+84 28) 5413 5479
 10. Email: cbtt_phs@phs.vn
 11. Organization's name subject to information disclosure rules: Phu Hung Securities Corporation
 12. Current position in an institution subject to information disclosure: Member of Inspection Committee
 13. Positions in others companies:
 - Director of The Sang Media Company Limited
 - Director of Hung Truyen Development Company Limited
 14. Number of shares in possession 0 share, accounting for 0 % of charter capital, where in:
 - 14.1 Possession behalf of (State/strategic investor/other institution): None.
 - 14.2 Individual possession: None
 15. Other commitment of possession (if any): None
 16. List of related persons of applicant:

No.	Securities symbol	Name	Securities trading accounts (if available)	Position at the company (if available)	Relationship with the company/ internal person	Type of documents (ID/ Passport/ Business Registration Certificate)	No.	Date of issue	Place of issue	Address/Head office address	Number of shares owned at the end of the period	Percentage of shares owned at the end of the period	Time the person became an affiliated person/ internal person	Time the person ceased to be an affiliated person/ internal person	Reasons (when arising changes related to sections of 13 and 14)	Notes (i.e. not in possession of a NSH No. and other notes)
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
1	PHS	WANG, GWAN-FANG	-	Member of Inspection Committee	-	Passport	-	-	-	-	-	-	-	-	Appointed	-
1.01	-	WANG, PAI-FU	-	-	Father	Passport	-	-	-	-	-	-	-	-	-	-
1.02	-	YEH, MEI-YU	-	-	Mother	Passport	-	-	-	-	-	-	-	-	-	-

17. Related interest with public company, public fund (if any): None
18. Conflict interest with public company, public fund (if any): None

I hereby undertake that the information provided above is true and correct, I will take the full responsibility to the law.

APPLICANT



WANG, GWAN-FANG

No.: .A0../2024/TTr-HĐQT

Ho Chi Minh City, April 17th, 2024

SUBMISSION FOR APPROVAL

Re: The adjustment of Phu Hung Securities Corporation Organization Chart

**To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF PHU HUNG SECURITIES CORPORATION**

- Pursuant to Law on Enterprises No. 59/2020/QH14;
- Pursuant to the current Charter of Phu Hung Securities Corporation;

The Board of Directors of Phu Hung Securities Corporation hereby submits to the Annual General Meeting of Shareholders for approval the adjustment of Phu Hung Securities Corporation Organization Chart.

The content of the adjustment is as follows:

- General Director is in charge of Covered Warrant Division.
- Removing the second Deputy General Director and Fixed Income Division.

Please kindly consider and approve.

Enclosure:

Phu Hung Securities Corporation Organization Chart.

**ON BEHALF OF BOARD OF DIRECTORS
CHAIRMAN**



ALBERT KWANG-CHIN TING

PHU HUNG SECURITIES CORPORATION ORGANIZATION CHART

April 17th, 2024

