

**MEETING MINUTES****ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025  
HO CHI MINH CITY SECURITIES CORPORATION****I. COMPANY PROFILE**

- Company name: Ho Chi Minh City Securities Corporation (HSC)
- Head Office: 2, 5, 6, 7, 11 & 12, AB Tower, 76A Le Lai Street, Ben Thanh Ward, Dist.1, HCMC
- Phone: (+84 28) 3823 3299      Fax: (+84 28) 3823 3301      Website: hsc.com.vn
- Business Registration Certification No. 11/GPHĐKD dated April 29, 2003, issued by State Securities Committee of Vietnam and the License Amendment No. 85/GPĐC – UBCK dated 15 November 2025 issued by State Securities Committee of Vietnam.

**II. TIME, VENUE AND PARTICIPANTS**

- Time: 14:00 – Tuesday, 22 April 2025
- Meeting method: Online meeting
- Venue: Indochine room – First Floor – New World Saigon Hotel, 76 Le Lai, Dist.1, HCMC.
- Participants
  1. Shareholders of Ho Chi Minh City Securities Corporation and their delegated persons
  2. The Chair
    1. Mr. Johan Nyvene
    2. Mr. Le Anh Minh
    3. Mr. Trinh Hoai Giang
  3. The Vote – counting Committee and a shareholders' nominee who monitors the vote-counting process
    - The Vote – counting Committee
      1. Mr. Le Anh Quan
      2. Mr. Nguyen Anh Khoa
    - A shareholders' nominee who monitors the vote-counting process
      1. Ms. Nguyen Thi My Linh
  4. The Secretary Committee
    1. Ms. Ha Trieu Uyen
    2. Ms. Nguyen Hoang Truc Nhi
  5. Members of Board of Directors (“BOD”), Board of Supervision (“BOS”), Board of Management (“BOM”), representatives of Managing Directors, Function Heads, and employees of the Company.

**III. PROCEDURES****1. Report on verification of the qualifications of shareholders attending the AGM 2025**

Ms. Dang Nguyet Minh, Head of BOS, reported the verification of qualifications of shareholders attending the Meeting:

Up to 2pm, 22 April 2025, the Company's charter capital registered according to the regulation was VND 7,208,115,320,000 equivalent to 720,811,532 shares; in which, the voting capital was of VND

7,199,711,140,000 equivalent to 719,971,114 shares (as eliminating 840,418 treasury shares hold by the Company). Therefore, the AGM 2025 vote based on the capital of VND 7,199,711,140,000 equivalent to 719,971,114 shares.

The total number of shareholders to be invited to attend the AGM 2025 was 28,120 shareholders, representing 719,971,114 shares of the Company.

The total number of participants who are shareholders and shareholders' nominees attending the Meeting was 200 persons, representing 413,918,362 shares of the Company and accounting for 57.49% of total number of shares of the Company.

Pursuant to Section 1 Article 23 of the Company Charter, as the number of shareholders attending the AGM 2025 was more than 50% of the number of voting shares of the Company, the AGM 2025 of HSC was legal and valid. *(See the attached verification report of the BOS)*

## **2. Approval of the Presiding Board Members**

Pursuant to Point a Clause 2 Article 24 of the Company Charter, Mr. Johan Nyvene shall be the Chair of the Meeting.

The Organizing committee of the Meeting nominated the other members of the Presiding Board Members, including:

1. Mr. Le Anh Minh – Vice Chairman
2. Mr. Trinh Hoai Giang – CEO

The Meeting voted and approved the members of the Presiding Board Members with 410,820,720 votes in favor, accounting for 99.99%; 0 against, accounting for 0.00%; and 27,000 abstentions, accounting for 0.01%.

## **3. Approval of members of the Vote – counting Committee and one shareholders' nominee who monitors the vote-counting process**

The Organizing committee of the Meeting nominated the members of the Vote – counting Committee, including:

1. Mr. Le Anh Quan – Chief Communications Officer
2. Mr. Nguyen Anh Khoa – Senior Full stack

One shareholders' nominee who monitors the vote-counting process:

1. Ms. Nguyen Thi My Linh – Shareholders' nominee

The Meeting voted and approved the members of the Vote – counting Committee and one shareholders' nominee who monitors the vote-counting process with 410,820,720 votes in favor, accounting for 99.99%; 0 against, accounting for 0.00%; and 27,000 abstentions, accounting for 0.01%

## **4. The Chair nominated the members of the Secretary Committee**

1. Ms. Ha Trieu Uyen – Senior Internal Control & Compliance Executive
2. Ms. Nguyen Hoang Truc Nhi – Legal Executive

## **IV. CONTENTS**

### **1. Approval of the 2025 AGM Agenda**

Mr. Johan Nyvene, the Chairman, proposed the 2025 AGM Agenda with the following contents:

1. The Board of Directors' 2024 Performance Report;
2. The Board of Directors' 2024 Performance Evaluation;
3. Business and Financial Performance 2024;
4. Business Plan 2025;



5. The Supervisory Board's Report on Company's operation in 2024;
6. Proposals
  - Audited financial statements 2024;
  - The second cash dividend payment 2024;
  - Dividend plan 2025;
  - Profit distribution plan 2024;
  - Budget for the Board of Directors and the Board of Supervisors 2025;
  - Selection of auditing firms for FY 2025;
  - Change of the Company's Head Office address
  - Other proposals under the authority of the AGM (if any).

The Meeting voted and approved the agenda with 410,820,720 votes in favor, accounting for 99.99%; 0 against, accounting for 0.00%; and 27,000 abstentions, accounting for 0.01%.

## **2. The Board of Directors' 2024 Performance Report**

According to the AGM 2025 documents circulated to the shareholders, Mr. Johan Nyvene, the Chairman, presented the main contents of the BOD's 2024 Performance. *(See the attached document)*

## **3. The Board of Directors' 2024 Performance Evaluation Report of Independent Board Members**

According to the AGM 2025 documents circulated to the shareholders, Ms. Nguyen Thi Hoang Lan, representative of the Independent Board Members, presented the main contents of the BOD's 2024 Performance Evaluation. *(See the attached document)*

## **4. Business and Financial Performance 2024**

According to the AGM 2025 documents circulated to the shareholders, Mr. Trinh Hoai Giang, CEO, presented the main contents of Business and Financial Performance 2024. *(See the attached document)*

## **5. Business Plan 2025**

According to the AGM 2025 documents circulated to the shareholders, Mr. Trinh Hoai Giang, CEO, proposed Business Plan 2025. *(See the attached document)*

## **6. The Supervisory Board's Report on Company's operation in 2024**

Pursuant to Section 23, Article 44 of the Company Charter, Ms. Dang Nguyet Minh, Head of the BOS, presented supervising the activities of the BOD, HSC's business activities and financial performances and internal audit activities in 2024. *(See the attached document)*

## **7. Proposals**

### **7.1. Audited Financial Statements 2024**

According to the AGM 2025 documents circulated to the shareholders, Mr. Le Anh Minh, Vice Chairman, proposed Audited Financial Statements 2024. *(See the attached document)*

### **7.2. The second cash dividend FY 2024**

According to the AGM 2025 documents circulated to the shareholders, Mr. Le Anh Minh, Vice Chairman, proposed the second cash dividend FY 2024. *(See the attached document)*

### **7.3. Dividend plan 2025**

According to the AGM 2025 documents circulated to the shareholders, Mr. Le Anh Minh, Vice Chairman, proposed Dividend plan 2025. *(See the attached document)*

#### **7.4. Profit distribution plan 2024**

According to the AGM 2025 documents circulated to the shareholders, Mr. Le Anh Minh, Vice Chairman, proposed Profit distribution plan 2024. *(See the attached document)*

#### **7.5. BOD & BOS Budget 2025**

According to the AGM 2025 documents circulated to the shareholders, Mr. Johan Nyvene, Chairman, proposed BOD & BOS Budget 2025. *(See the attached document)*

#### **7.6. Selection of auditing firms for FY 2025**

According to the AGM 2025 documents circulated to the shareholders, Mr. Johan Nyvene, Chairman, proposed Selection of auditing firms for FY 2025. *(See the attached document)*

#### **7.7. Change of the Company's Head Office address**

According to the AGM 2025 documents circulated to the shareholders, Mr. Johan Nyvene, Chairman, proposed Change of the Company's Head Office address. *(See the attached document)*

### **V. DISCUSSION AND VOTING**

#### **1. Discussion**

##### **1.1. Questions raised by attending Shareholders:**

**Question 1: How does HSC assess the impact on the stock market if the U.S. imposes reciprocal tariffs?**

**Answer:** In the short term, tariff policies will create disadvantages and pose challenges to the global trade system and the Vietnamese stock market. We expect the stock market to grow at an optimistic rate of 5–6%. In 2026, we forecast that the market may grow slightly slower than in 2025, but will begin to accelerate in 2027. As trade flows shift, financial investment flows will also shift. In the long term, we hope Vietnam will become part of a new global supply chain. We believe the Vietnamese government will introduce timely fiscal policies to support businesses during times of volatility. HSC has also prepared and is ready to cope with market uncertainties. While many companies have been affected during the recent period of turbulence, many others have benefited. Most of these impacts are reflected in business plans for 2025, and possibly 2026.

**Question 2: Could the Board of Directors update on the capital increase? When is it expected to be implemented?**

**Answer:** This capital increase application differs from the previous two. This time, HSC is only required to go through one or two rounds of additional documentation and provide new supporting materials. As of now, several departments at the State Securities Commission are reviewing the company's capital increase file. The Commission has been consistently supportive and actively reviewing the documents to help HSC complete the capital increase process. We expect to receive approval by the end of May and to finalize the process by the end of September.

**Question 3: Does the Board care about the share price? The stock has dropped nearly 30% in the past month. Could the Board explain this?**

**Answer:** We care about the stock price, but that doesn't mean we manipulate it. HSC's liquidity remains fairly strong, although HCM stock has recently been affected by global developments. The recent price drop is related to net selling by foreign investors in Vietnam, including HCM shares. We expect the market to stabilize in the future. At present, HSC's operational foundation is quite solid, and we have continued to perform well during recent periods of volatility. We are confident in managing the company and calmly monitoring the market. We place great importance on supporting and providing our clients as much information as possible to help them make informed investment decisions..

*(The remaining question are detailed in the attached appendix)*



## 1.2. Opinion of the State Shareholder – Ho Chi Minh City Finance and Investment State-owned Company (HFIC)

- Proposal on the 2024 Profit Distribution Plan and the Second Dividend Payment FY 2024:

*“For the after-tax profit of 2024, after allocations to the funds as prescribed in the Company’s Charter and Financial Management Regulations, along with the retained after-tax profit from previous years, it is proposed that HSC distribute the entire dividend in cash to shareholders.”*

- Proposal on the Dividend Plan 2025:

*“i) For the after-tax profit of 2025, after allocating to the funds in accordance with the Company’s Charter and Financial Management Regulations at an appropriate rate, it is proposed that the entire dividend be paid in cash to shareholders;*

*ii) Ensure that the dividend payout ratio in 2025 is not lower than the actual dividend payout ratio of 2024.”*

## 2. Voting

### Content 1: The Board of Directors’ 2024 Performance Report

The Meeting had taken a vote on The Board of Directors’ 2024 Performance Report.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%

### Content 2: The Board of Directors’ 2024 Performance Evaluation Report of Independent Members

The Meeting had taken a vote on The Board of Directors’ 2024 Performance Evaluation Report of Independent Members.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%

### Content 3: Business and Financial Performance 2024

The Company's Business and Financial Performance in 2024 with the following basic financial indicators:

<b>Business performance</b> (VND billion otherwise stated)	<b>2024</b>	<b>2023</b>	<b>YoY</b>
Revenue	3,311	2,255	47%
Operating expenses	2,016	1,413	43%
<b>Profit before tax</b>	<b>1,296</b>	<b>842</b>	<b>54%</b>
<b>Profit after tax</b>	<b>1,040</b>	<b>674</b>	<b>54%</b>
Return on average equity (ROE)	11.1%	8.3%	
Shares at the end of the year (million shares)	720	457	57%
Earnings per share (EPS) – (VND)	1,637	1,475	11%
Book value per share (VND)	14,506	18,180	-20%

The Meeting had taken a vote on Business and Financial Performance in 2024.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%

#### Content 4: Business Plan 2025

Business Plan 2025 with the following basic financial indicators:

<b>Business performance</b> (VND billion otherwise stated)	<b>2025 P</b>	<b>2024 A</b>	<b>YoY</b>	<b>1Q2025</b>
Revenue	4,438	3,311	34%	863
Operating expenses	2,836	2,016	41%	579
<b>Profit before tax</b>	<b>1,602</b>	<b>1,296</b>	<b>24%</b>	<b>283</b>
<b>Profit after tax</b>	<b>1,282</b>	<b>1,040</b>	<b>23%</b>	<b>226</b>
Return on average equity (ROAE)	11.5%	11.1%		
Earnings per share (EPS) – (VND)	1,612	1,637	-2%	
Book value per share (VND)	13,537	14,506	-7%	

The Meeting had taken a vote on Business Plan 2025.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%

#### Content 5: The Supervisory Board's Report on Company's operation 2024

The Meeting had taken a vote on the Supervisory Board's Report on Company's operation 2024.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%

#### Content 6: Audited Financial Statements 2024

Audited Financial Statements 2024. Details are as below:

1. Report of the Board of Managers;
2. Independent Auditors' Report;
3. Balance sheet;
4. Income Statement;
5. Cash flow statement;
6. Statement of changes in equity;
7. Notes to the financial statements.

In which:

The FY 2024 Financial Statements of HSC with basic financial indicators are as follows:

<b>No.</b>	<b>Items (VND)</b>	<b>FY 2024</b>	<b>FY 2023</b>
1	Total assets	31,339,637,398,838	17,910,675,072,988
2	Net revenue	3,311,479,784,142	2,255,856,215,379
3	Profit before tax	1,295,564,056,727	842,230,531,762
4	Profit after tax	1,039,655,044,354	674,358,865,907

The Meeting had taken a vote on Audited Financial Statements 2024.

The result was:

- 411,644,376 votes in favor, accounting for 100.00%
- 0 votes against, accounting for 0.00%
- 0 abstentions, accounting for 0.00%



## Content 7: The second cash dividend FY 2024

The second cash dividend FY 2024. Details are as follows:

- Name of share: Share of Ho Chi Minh City Securities Corporation (HSC)
- Securities code: HCM
- Type of shares: Ordinary shares
- Par value: VND 10,000 per share
- Charter capital: VND 7,208,115.320,000
- Dividend rate: 4.0% (equivalent to VND 400 per share)
- Payment method: Cash
- Expected implementation time:
  - Record date: 14 May 2025
  - Payment date: 06 June 2025
- Personal income tax (PIT): The AGM 2025 authorizes the BOD to deduct the PIT of shareholders corresponding to the dividend income and, on behalf of the shareholders, to pay the deducted PIT to the tax authorities in accordance with applicable laws.

The Meeting had taken a vote on the second cash dividend FY 2024.

The result was:

- 290,005,978 votes in favor, accounting for 70.45%
- 121,638,398 votes against, accounting for 29.55%
- 0 abstentions, accounting for 0.00%

## Content 8: Dividend plan 2025

The Dividend plan 2025 in case the Company achieves profit. Details are as follows:

- Dividend rate: Based on to HSC's actual performance in 2025 at the time(s) of dividend declaration date(s), the Annual General Meeting authorizes the Board of Directors to decide FY 2025 dividend payment ratio, which is expected not to exceed 80% of 2025 profit after tax, with an estimated 700 VND per share, equivalent to 7.0% par value<sup>(\*)</sup>.
- Payment method: Cash
- Implementation time: The AGM authorizes the BOD to decide the implementation time based on the actual situation and the basics of compliance with relevant laws.
- Personal income tax (PIT): The AGM authorizes the BOD to deduct PIT on dividend income of shareholders, and on behalf of the shareholders, HSC will pay their deducted PIT to tax authorities in accordance with the applicable laws.

*(\*) Total expected number of shares to be calculated at the implementation time of 2025 dividend is based on total expected number of shares after completing the share issuance to existing shareholders with rate of 50% approved by the EGM on 04 December 2024.*

- Total number of outstanding shares as at 24 March 2025 : 719,971,114 shares
- Expected number of shares issued : 359,985,557 shares
- Total expected number of shares at the implementation time of 2025 dividend : 1,079,956,671 shares

The Meeting had taken a vote on the Dividend plan 2025.

The result was:

- 290,005,978 votes in favor, accounting for 70.45%
- 121,638,398 votes against, accounting for 29.55%
- 0 abstentions, accounting for 0.00%

## Content 9: Profit Distribution 2024

Profit distribution 2024. Details are as follows:

No.	Items	Plan 2024		Actual 2023	
		%/PAT	(VND)	%/PAT	(VND)
<b>I</b>	<b>Profit before tax</b>		<b>1,295,564,056,727</b>		<b>842,230,531,762</b>
<b>II</b>	<b>Profit after tax</b>	<b>100%</b>	<b>1,039,655,044,354</b>	<b>100%</b>	<b>674,358,865,907</b>
<b>III</b>	<b>Profit distribution</b>	<b>65.3%</b>	<b>679,163,653,931</b>	<b>57.5%</b>	<b>387,703,687,485</b>
1	<b>Provisions</b>	<b>3.0%</b>	<b>31,189,651,331</b>	<b>3.0%</b>	<b>20,230,765,977</b>
	Welfare and reward fund	3.0%	31,189,651,331	3.0%	20,230,765,977
2	<b>Dividends</b>	<b>62.3%</b>	<b>647,974,002,600</b>	<b>54.5%</b>	<b>367,472,921,508</b>
	Cash dividend FY 2023 (Payment rate of 5.22%)	-	-	54.5%	367,472,921,508
	Interim cash dividend FY 2024 (Payment rate of 5.0%)	34.6%	359,985,557,000	-	-
	Estimated cash dividend 2 <sup>nd</sup> FY 2024 (Estimated payment rate of 4.0%)	27.7%	287,988,445,600	-	-
<b>IV</b>	<b>Retained profit (IV)=(II)-(III)</b>	<b>34.7%</b>	<b>360,491,390,423</b>	<b>42.5%</b>	<b>286,655,178,422</b>
<b>V</b>	<b>Retained profit from previous years</b>		<b>963,497,235,155</b>		<b>676,842,056,733</b>
<b>VI</b>	<b>Total retained profit</b>		<b>1,323,988,625,578</b>		<b>963,497,235,155</b>

The Meeting had taken a vote on Profit distribution 2024.

The result was:

- 290,005,978 votes in favor, accounting for 70.45%
- 121,638,398 votes against, accounting for 29.55%
- 0 abstentions, accounting for 0.00%

## Content 10: Budget for activities of the Board of Directors and the Board of Supervisors in 2025

The Budget for activities of the BOD and the BOS in 2025. Details are as follows:

- Total budget: VND19,000,000,000, accounting for approximately 1.8% of the after-tax profit 2024.
- The budget will be used for cover the following expenses in 2025:
  - Remuneration: Remuneration for 07 members of the BOD and 03 members of the BOS.
  - Operational expenses: Expenses related to the activities of the BOD and the BOS, including meeting costs, seminar attendance fees, costs for participation in corporate governance courses, consultancy fees, ....and other expenses.
- Authorizing the BOD to determine the remuneration of each members of the BOD and the BOS based on recommendations of the Board Nomination and Remuneration Committee.

The Meeting had taken a vote on the Budget for activities of the BOD and the BOS in 2025.

The result was:

- 290,005,978 votes in favor, accounting for 70.45%
- 121,638,398 votes against, accounting for 29.55%
- 0 abstentions, accounting for 0.00%.

## Content 11: Selection of auditing firms for FY 2025

Authorizing the BOD to select one of the Big 4 independent auditing firms for the interim and annual statutory audit of its financial statements in accordance with the law regulations. The selected auditor must be approved by the State Securities Commission of Vietnam to provide the statutory auditing services to listed companies and securities companies in Vietnam.

The following list of four auditing firms:



1. Ernst & Young Vietnam Co., Ltd.
2. KPMG Vietnam Co., Ltd.
3. PwC Vietnam Co., Ltd.
4. Deloitte Vietnam Co., Ltd.

The Meeting had taken a vote on Selection of auditing firms for FY 2025.

The result was:

- 409,974,863 votes in favor, accounting for 99.59%.
- 0 votes against, accounting for 0.00%.
- 1,669,513 abstentions, accounting for 0.41%.

#### **Content 12: Change the Company's Head Office address**

- The change of HSC's Head Office address: Adding the 3rd floor of AB Tower<sup>(\*)</sup> to the current address, specifically:

	Information before change	Information after change
Head office address	Level 2, 5, 6, 7, 11 and 12, AB Tower, 76A Le Lai, Ben Thanh Ward, District 1, Ho Chi Minh City	Level 2, 3, 5, 6, 7, 11 and 12, AB Tower, 76A Le Lai, Ben Thanh Ward, District 1, Ho Chi Minh City

*(\*) The 3<sup>rd</sup> floor will officially begin operations after HSC receives approval from the state regulatory authorities regarding the change of the company's head office address.*

- Assigning and authorizing the Chairman of the Board of Directors and/or the Chief Executive Officer to carry out procedures related to the change of the head office address, including but not limited to:
  - i. Registering, amending, adjusting the License of Establishment and Operation, Certificate of Business Registration at competent state agencies;
  - ii. Issuing an amending Company Charter to reflect information about the new head office address after receiving the License to amend the License of Establishment and Operation issued by the State Securities Commission of Vietnam;
  - iii. Carrying out other related procedures and documents as required by state agencies and in accordance with the law.

The Meeting had taken a vote on Change the Company's Head Office address. Details are as follows:

The result was:

- 411,608,276 votes in favor, accounting for 99.99%.
- 27,000 votes against, accounting for 0.01%.
- 9,100 abstentions, accounting for 0.00%.

## **VI. APPROVAL OF THE 2025 AGM MEETING MINUTES**

### **1. Approval of the 2025 AGM Meeting Minutes**

Mr. Johan Nyvene, the Chairman, presented the 2025 AGM Meeting Minutes.

The Meeting had taken a vote on the 2025 AGM Meeting Minutes.

The result was:

- 411,765,076 votes in favor, accounting for 99.99%.
- 20,000 votes against, accounting for 0.00%.
- 27,000 abstentions, accounting for 0.01%.

**2. Disclosure of the 2025 AGM Resolution**

Mr. Johan Nyvene, the Chairman, presented the 2025 AGM Resolution.

**3. The closing of the AGM 2025**

Mr. Johan Nyvene, the Chairman, declared that the AGM 2025 was closed.

The AGM 2025 ended at 15:45 pm on the same day.

**MEMBER**



**LE ANH MINH**

**THE CHAIR  
CHAIRMAN**



**JOHAN NYVENE**

**MEMBER**




**TRINH HOAI GIANG**

**THE SECRETARY COMMITTEE**



**HA TRIEU UYEN**



**NGUYEN HOANG TRUC NHI**







## APPENDIX

### DISCUSSION CONTENT AT THE 2025 ANNUAL GENERAL MEETING OF SHAREHOLDERS

**Question 4:** I noticed that Korea Investment Management (KIM) has recently reduced its shareholding to below 5%. Given KIM's long-standing position in HSC, does the Board believe this move is a result of KIM's portfolio adjustment, or is it due to uncertainty regarding HCM's ability to achieve its financial and strategic objectives this year?

**Answer:** Generally, Korean investors have been selling off shares in the Vietnamese market, and KIM may not be an exception. In our communications and negotiations, KIM has remained enthusiastic and supportive of HSC's activities. While we cannot speak on their behalf, this may reflect a rebalancing of Korean investors' global portfolios, with adjustments in their exposure to Vietnamese securities.

**Question 5:** Could you share the divestment plan and roadmap of HFIC in HCM?

**Answer:** We cannot speak on behalf of HFIC regarding its divestment plans and roadmap in HCM. However, based on discussions and information from HFIC, they currently have many responsibilities and ongoing tasks. HFIC continues to show a positive attitude towards HSC's operations. That said, given Ho Chi Minh City's upcoming major projects, HFIC may be required to undertake larger-scale responsibilities and thus may no longer find it necessary to maintain investment in HSC.



**Question 6:** Q1 business results showed a decline: Has HSC changed its business plan or strategy in response to recent market and economic fluctuations?

**Answer:** Q1.2025 results declined compared to the same period last year because HSC had proactively prepared for major market changes. The unexpected event in April caused a slowdown in Q1 operations. HSC took key preparatory steps (proprietary review, margin control), and with some good fortune, we had already reduced margin lending as we had reached our lending limit. Therefore, we suffered no losses from margin loans during the April volatility. At the beginning of the year, HSC had two large investments which were sold in early January, so our proprietary trading wasn't significantly affected by the stock market decline.

HSC was well-prepared in terms of resources and benefited from a bit of luck, so we remain confident. While proprietary trading was the highlight of Q1 last year, this year it is margin lending.

**Question 7:** What is the current margin loan balance for 2025? Is there any plan to increase lending interest rates? What proportion of proprietary trading revenue in 2025 will come from the market-making segment, and how does this compare to 2024?

**Answer:** Margin loan balance slightly decreased in April due to market volatility but has recovered to around VND 20,000 billion. This year, HSC plans to raise capital by a total of VND 4,000 billion, aiming to raise the margin lending limit to VND 28,000 billion. HSC places strong emphasis on the quality of its

margin lending portfolio, focusing on highly liquid stocks with good fundamentals (sustainable development and no unexpected risk factors).

The recent market volatility served as a test for the margin lending segment this year. HSC avoided major losses due to an established lending management system, active review of illiquid stocks, and increased margin requirements for customers - who were also well-prepared.

The proprietary portfolio is split between equities and bonds. High-quality bank bonds have continued to be profitable, with positive reception from investors.

Regarding equities, part of the portfolio supports covered warrant trading and is unaffected, while another portion is used for ETF market-making, which incurred minor losses during the recent volatility but was not significantly impacted.

With changes in the investment environment and results of negotiations between Vietnam and the U.S., we believe reassessment is needed, but we remain optimistic and confident in HSC's proprietary portfolio, looking forward to new investment opportunities.

**Question 8: What is the prospect of a market upgrade this year?**

**Answer:** Vietnam has been added to the watchlist for potential market upgrade, and much preparation has been made to meet the requirements — for instance, allowing institutional foreign investors to place buy orders without having full pre-funding. The upcoming launch of the KRX system is another step forward in the market upgrade process. The upgrade may take place in September 2025 or in 2026. While there is no certainty, the strong determination and efforts of regulatory agencies to accelerate the upgrade process are evident.



**Question 9: When the new technology system (KRX) goes live, what competitive advantages does HSC have?**

**Answer:** The KRX system is expected to be operational by early May and will completely overhaul trading, clearing, and settlement processes. HSC hopes this system will enable us to offer a wider range of services, reduce risks in clearing and settlement, and facilitate same-day trading and securities lending. This system applies to all market participants, but HSC believes our deep understanding and thorough preparation — in trading, clearing and settlement, and custody — will give us a competitive edge.