

Số/No: 482 /2025/CV - SHS  
(V/v/Ref: Sửa đổi, bổ sung tài liệu họp  
DIHDCD thường niên năm 2025/  
Revise and supplement documents for the  
2025 Annual General Meeting of  
Shareholders)

Hà Nội, ngày 04 tháng 04 năm 2025  
Hanoi, April 4<sup>th</sup>, 2025

CÔNG BỐ THÔNG TIN TRÊN CÔNG THÔNG TIN ĐIỆN TỬ CỦA  
ỦY BAN CHỨNG KHOÁN NHÀ NƯỚC VÀ CÁC SỞ GIAO DỊCH CHỨNG KHOÁN/  
INFORMATION DISCLOSURE ON ELECTRONIC PORTAL  
OF THE STATE SECURITIES COMMISSION AND STOCK EXCHANGES

Kính gửi/To: Ủy ban Chứng khoán Nhà nước/*The State Securities Commission*  
Sở Giao dịch Chứng khoán Việt Nam/*Vietnam Stock Exchange*  
Sở Giao dịch Chứng khoán Hà Nội/*Hanoi Stock Exchange*  
Sở Giao dịch Chứng khoán Tp. Hồ Chí Minh/*Hochiminh city Stock Exchange*

1. Tên công ty: Công ty Cổ phần Chứng khoán Sài Gòn - Hà Nội  
*Organization name: Saigon-Hanoi Securities JSC*

2. Mã chứng khoán/*Securities Code*: SHIS

3. Mã thành viên/*Member code*: 069

4. Địa chỉ trụ sở chính/Tầng 1-5, Tòa nhà Unimex Hà Nội, số 41, Ngô Quyền, Hoàn Kiếm, Hà Nội  
*Address of head office: 1<sup>st</sup> -5<sup>th</sup> Floors, Unimex Hanoi Building, No. 41, Ngo Quyen street, Hoan Kiem district, Hanoi city, Vietnam*

5. Điện thoại/*Telephone*: 024.38.181888

Fax/*Fax*: 024.38.181688

6. Người thực hiện công bố thông tin: Nguyễn Chí Thành – Tổng Giám đốc đồng thời là Người đại diện theo pháp luật

*Spokesman: Mr. Thanh, Nguyen Chi – CEO and Legal Representative*

7. Địa chỉ: Tầng 1-5, Tòa nhà Unimex Hà Nội, số 41, Ngô Quyền, Hàng Bài, Hoàn Kiếm, Hà Nội

*Address: 1<sup>st</sup> -5<sup>th</sup> Floors, Unimex Hanoi Building, No. 41, Ngo Quyen street, Hang Bai ward, Hoan Kiem district, Hanoi, Vietnam*

9. Điện thoại (di động, cơ quan, nhà riêng)/*Tel*: 024.38 181.888 Fax: 024.38 181.688

10. Loại thông tin công bố: Định kỳ/*Information disclosure type: Periodicity*

11. Nội dung của thông tin công bố/*Contents of information disclosure*:

(Căn cứ quy định tại Điểm a, Khoản 3, Điều 10; Khoản 1, Điều 14; Khoản 1, Điều 22 của Thông tư số 96/2020/TT-BTC ngày 16/11/2020 của Bộ trưởng Bộ Tài Chính hướng dẫn công bố thông tin trên Thị trường Chứng khoán)

*(Pursuant to the provisions in Point a, Clause 3, Article 10; Clause 1, Article 14; Clause 1, Article 22 of Circular No. 96/2020/TT-BTC dated November 16<sup>th</sup>, 2020 of the Minister of Finance guiding information disclosure on the Stock Market)*



Công ty CP Chứng khoán Sài Gòn – Hà Nội công bố thông tin về việc sửa đổi, bổ sung tài liệu họp ĐHĐCĐ thường niên năm 2025 gồm:

*Saigon - Hanoi Securities Joint Stock Company announces information on supplementing documents for the 2025 Annual General Meeting of Shareholders, including:*

<b>TT</b>	<b>Tên tài liệu</b>
(1)	Chương trình Nghị sự (dự kiến)/ <i>Proposed Agenda</i>
(2)	Thông báo v.v đề cử, ứng cử, bầu bổ sung Thành viên HĐQT SIIS nhiệm kỳ 2022-2027 <i>Notice regarding the nomination, candidacy, and election of additional members to SIIS Board of Directors for the 2022-2027 term</i>
(3)	Báo cáo hoạt động của Tổng giám đốc (về kết quả kinh doanh năm 2024 và Kế hoạch kinh doanh năm 2025) <i>Report of the Chief Executive Officer (regarding the 2024 business results and 2025 business operation plan)</i>
(4)	Dự thảo Tờ trình số 03-2025/TTr-ĐHĐCĐ v.v thông qua kế hoạch kinh doanh năm 2025 <i>Draft Proposal No. 03-2025/TTr-ĐHĐCĐ regarding the approval of the 2025 business operation plan</i>
(5)	Dự thảo Tờ trình số 12-2025/TTr-ĐHĐCĐ v.v miễn nhiệm, bầu bổ sung Thành viên HĐQT nhiệm kỳ 2022-2027 <i>Draft Proposal No. 12-2025/TTr-ĐHĐCĐ regarding the dismissal and election of additional members to the Board of Directors for the 2022-2027 term</i>
(6)	Dự thảo Tờ trình số 13-2025/TTr-ĐHĐCĐ về Danh sách ứng viên tham gia bầu bổ sung Thành viên HĐQT nhiệm kỳ 2022-2027 <i>Draft Proposal No. 13-2025/TTr-ĐHĐCĐ regarding the list of candidates for the election of additional members to the Board of Directors for the 2022-2027 term</i>
(7)	Dự thảo Tờ trình số 14-2025/TTr-ĐHĐCĐ về việc Dừng thực hiện phương án chào bán cổ phiếu ra công chúng cho Cổ đông hiện hữu <i>Draft Proposal No. 14-2025/TTr-ĐHĐCĐ on cancelling the implementation of the plan to offer additional shares to the public for existing shareholders</i>
(8)	Dự thảo Tờ trình số 15-2025/TTr-ĐHĐCĐ v.v phát hành trái phiếu ra công chúng và niêm yết Trái phiếu do Công ty phát hành <i>Draft Proposal No. 15-2025/TTr-ĐHĐCĐ regarding the issuance of public bonds and the listing of bonds issued by the Company</i>
(9)	Dự thảo Nghị quyết phiên họp thường niên năm 2025 của ĐHĐCĐ <i>Draft Resolution of the 2025 Annual General Meeting of Shareholders</i>
(10)	Phiếu biểu quyết và Phiếu bầu bổ sung thành viên HĐQT nhiệm kỳ 2022-2027 <i>Voting Paper and Ballot for the election of additional members to the Board of Directors for the 2022-2027 term</i>

12. Địa chỉ website đăng tải thông tin công bố:

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 04/04/2025 tại đường dẫn:

The website's address of the disclosure: This information was published on the company's website on April 04<sup>th</sup>, 2025, as in the link:

<https://www.shs.com.vn/News/202544/1012648/shs-cbtt-sua-doi-bo-sung-tai-lieu-hop-dhdcd-thuong-nien-nam-2025.aspx>

<https://www.shs.com.vn/News/202544/1012649/shs-cbtt-sua-doi-bo-sung-tai-lieu-hop-dhdcd-thuong-nien-nam-2025.aspx>

Chúng tôi xin cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung thông tin công bố.

*We hereby certify that the information provided is true and correct and we will bear the full responsibility to the law.*

Trân trọng/Best regards,

**Tài liệu kèm theo/Attached documents:**

- Theo file đính kèm/Attach file.

**Nơi nhận/Recipients:**

- Như trên /As stated above;  
- Lưu VT, P.PC&QTRR/  
Kept at Archives and Legal&Risk  
Management Department.

**CÔNG TY CP CK SÀI GÒN – HÀ NỘI  
SAIGON – HANOI SECURITIES JSC.,  
TỔNG GIÁM ĐỐC/CEO**



**NGUYỄN CHÍ THÀNH**



No:24 -2025/QĐ-HĐQT

Hanoi, April 04, 2025

## DECISION

(Re: Supplementing the Agenda, amending and supplementing documents for the meeting, convening the Annual General Meeting of Shareholders in 2025)

### BOARD OF DIRECTORS SAIGON – HANOI SECURITIES JOINT STOCK COMPANY

**Pursuant to:**

- *The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, and its amendments, supplements, and implementing guidelines;*
- *The Securities Law No. 54/2019/QH14 dated November 26, 2019, and its amendments, supplements, and implementing guidelines;*
- *The current Charter of Saigon – Hanoi Securities JSC (“Company”/“SHS”);*
- *The Resolution No. 01-2025/NQ-HĐQT dated February 13, 2025, of the Board of Directors (BOD) regarding the organization of SHS 2025 Annual General Meeting of Shareholders (AGM);*
- *The petition for supplementing the Agenda of SHS 2025 AGM submitted by the group of shareholders owning over 10% of SHS charter capital;*
- *The minutes of SHS BOD’s meeting No. 18.-2025/BBH-HĐQT dated April 04, 2025.*

### DECISION:

**Article 1:** Approval of the reception of the following items:

1. The resignation letter of Mr. Vu Duc Tien as a member of SHS Board of Directors.
2. The petition to supplement the Agenda of SHS 2025 Annual General Meeting of Shareholders submitted by the group of shareholders owning over 10% of SHS' charter capital.

**Article 2:** Approval of the addition to the contents of SHS 2025 Annual General Meeting of Shareholders, specifically as follows:

1. Dismissal of Mr. Vu Duc Tien from his position as a member of SHS Board of Directors, effective from April 10, 2025, at his personal request, and the election of an additional member to the Board of Directors.
2. Suspension of the implementation of the plan to issue additional public shares to existing shareholders, which was approved by SHS Annual General Meeting of Shareholders at Resolution No. 01-2024/NQ-ĐHĐCĐ dated May 15, 2024.



*Handwritten signature or mark in blue ink.*

3. Implementation of the issuance of public bonds and the listing of bonds issued by the Company.

**Article 3:** Approval of the amendment and supplementation of the documents for the 2025 Annual General Meeting of Shareholders and approval of the amended and supplemented documents (*the list of amended and supplemented documents is attached in the Appendix to this Decision*).

**Article 4:** The Board of Directors authorizes SHS BOD's Chairman with full authority to make decisions and direct the organization of the 2025 Annual General Meeting of Shareholders according to the plan and approach already approved by the Board of Directors, along with all related tasks, including but not limited to the following:

1. Deciding on changes to the Agenda, contents, and documents to be presented for approval at the Annual General Meeting of Shareholders;
2. The Chairman may delegate/authorize Mr. Nguyen Chi Thanh – Chief Executive Officer, and other executives of the Company to be responsible for performing some or all of the tasks mentioned above, depending on the level of importance/relevance.

**Article 5:** This Decision takes effect from the date of signing. The Board of Directors, the Chief Executive Officer, the Organizing Committee of the 2025 Annual General Meeting of Shareholders, and other relevant departments, divisions, and individuals of Saigon – Hanoi Securities JSC are responsible for implementing this Decision.

Recipients:

- As Article 5 referred;
- Disclosure of Information;
- For filing: archived and BOD's Office

FOR AND ON BEHALF OF  
THE BOARD OF DIRECTORS  
CHAIRMAN



DO QUANG VINH

## APPENDIX

(Attached to SHS BOD's Decision No.24-2025/QĐ-HĐQT dated April 04, 2025)

### LIST OF AMENDED AND SUPPLEMENTED DOCUMENTS PRESENTED TO THE GENERAL SHAREHOLDERS'S MEETING FOR APPROVAL

No	Document Title
(1)	Proposed Agenda
(2)	Notice regarding the nomination, candidacy, and election of additional members to SHS Board of Directors for the 2022-2027 term
(3)	Report of the Chief Executive Officer (regarding the 2024 business results and 2025 business operation plan)
(4)	Draft Proposal No. 03-2025/TTr-ĐHĐCĐ regarding the approval of the 2025 business operation plan
(5)	Draft Proposal No. 12-2025/TTr-ĐHĐCĐ regarding the dismissal and election of additional members to the Board of Directors for the 2022-2027 term
(6)	Draft Proposal No. 13-2025/TTr-ĐHĐCĐ regarding the list of candidates for the election of additional members to the Board of Directors for the 2022-2027 term
(7)	Draft Proposal No. 14-2025/TTr-ĐHĐCĐ on cancelling the implementation of the plan to offer additional shares to the public for existing shareholders
(8)	Draft Proposal No. 15-2025/TTr-ĐHĐCĐ regarding the issuance of public bonds and the listing of bonds issued by the Company
(9)	Draft Resolution of the 2025 Annual General Meeting of Shareholders
(10)	Voting Paper and Ballot for the election of additional members to the Board of Directors for the 2022-2027 term



## AGENDA

### ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025

Time: 13:30, April 10<sup>th</sup>, 2025

Venue: 2<sup>nd</sup> Floor Hall, PAN PACIFIC HANOI Hotel, No. 1 Thanh Nien Street,  
Truc Bach Ward, Ba Dinh District, Hanoi City, Vietnam

Online: <https://dhcd.shs.com.vn/>

No.	TIME LINE	MEETING SCHEDULE	IMPLEMENTATION	
	From 20:00, March 20 <sup>th</sup> , 2025, to 13:00, April 10 <sup>th</sup> , 2025	Shareholders log into the online General Meeting System to monitor and authorize online participation via the website: <a href="https://dhcd.shs.com.vn/">https://dhcd.shs.com.vn/</a>	Organizing Committee support	
	From 08:00, April 10 <sup>th</sup> , 2025, until the end of the meeting	The online General Meeting System is open for Shareholders to log in, follow the proceedings, and check the connection for the official session		
	13:30, April 10 <sup>th</sup> , 2025	Guest reception and shareholder registration for direct participation. Shareholders register for attendance, receive Voting and Election Ballots		
<b>ANNUAL GENERAL MEETING SESSION 2025 - APRIL 10<sup>th</sup>, 2025</b>				
1	14:00	Opening statement, introduction of participants	MC	
2	14:05	Report on shareholder eligibility verification	Shareholder Status Verification Board	
3	14:10	Introduction and approval of the Chairgroup	MC	
4	14:15	Introduction of the Secretariat; introduction and election of the Vote Counting Committee	Chairperson	
5	14:20	Approval of Working Regulations and Meeting Agenda		
6	14:30	Report on the activities of SHS Board of Directors (BOD) and BOD's members	BOD's members	
7	14:40	Report on the activities of Independent BOD's Members in the Audit Committee	Independent BOD's Member	
8	14:55	Approval of Proposal No. 14-2025/TTr-ĐHĐCĐ on cancelling the implementation of the plan to offer additional shares to the public for existing shareholders	Chairperson	
9	15:10	Chief Executive Officer's Report	CEO	
10	15:25	Board of Directors' Proposals		Members of the Chairgroup
		<b>No. of Proposal</b>	<b>Contents for approval</b>	
		01-2025/TTr-ĐHĐCĐ	Independently audited FY2024 Financial Statements of the Company	
		02-2025/TTr-ĐHĐCĐ	Provision of funds and profit distribution for FY2024	
		04-2025/TTr-ĐHĐCĐ	Increasing charter capital through the stock issuance program for SHS employees	

NO	TIME	CONTENT	IMPLEMENTATION																				
10	15:25	<table border="1"> <thead> <tr> <th>No. of Proposal</th> <th>Contents for Approval</th> </tr> </thead> <tbody> <tr> <td>05-2025/TTr-ĐHĐCĐ</td> <td>Selection of an independent auditing firm for the FY2025</td> </tr> <tr> <td>06-2025/TTr-ĐHĐCĐ</td> <td>Policy on signing and executing contracts, agreements, and transactions with related parties</td> </tr> <tr> <td>07-2025/TTr-ĐHĐCĐ</td> <td>Budget, total remuneration, bonuses, allowances, and other benefits for the Board of Directors in 2025</td> </tr> <tr> <td>08-2025/TTr-ĐHĐCĐ</td> <td>Amendments to the Company's Charter and internal regulations for approval by the GMS</td> </tr> <tr> <td>09-2025/TTr-ĐHĐCĐ</td> <td>Implementation of the offering/issuance and listing of secured warrants</td> </tr> <tr> <td>10-2025/TTr-ĐHĐCĐ</td> <td>Proposal for implementing securities clearing and settlement services through central counterparty partners and offering financial products at SHS</td> </tr> <tr> <td>11-2025/TTr-ĐHĐCĐ</td> <td>Change of the Company's headquarters location</td> </tr> <tr> <td>15-2025/TTr-ĐHĐCĐ</td> <td>Issuance and listing of SHS bonds to the public</td> </tr> <tr> <td>12-2025/TTr-ĐHĐCĐ</td> <td>Dismissal and election of additional BOD's members for the 2022 – 2027 term</td> </tr> </tbody> </table>	No. of Proposal	Contents for Approval	05-2025/TTr-ĐHĐCĐ	Selection of an independent auditing firm for the FY2025	06-2025/TTr-ĐHĐCĐ	Policy on signing and executing contracts, agreements, and transactions with related parties	07-2025/TTr-ĐHĐCĐ	Budget, total remuneration, bonuses, allowances, and other benefits for the Board of Directors in 2025	08-2025/TTr-ĐHĐCĐ	Amendments to the Company's Charter and internal regulations for approval by the GMS	09-2025/TTr-ĐHĐCĐ	Implementation of the offering/issuance and listing of secured warrants	10-2025/TTr-ĐHĐCĐ	Proposal for implementing securities clearing and settlement services through central counterparty partners and offering financial products at SHS	11-2025/TTr-ĐHĐCĐ	Change of the Company's headquarters location	15-2025/TTr-ĐHĐCĐ	Issuance and listing of SHS bonds to the public	12-2025/TTr-ĐHĐCĐ	Dismissal and election of additional BOD's members for the 2022 – 2027 term	Members of the Chairgroup
		No. of Proposal	Contents for Approval																				
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11	15:45	<ul style="list-style-type: none"> <li>- Approval of the dismissal and election of additional BOD's members for the 2022 – 2027 term (Proposal No. 12-2025/TTr-ĐHĐCĐ)</li> <li>- Report on the nomination and election of BOD's members, announcement of the list of candidates for the additional election of Board members (Proposal No. 13-2025/TTr-ĐHĐCĐ)</li> </ul>	Voting Committee Member																				
12	16:00	General Meeting Discussion	Chairperson																				
13	16:20	<ul style="list-style-type: none"> <li>- Voting to approve the reports and proposals</li> <li>- Voting for the election of SHS BOD's members</li> </ul>																					
14	16:35	Break	MC																				
15	16:55	Announcement of the vote results and election outcome	Voting Committee																				
16	17:05	Introduction of newly elected SHS BOD's members	Chairperson																				
17	17:15	Approval of the meeting minutes	Head of Secretariat																				
18	17:25	Closing of the General Meeting	Chairperson																				

ON BEHALF OF THE BOARD OF DIRECTORS  
CHAIRMAN



ĐO QUANG VINH



No: 484 -2025/CV-SHS

Hanoi, April 04, 2025

## NOTICE

*(Re: Nomination, candidacy, and election of an additional member of the Board of Directors for the term 2022 – 2027)*

**To: SHAREHOLDERS OF SAIGON – HANOI SECURITIES JSC**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, and its amendments, supplements, and implementing guidelines;*
- *The Law on Securities No. 54/2019/QH14 dated November 26, 2019, and its amendments, supplements, and implementing guidelines;*
- *The current Charter of Saigon – Hanoi Securities Joint Stock Company (“Company”/”SHS”);*
- *The current Internal Regulations on Corporate Governance of the Company;*
- *The current Regulations on the Organization and Operation of SHS Board of Directors (BOD);*
- *The resignation letter of Mr. Luu Danh Duc as SHS BOD’s member.*
- *The resignation letter of Mr. Vu Duc Tien as SHS BOD’s member.*

To ensure the sufficient number of BOD’s members as required by law and the SHS Charter, while enhancing the effectiveness of oversight and governance of the Company, SHS BOD hereby notifies the esteemed Shareholders regarding the nomination, candidacy, and election of an additional BOD’s member for the term 2022 – 2027, as follows:

1. Number of additional BOD’s Members to be elected: 02 members *(This will only take effect if the General Meeting of Shareholders (“GMS”) approval of the dismissal of Mr. Luu Danh Duc and Mr. Vu Duc Tien from their positions as BOD’s Members).*
2. Term of the additionally elected BOD’s Member: The remaining duration of the current BOD term 2022 – 2027.

To facilitate the timely disclosure of information regarding BOD candidates, the SHS Board of Directors respectfully requests the esteemed Shareholders to participate in nominating and proposing candidates for the additional election to the Board of Directors. Candidates must meet all required standards and conditions (as specified in the attached document). Nomination and candidacy dossiers should be submitted to the Company no later than April 10, 2025 at the following address:

**BOD’s Office: Saigon – Hanoi Securities Joint Stock Company**

*Unimex Hanoi Building, No.41 Ngo Quyen Street, Hang Bai Ward, Hoan Kiem District, Hanoi, Vietnam*

*Tel: (024) 38181888 (Ext. 312); Email: [investor@shs.com.vn](mailto:investor@shs.com.vn);*

*Mobile/Zalo: (84) 9363.88887 Website: <http://www.shs.com.vn>*

The Company will compile a list of individuals who meet the eligibility criteria for nomination and candidacy in accordance with applicable laws and SHS internal regulations. This list will be included in the official ballot for the election at the 2025 Annual General Meeting of Shareholders of the Company.

Sincerely announced./.

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

**Recipients:**

- All Shareholders;
- BOD's Members;
- Disclosure of information
- For filing: Archives, BOD's Office.



**DO QUANG VINH**

**SAIGON – HANOI SECURITIES J.S.C**  
**CONDITIONS FOR NOMINATION AND CANDIDACY**  
**FOR MEMBER OF THE BOARD OF DIRECTORS**  
**TERM 2022 – 2027**

*(Issued with SHS Board of Directors' Notice No. -2025/CV-SHS dated April 4, 2025*

*Re: the nomination, candidacy and addition election of  
SHS Board of Directors' members for the term 2022-2027)*

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14 on 06/17/2020 along with the documents amending, supplementing and guiding the implementation of the law;*
- *The Law on Securities No. 54/2019/QH14 on 11/26/2019 and documents amending, supplementing and guiding the implementation of the law;*
- *The current Charter of Saigon – Hanoi Securities Joint Stock Company (SHS);*
- *The current SHS' Internal regulations on Corporate governance;*
- *The current regulations on the Operation of SHS Board of Directors (BOD),*

The principles for nomination and candidacy of personnel for election as BOD's members for the 2022 – 2027 term at the 2025 Annual General Meeting of Shareholders shall be implemented as follows:

1. Number of additional BOD's Members to be elected: 02 members.
2. Term of the additionally elected BOD's Members: The remaining duration of the BOD's term 2022 – 2027.
3. **Standards for individuals nominated or applying as candidates for the BOD**

SHS BOD's members must satisfy the standards and conditions stipulated under the currently effective regulations of the Law on Enterprises, the Law on Securities, other regulations of SHS Charter, internal regulations and policies of the Company, and relevant laws.

**3.1. Individuals not eligible to serve as SHS BOD's members**

- a) Minors, individuals with limited or no civil act capacity, or individuals with difficulties in cognition or behavioral control;
- b) Individuals currently subject to criminal prosecution, detention, imprisonment, administrative measures at mandatory drug rehabilitation or education facilities, or prohibited by a court from holding certain positions, practicing specific professions, or performing certain tasks; other cases as prescribed by the Law on Bankruptcy and the Law on Anti-Corruption;
- c) Civil servants, public employees, or officials as defined under the Law on Cadres and Civil Servants and the Law on Public Employees;



- d) Officers, non-commissioned officers, professional soldiers, defense workers, or employees in agencies or units under the Vietnam People's Army; officers, professional non-commissioned officers, or police workers in agencies or units under the Vietnam People's Police, except for those authorized to act as representatives managing the State's capital contribution in enterprises or managing State-owned enterprises;
- e) Leaders or professional managers in State-owned enterprises as defined in Clause a, Paragraph 1, Article 88 of the Law on Enterprises (enterprises wholly owned by the State), except for those authorized to act as representatives managing the State's capital contribution in other enterprises;
- f) Other cases as prescribed by law (if any).

### **3.2. Additional standards and conditions for BOD's Members**

- a) Possessing full civil act capacity and not being subject to prohibitions on enterprise management as stipulated by the Law on Enterprises;
- b) Having professional qualifications and experience in business administration or in the fields, industries, or business lines of the Company, and not necessarily being a shareholder of the Company;
- c) Members of the Company's Board of Directors must not concurrently serve as members of the Board of Directors of more than five other companies;
- d) Members of the Company's Board of Directors must not concurrently serve as members of the Board of Directors, members of the Members' Council, or Directors (General Directors/Chief Executive Officer) of other securities companies;
- e) Having good health, moral character, honesty, and integrity;
- f) Other standards and conditions as prescribed by law (if any).

### **3.3. Standards and conditions for independent BOD's Members**

- a) Meeting the standards and conditions for BOD's members as stated above;
- b) Not currently working for the Company, its parent company, or subsidiaries; not having worked for the Company, its parent company, or subsidiaries for at least the preceding three consecutive years;
- c) Not receiving salaries or remuneration from the Company, except for allowances entitled to BOD's members as prescribed;
- d) Not having a spouse, biological or adoptive parent, biological or adoptive child, or biological sibling who is a major shareholder of the Company or a manager of the Company or its subsidiaries;
- e) Not directly or indirectly owning at least 01% of the total voting shares of the Company;
- f) Not having served as a member of the Board of Directors or the Supervisory Board of the Company for at least the preceding five consecutive years, except in cases of consecutive appointments for two terms;
- g) Other standards and conditions as prescribed by law (if any).

### **3.4. Rights to nominate and apply as candidates**

The number of candidates that shareholders or groups of shareholders may nominate or propose is specifically regulated under Article 35 of SHS Charter. In cases where shareholders or groups of shareholders do not nominate or propose a sufficient number

of candidates, or if candidates do not meet the legal standards and conditions, the Board of Directors shall nominate additional candidates.

#### 4. Nomination and Candidacy Dossiers

Shareholders or groups of shareholders wishing to nominate or propose candidates for SHS Board of Directors must submit the following documents to SHS:

- (1) Notification of nomination or candidacy for positions on the Board of Directors term 2022 – 2027 (03 copies), using the template available on the website [www.shs.com.vn](http://www.shs.com.vn);
- (2) Personal background of the candidate (03 copies), using the template available on the website [www.shs.com.vn](http://www.shs.com.vn) (in accordance with the Information Disclosure Form in Appendix III of Circular 96/2020/TT-BTC and information disclosure principles under Article 4 of Circular 96/2020/TT-BTC);
- (3) Personal Information Form (in accordance with Form No. 67 of Decree 155/2020/NĐ-CP and requirements of the competent certifying authority);
- (4) Recent portrait photo (4x6) taken within the last six months (03 copies);
- (5) Copy of Citizen Identification Card/Identity Card (03 copies);
- (6) Judicial Record Certificate;
- (7) A written commitment confirming the truthfulness and accuracy of the disclosed personal information and a pledge to perform duties honestly and prudently for the benefit of the Company (using the template available on the website [www.shs.com.vn](http://www.shs.com.vn));
- (8) Certified copies (authenticated by a competent State authority within the last six months) of diplomas or certificates proving the candidate's professional qualifications as required (03 copies);
- (9) Report on disclosure of related interests (using the template available on the website [www.shs.com.vn](http://www.shs.com.vn)), as stipulated under Article 164 of the Law on Enterprises 2020 (03 copies);
- (10) Other documents proving that the candidate meets the required conditions and standards under legal regulations (if any) (03 copies);
- (11) For candidates without Vietnamese nationality, in addition to the above documents, the dossier must include a Judicial Record Certificate (or an equivalent document) issued by the competent authority of the country where the foreign individual resided prior to arriving in Vietnam. This certificate must be consular legalized. If the foreign individual has resided in Vietnam for six months or more, a Judicial Record Certificate issued by the Department of Justice of Vietnam in the locality where the individual resides is required./.

**SAIGON – HANOI SECURITIES  
JOINT STOCK COMPANY**



## TEMPLATE

(For individuals/organizations nominating or recommending candidates for the Board of Directors of SHS for the term 2022 – 2027)

**SOCIALIST REPUBLIC OF VIETNAM**

**Independence – Freedom – Happiness**

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### **NOTICE OF NOMINATION AND CANDIDACY FOR CANDIDATES TO PARTICIPATE IN THE BOARD OF DIRECTORS FOR THE TERM 2022 – 2027 SAIGON – HANOI SECURITIES JOINT STOCK COMPANY**

**To : BOARD OF DIRECTORS**

**SAIGON – HANOI SECURITIES JOINT STOCK COMPANY**

**Pursuant to:**

- *The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, and its amendments, supplements, and implementing guidelines;*
- *The Law on Securities No. 54/2019/QH14 dated November 26, 2019, and its amendments, supplements, and implementing guidelines;*
- *The current Charter of Saigon – Hanoi Securities Joint Stock Company (SHS);*

*Based on the notification from the SHS Board of Directors regarding the nomination, candidacy, and election of additional members to the Board of Directors for the 2022–2027 term.*

I/We, as a shareholder/group of shareholders owning/voluntarily forming a group of shareholders owning..... common shares of SHS, including:

No.	Shareholder's Full Name	Citizen ID/Business Registration No.	Number of SHS Shares Owned	Percentage of Total SHS Shares	Signature and Seal (Applicable if the shareholder is an organization/, legal entity/Enterprises)
1	Company ...				
2	Bank....				
3	Mr./Ms. ...				
4					
....					
	<b>TOTAL</b>				

Note: (Some information about SHS)

Charter Capital: VND 8,131,567,480,000  
Number of Listed Shares: 813,156,748 shares (100%)  
Number of Outstanding Shares: 813,156,748 shares (100%)

Having reviewed the conditions and standards related to the nomination of additional members to the Board of Directors of Saigon – Hanoi Securities Joint Stock Company for the term 2022 – 2027, we unanimously nominate:

TT	Candidate's Full Name	Citizen ID No., Date of Issue, Place of Issue	Permanent Address	Conditions and Standards as per Regulations
1				
2				
3				

1. The candidates listed above meet the conditions and standards prescribed by law.
2. I/We commit to maintaining the ownership ratio of SHS shares as required by law during the stipulated period to ensure the legal validity of nominating the above candidates for election to the SHS Board of Directors for the term ending in 2027 by the General Meeting of Shareholders.
3. Attached to this notice, I/we submit the list and relevant dossiers of the candidates, prepared in full compliance with legal regulations and SHS requirements.
4. For further information, please contact Mr./Ms.: .....  
Phone: .....; Email: ....., who serves as the representative of the shareholder group.

Sincerely,

....., ....., 2025

**SHAREHOLDER/REPRESENTATIVE  
OF THE SHAREHOLDER GROUP**  
(Signature, full name, and seal)



**SAIGON – HANOI SECURITIES JOINT STOCK  
COMPANY**

Headquarters: Floor 1-5, Unimex Ha Noi Building, 41 Ngo  
Quyen Street, Hoan Kiem District, Hanoi, Vietnam

Tel: (84-24.3.8181.888) Fax: (84-24.3.8181.688)

Website: [www.shs.com.vn](http://www.shs.com.vn)

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**BUSINESS PERFORMANCE IN 2024**

**AND**

**BUSINESS PLAN FOR 2025**

**Hanoi, 2025**



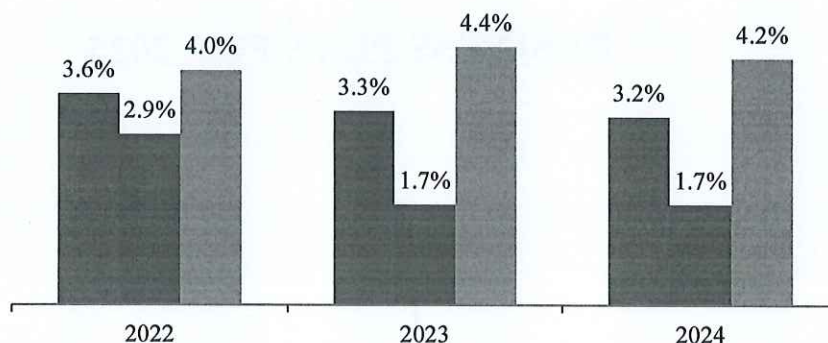


## **PART 1: REPORT ON BUSINESS PERFORMANCE IN 2024**

### **I. OVERVIEW OF THE BUSINESS ENVIRONMENT IN 2024**

- **Rising geopolitical tension:** Tensions in the Middle East have intensified and expanded in 2024 as the Israel– Hamas war has drawn in more parties, together with the collapse of the Syrian government after a long period in power has further destabilized the region. Meanwhile, the Russia–Ukraine conflict has entered its third year with no signs of ending.
- **Uneven global economic growth:** According to the IMF, global GDP is projected to grow by 3.2% in 2024, which is 0.1% lower than in 2023 but slightly higher than the early-year forecast of 3.1%. Contrary to many concerns, the U.S. economy has maintained solid growth at 2.8%, slightly down from 2.9% in 2023. China has managed to slow its economic downturn thanks to aggressive stimulus measures, with growth reaching 4.8%, surpassing the initial forecast of 4.6%. Meanwhile, the Eurozone remains stagnant, with its leading economy, Germany, experiencing negative growth for the second consecutive year. Japan, despite achieving positive growth (0.1%), saw a slowdown compared to 2023 and lower than expectations.

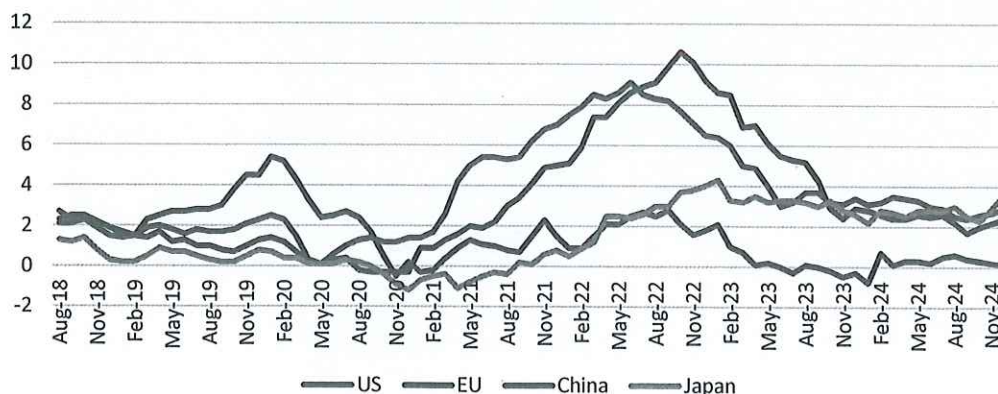
**GDP Growth**



■ Global economy ■ Advanced economies ■ Emerging markets and developing economies

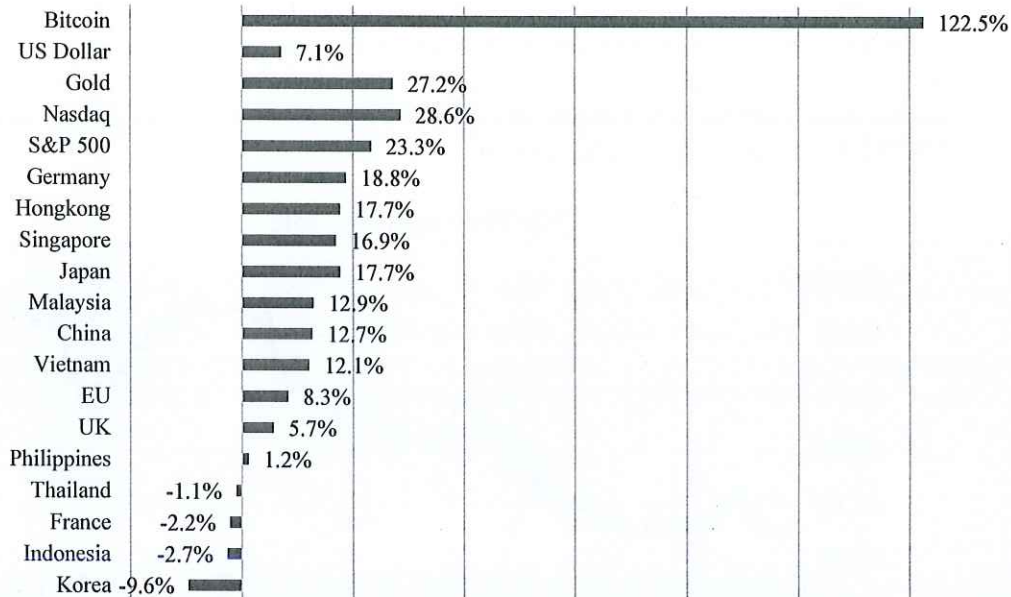
- **Cooling inflation:** Global price have clearly declined, approaching central banks' target levels, creating favorable conditions for interest rate cuts and supporting economic growth. In 2024, the European Central Bank (ECB) has implemented four rate cuts totaling -1.35%, while the U.S. Federal Reserve (FED) has made three rate cuts, reducing rates by -1%.

**Inflation in major economies (%)**



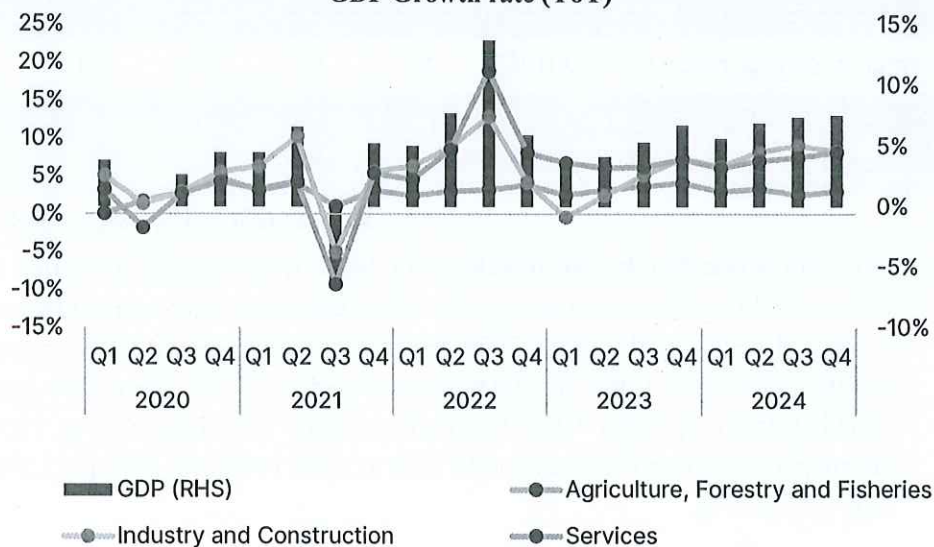
- **Global financial markets in 2024:** Stock indices in many countries, especially in the U.S, have surged, driven by positive economic growth, lower interest rates, and a tech stock boom. Meanwhile, geopolitical tensions, declining interest rates, and diversification in reserves have contributed to the rise in gold and cryptocurrencies. Gold, in particular, has set over 30 new record highs throughout the year.

**Stock indices, forex, gold, crypto in 2024**



- **Vietnam's strong economic recovery:** Despite the impact of typhoon Yagi, Vietnam's economy experienced strong growth in the second half of the year, leading to an annual GDP growth of 7.09% in 2024. The industrial and construction sectors expanded by 8.24%, the highest since 2020. Disbursed FDI reached approximately \$25.35 billion, marking a 9.36% increase compared to the previous year. Inflation remained under control, with the average CPI rising by 3.63%, staying within the <4% target set by the National Assembly. Exports hit a new record, with domestic enterprises showing a remarkable 19.8% growth in export turnover, outpacing FDI enterprises, which grew by 12.3%.

**GDP Growth rate (YoY)**



- **Slow public investment disbursement, volatile gold prices, and rising exchange rates.** By the end of 2024, public investment disbursement was estimated at 72.9% of the annual plan, slightly lower than the 73.34% in 2023. Amid global gold price fluctuations, domestic gold prices surged by 13.8% in 2024, with SJC gold surpassing 90 million VND/tael at times. The widening price gap prompted the State Bank of Vietnam (SBV) to intervene by auctioning gold, stabilizing prices through four state-owned commercial banks, and inspecting gold trading activities. Additionally, the exchange rate faced unfavorable movements, with the VND depreciating by 5% against the USD, reaching a record 25,485 VND/USD despite SBV's intervention.

**USD/VND exchange rate**



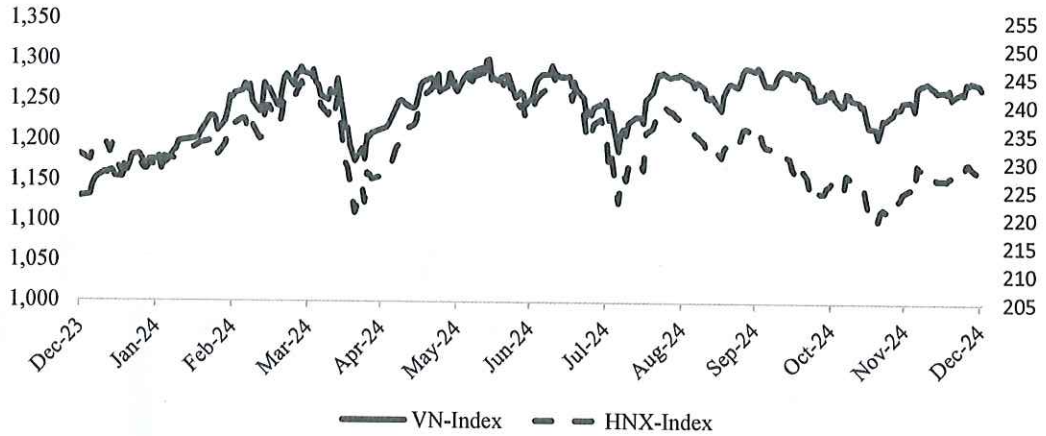
**Major economic indicators 2024**

Indicator	2019	2020	2021	2022	2023	2024
GDP Growth rate (%)	7.02	2.91	2.58	8.02	5.05	7.09
Average CPI (%)	2.79	3.23	1.84	3.15	3.25	3.63
Credit growth rate (%)	13.6	12.13	12.97	14.5	13.7	15.08
Central bank exchange rate (USD/VND)	23,155	23,131	23,145	23,612	23,866	24,335
Foreign exchange reserve (USD Bill.)	80	92	105	84	100	
Surplus/Deficit State Budget as per GDP (%)	2.62	-1.99	-3.76	2.34	-0.14	1.8

Source: GSO, WB, HSBC, SBV, SHS Research

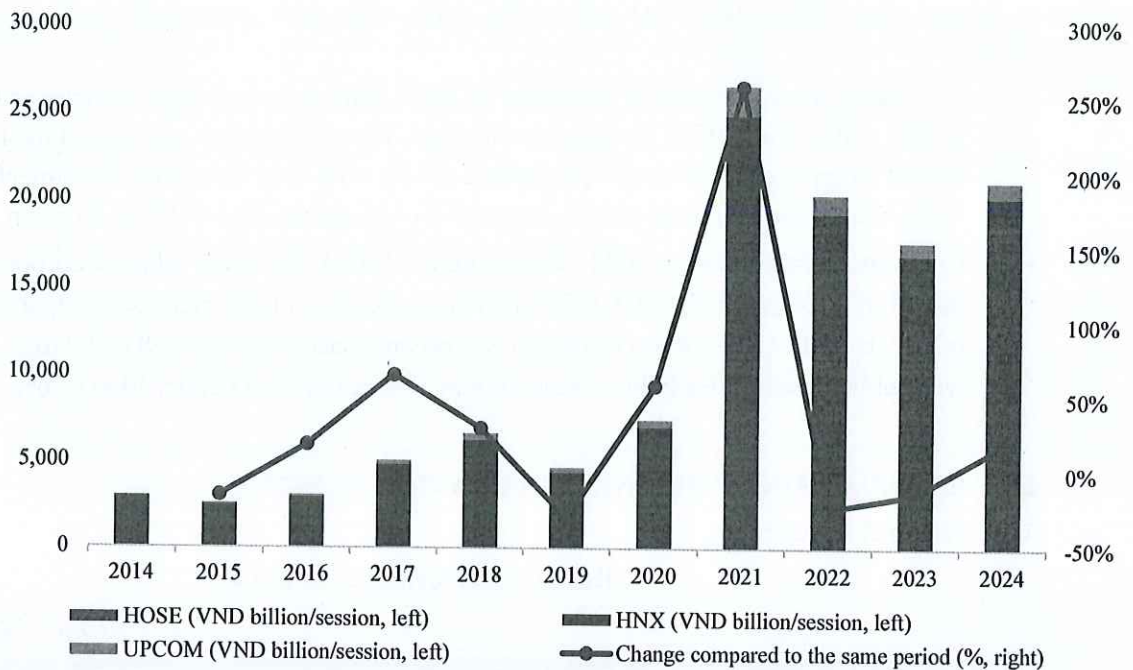
- **Vietnam Stock Market accumulated in 2024.** After a sharp correction and recovery at the end of 2023, the market rose in Q1 before entering a wide consolidation range between 1,166 and 1,306. By the end of 2024, the VN-Index had gained 12.1% compared to the end of 2023, closing at 1,266.78. HNX-Index closed at 227.43, down 1.6% and Upcom-Index ended at 95.06, up 9.2%. VN-30 outperformed the VN-Index with an 18.9% gain, led by strong performances from key stocks such as GVR (+43.2%), FPT (+82.5%), TCB (+55%) MWG (+42.5%).

### Vietnam Stock Indices in 2024



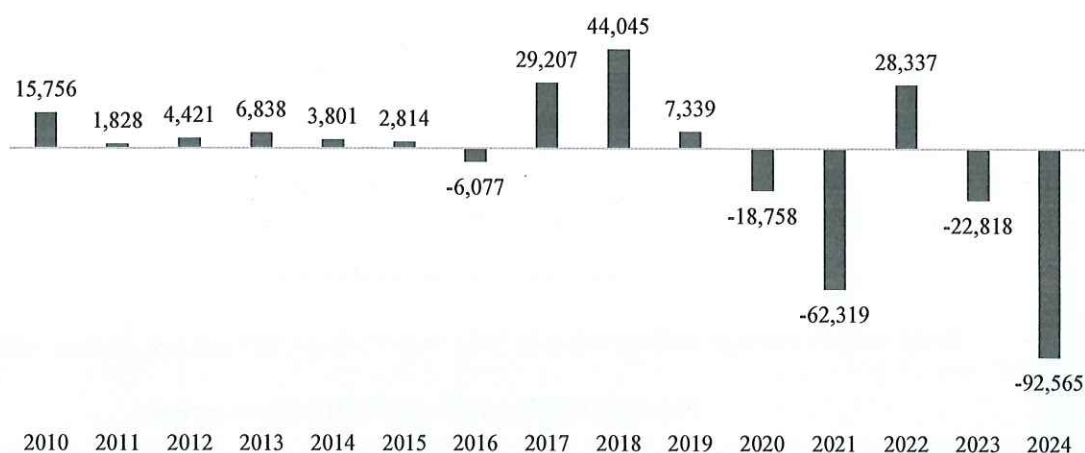
- Total market average trading value in 2024 was VND 20,985 bill per session, +19% YoY.

### Average Trading Volume (VND billion/session)



- The anticipated KRX trading system implementation in 2024 did not materialize, causing Vietnam to miss the opportunity to upgrade its stock market to FTSE's Secondary Emerging Market category. Despite the Ministry of Finance issuing Circular 68, effective November 2, 2024, to address regulatory obstacles related to Prefunding requirements for foreign institutional investors, the market upgrade was not achieved. Amid global capital flow shifts and unfavorable exchange rate fluctuations, foreign investor sentiment remained negative. Net foreign outflows hit a record high of VND 92,565 billion, four times the net outflows in 2023.

Foreign net trading value (VND billion)



- The listing market remained lackluster in 2024, with only three new companies listing on HOSE and two on HNX throughout the year. The privatization and divestment of state-owned enterprises (SOEs) also progressed slowly with only five State divestment, totaling VND 145 billion and three parent corporate divestment totaling VND 40.9 billion.
- Corporate bond market in 2024. According to VMBA, the total value of corporate bonds issued in 2024 reached VND 443.5 trillion, marking a 30.8% increase compared to 2023 of which VND 410.5 trillion (+38,3%) was private placement and VND 32.9 trillion (-11%) was public issuance. Early bond redemptions was nearly VND 200 trillion (-20% YoY).

## II. EVALUATION OF BUSINESS OPERATION IN 2024

### 1. General Assessment

#### Business Performance in 2024

Unit: VND Billion

No.	Indicator	2024 Plan	2024 Actual	% Actual Vs Plan
I	Total Revenue	1,844.7	1,997.6	108.3%
II	Total Expense	809.4	758.3	93.7%
III	Pre-tax Profit	1,035.3	1,239.3	119.7%

#### Comparison of 2024 Business Results with 2023

Unit: VND Billion

No.	Indicator	2024	2023	2024/ 2023
1	Total Assets	14,027.7	11,457.2	122.4%
2	Total Equity	11,211.2	10,263.5	109.2%
3	Operating Income	1,991.3	1,460	136.4%
	<i>Securities Trading &amp; Investment</i>	<i>1,194.7</i>	<i>618.4</i>	<i>193.2%</i>

No.	Indicator	2024	2023	2024/ 2023
	<i>Interest Income from Loans &amp; Receivables</i>	497.7	547.1	91.0%
	<i>Brokerage Fees Income</i>	237.9	222.4	107.0%
	<i>Underwriting income and placing fee income</i>	8.7	37.7	23.1%
	<i>Investment Consultancy Service Income</i>	10.5	2.2	477.3%
	<i>Securities Custody Income</i>	13.5	15.5	87.1%
	<i>Financial Consultancy Service Income</i>	25.5	16.3	156.4%
	<i>Other Operating Income</i>	2.5	0.4	625.0%
4	Operating Expense	566.0	606.4	93.3%
5	Total Financial Income	3.6	4.7	76.6%
6	Total Financial Expenses	63.2	58.7	107.7%
7	General and Administrative Expenses	129.1	115.5	111.8%
8	Operating Result	1,236.6	684.1	180.8%
9	Net Other Income	2.7	0.1	2700.0%
10	<b>Net Accounting profit before tax</b>	<b>1,239.3</b>	<b>684.2</b>	<b>181.1%</b>
11	<b>Net Profit after tax</b>	<b>1,015.6</b>	<b>559.3</b>	<b>181.6%</b>

- In 2024, SHS recorded total revenue of VND 1,997.6 billion, achieving 108.3% of the annual target. The Company's total expenses was VND 758.3 billion, corresponding to 93.7% of the plan, including VND 629.3 billion of operating expense and VND 129.1 billion of General and Administrative expense. Net profit before tax (PBT) reached VND 1,239.3 billion, achieving 119.7% of the plan.
- The brokerage fee and custody income was VND 251.4 billion, accounting for 12.6% of total revenue. Interest income from loans and receivables was VND 497.7 billion, representing for 25% total revenue. Investment income reached VND 1,194.7 billion, contributing 60% of total revenue. Financial Advisory and Underwriting Income recorded VND 34.2 billion, making of 1.7% total revenue. Investment Consultancy Service and other income recorded VND 13.1 billion, comprising of 0.7% total revenue.
- Compared to the objectives and strategic direction set at the beginning of the year, the Company has achieved the following results:
  - ✓ Profit before tax achieved 119.7% of the target set by the General Meeting of Shareholders;
  - ✓ Bond trading activities maintained positive results. SHS' market share in government bond brokerage remained among the top groups with over 10% market share on HNX in 2024;
  - ✓ Enhanced solutions to improve customer experience across services by streamlining procedures, increasing automation features on trading platforms, and launching new products such as T-Plus and SH69;

- ✓ IT infrastructure continued to be strengthened, enhancing security measures to ensure a stable and secure operational system. The company successfully completed testing of the core trading system, making it ready to meet the requirements of the KRX project by HOSE. Additionally, several technology projects are being implemented to support future business development, internal management, and improve operational efficiency;
- ✓ Successfully completed the development of the new Brand Identity System, which was launched on the company's anniversary on November 15, 2024;
- ✓ The company achieved the Top 10 Corporate Governance Report 2024 in the large-cap group; received the Best Workplace in Asia 2024 and Most Caring Company awards from HR Asia; was honored with the Outstanding Financial Brokerage Service in Vietnam 2024 award by the Vietnam Wealth Advisor Summit; and received a Certificate of Merit from the Chairman of the Hanoi People's Committee for outstanding achievements in connecting SMEs in Hanoi.

## **2. Evaluation of SHS Business Activities**

### **2.1. Proprietary Investment**

- In 2024, thanks to a strategic approach in allocating investment capital into fundamentally strong stocks with growth potential, maintaining a sound financial position, and seizing market opportunities to realize profits from securities that reached expected returns, the company's investment activities recorded VND 1,194.7 billion in revenue, achieving 127% of the target and marking a 93.2% increase compared to 2023;
- The investment portfolio was diversified to mitigate risks, including not only stocks but also bonds and money market instruments. All bonds invested by SHS were thoroughly evaluated based on business performance, financial capacity, and debt repayment ability. Bank bonds accounted for 81%, while corporate bonds made up 19% of the total bond portfolio;
- Investment management adhered strictly to established procedures and investment steps, with standardized documentation and reporting. The investment process and data technology systems were improved to ensure efficiency and completion of tasks;
- The company proactively and regularly updated and monitored business activities of the enterprises within its investment portfolio.

### **2.2. Brokerage and Financial Services**

- In 2024, competition among securities companies remained intense as many firms reduced financial service interest rates along with zero brokerage fees. The company's Brokerage Services revenue (including custody services) reached VND 251.4 billion, marking a 5.7% increase compared to 2023.
- Financial service activities recorded VND 497.7 billion, a 9%-decrease compared to 2023.
- Total revenue from brokerage and financial service activities amounted to VND 749.1 billion (-4.6% YoY).
- In 2024, the company implemented various initiatives to enhance service quality and improve customer experience across its products and services. This was achieved through technological advancements, the addition of useful features on trading platforms, and the automation of certain operational processes to increase convenience while maintaining robust risk management in brokerage and financial services. Additionally, the company

launched new products such as T-Plus and SH69, offering attractive incentives on both fees and lending interest rates.

### **2.3. Investment Banking**

- While the bond market showed a more positive trend in 2024 than in 2023, listing, issuance, divestment, and privatization activities remained subdued, negatively impacting SHS's advisory services. As a result, revenue from financial advisory, underwriting, and issuance agency services stood at VND 34.2 billion, a 36.7% decline compared to 2023.
- SHS continued to provide bond issuance advisory services for commercial banks and enterprises, with the total par value increasing by 50% compared to 2023. Additionally, the company advised on bond registration, depository services at VSDC, and listing or registration for trading on HNX.
- In listing advisory activities, SHS successfully advised the IPO and listing of one out of three new stocks on HOSE (Ticker: RYG). By the end of 2024, the company had signed advisory contracts with several corporations, with the execution and revenue recognition scheduled for 2025.
- Furthermore, SHS advanced its advisory services in the DB Insurance acquisition of stakes in Vietnam Aviation Insurance Corporation (VNI) and Saigon – Hanoi Insurance Corporation (BHI), with a total transaction value of VND 2,900 billion.
- SHS maintained a strong network of advisory clients, including major corporations, financial institutions, and commercial banks.
- Beyond traditional advisory services, SHS continued research into issuing bonds backed by international credit guarantee organizations and green bonds. The company also actively facilitated connections between buyers and sellers to develop future M&A advisory services.

### **2.4. Treasury Management**

- In 2024, the company effectively balanced capital resources, ensuring strong liquidity to meet business demands and provide financial services to clients. All bank credit loans were unsecured, and SHS expanded credit relationships with Vietcombank, Techcombank, Vietbank, and ACB.
- Capital management was structured scientifically and efficiently, with a focus on governance, leading to high capital utilization efficiency and contributing to the company's overall financial performance.

### **2.5. Other activities**

- Throughout 2024, SHS ensured the stable and secure operation of both securities and derivatives core trading systems, aligning with upcoming software upgrades required by HSX, HNX, and VSD. The company also completed order management system (OMS) project to provide direct order placement for institutional clients.
- As of the end of 2024, SHS had 312 employees, including 299 full-time staff and 13 on probation.
- Labor relations, including planning, appointments, dismissals, and disciplinary actions, were well-managed. Employee benefits such as salaries and social insurance were implemented effectively, with no disputes or grievances reported. Employees with outstanding contributions received timely recognition and rewards.



- In 2024, SHS strengthened risk control measures for high-risk operations, ensuring strict adherence to internal policies and regulations. Any discrepancies were promptly identified and rectified. Regular audits were conducted across departments and branches to maintain compliance and operational efficiency.
- The company also ensured timely and comprehensive reporting and information disclosure in compliance with all regulatory requirements.

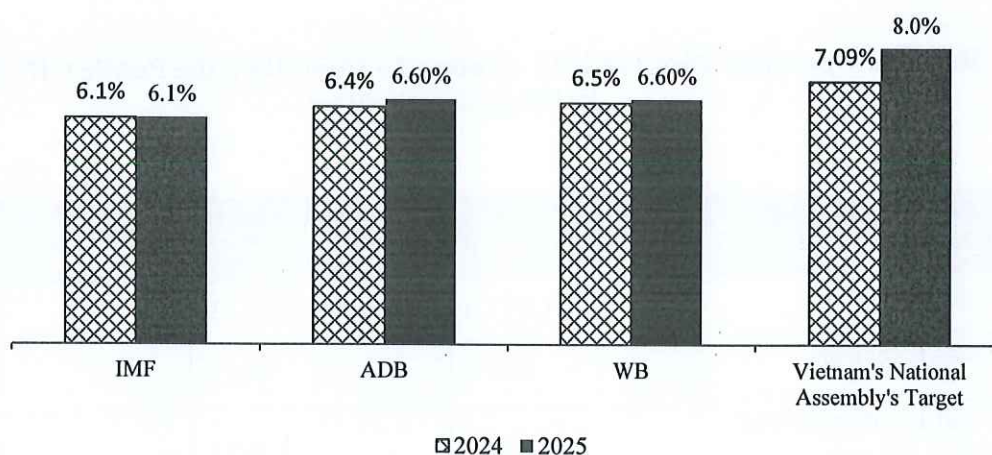
## PART TWO: BUSINESS OPERATION PLAN FOR 2025

### I. GENERAL ASSESSMENT FOR 2025

#### 1. Outlook for 2025

- **Modest global economic growth with uncertainties.** Most international organizations are not overly optimistic about global GDP growth in 2025, forecasting a growth rate similar to or slightly higher than in 2024. However, the level of uncertainty surrounding the outlook have increased with US newly elected president Donald Trump. The U.S. administration's policy of raising tariffs on imported goods is expected to drive up domestic prices, making the Federal Reserve (FED) more hesitant in its interest rate decisions, which could negatively impact the country's economic growth outlook. At the same time, these tariff increases also triggered retaliatory tariff responses from major trade partners, especially China, raising the risk of a renewed trade war similar to 2018. These factors are likely to influence global growth, the prices of various commodities, policy shifts, and capital flows across international markets.
- **Vietnam's economic outlook remains positive.** The key growth drivers in 2025 will be increased public investment, a recovery in domestic demand, and the continued expansion of the manufacturing sector reaping the benefit of the ongoing global supply chain diversification trend. The government set a record-high public investment target of 791 trillion VND (+44% YoY) in 2025, the final year of Vietnam's 2021-2025 mid-term plan. Additionally, credit growth is expected to be around 16% to support investment activities. However, Vietnam faces several risks, including: 1/ Weaker-than-expected global economic growth, which could impact Vietnam's exports and industrial output; 2/ Potential tariff increases on Vietnamese exports, as Vietnam ranks among the top countries with a trade surplus with the U.S; 3/ Slower-than-expected interest rate cuts in the U.S, which could put continued pressure on Vietnam's exchange rate.

Vietnam GDP Outlook



## 2. Business Plan in 2025

Given the forecast of strong market fluctuations in the stock market in 2025, the SHS Executive Board proposes the following business plan targets for 2025:

### Market Assumptions

	2024	2025F
VN-Index	1,266.78	1,394 - 1,420
Average Trading Value per Session (VND billion)	20,985	23,100 – 25,200

### Business Plan 2025

#### Business Operation Plan for 2025 - Option 1 - Successful Public Offering to Existing Shareholders

*Unit: VND billion*

Items	2024 Actual	2025 Plan	% 2025 Plan /2024 Actual
Total Revenue	1,997.6	2,519.8	126.1%
Total Expenses	758.3	919.2	121.2%
Total Income Before Tax	1,239.3	1,600.6	129.2%

#### Business Operation Plan for 2025 - Option 2 - Cancelling the Public Offering to Existing Shareholders

*Unit: VND billion*

Items	2024 Actual	2025 Plan	% 2025 Plan /2024 Actual
Total Revenue	1,997.6	2,261.9	113.2%
Total Expenses	758.3	892.8	117.7%
Total Income Before Tax	1,239.3	1,369.1	110.5%

Note: The business operation plan under the two options above will be determined based on the shareholders' vote on **Proposal No. 14-2025/TTr-DHDCĐ** regarding the cancellation of the public offering plan for existing shareholders.

## 3. Objectives for Departments

Department	Objectives for 2025
<b>Management Organization</b>	<ul style="list-style-type: none"> <li>▪ Complete the new organizational model based on market best practices while maximizing the effectiveness of governance tools and refining the functions and responsibilities of departments under the new structure;</li> <li>▪ Enhance recruitment efforts and develop HR policies to retain and attract high-quality talent;</li> <li>▪ Strengthen training programs to equip employees with the necessary skills to meet job requirements;</li> <li>▪ Foster a dynamic, modern, and well-equipped working environment that encourages creativity and innovation among employees;</li> <li>▪ Successfully complete the relocation of headquarters to a new location.</li> </ul>
<b>Account Management</b>	<ul style="list-style-type: none"> <li>▪ In 2025, SHS will undergo a major transformation, shifting from a traditional transaction service model to a professional account management platform that meets international standards. This new approach will offer a diverse range of services, tailored specifically for high-net-worth client segments;</li> <li>▪ The company is also laying a solid foundation to expand its account management offerings to all investors by 2026. SHS' diverse and flexible products will be designed to cater to various investment appetites and needs, leveraging quantitative investment strategies to serve a wide range of clients.</li> </ul>
<b>Information Technology (IT)</b>	<ul style="list-style-type: none"> <li>▪ Ensure secure and stable system operations, fully prepared for the KRX system Go-Live in alignment with regulatory timelines;</li> <li>▪ Upgrade software and enhance IT infrastructure to immediately support the company's various business segments;</li> <li>▪ Develop and implement a technology governance model capable of meeting both immediate and long-term business demands.</li> </ul>
<b>Investment Advisory</b>	<ul style="list-style-type: none"> <li>▪ Establish a high-quality investment advisory system to deliver long-term value for clients utilizing SHS's brokerage and investment advisory services;</li> <li>▪ Develop the most optimal electronic trading system via web trading and app trading, integrating features tailored for both self-directed investors and those requiring expert advisory support during transactions.</li> </ul>
<b>Financial Services</b>	<ul style="list-style-type: none"> <li>▪ Maintain product stability while diversifying service delivery methods;</li> <li>▪ Develop new, flexible, and competitive products aligned with market trends;</li> <li>▪ Strengthen risk management activities to enhance capital efficiency;</li> <li>▪ Ensure strict compliance with legal regulations and the Company's Charter.</li> </ul>
<b>Treasury</b>	<ul style="list-style-type: none"> <li>▪ Ensure liquidity throughout the Company;</li> <li>▪ Ensure safety and maximize the efficiency of capital utilization;</li> <li>▪ Meet the maximum capital needs of business units;</li> <li>▪ Expand credit relationships with large and reputable financial institutions;</li> <li>▪ Successfully complete the charter capital increase.</li> </ul>

Department	Objectives for 2025
<b>Proprietary Investment</b>	<ul style="list-style-type: none"> <li>▪ Building an efficient investment portfolio, managing it flexibly in line with market conditions;</li> <li>▪ Continue to identify value investment opportunities that align with SHS's capabilities.</li> </ul>
<b>Investment Banking</b>	<ul style="list-style-type: none"> <li>▪ Identify clients in high-growth sectors with strong medium and long-term potential. Establish a network of key partners, including major investors and domestic and international investment funds, to support M&amp;A and IPO advisory services;</li> <li>▪ Focus on providing green bond, sustainable development bond, and social bond issuance advisory for institutional clients;</li> <li>▪ Develop specialized advisory processes tailored to the evolving market landscape. Strengthen training programs to enhance advisory quality.</li> </ul>
<b>Financial Product Business</b>	<ul style="list-style-type: none"> <li>▪ Continue to develop financial products, expand distribution channels;</li> <li>▪ Diversify customer base;</li> <li>▪ Utilize fixed-income product trading opportunities.</li> </ul>
<b>Research</b>	<ul style="list-style-type: none"> <li>▪ The company will provide professional and effective analytical products to assist clients in making independent investment decisions, while also supporting investment advisors in offering tailored recommendations to clients with advisory needs;</li> <li>▪ SHS will develop comprehensive analysis reports on asset management and allocation, tailored to the Vietnamese investment environment. These reports will serve as valuable references, helping clients make informed decisions on asset allocation and selection for optimal investment outcomes.</li> </ul>

#### 4. Action Plan

##### 4.1. Investment Advisory and Financial Services

- Implement competitive and appropriate policies to attract high-quality Investment Advisory (IA) personnel, enhancing motivation and improving efficiency. Strengthen training programs to elevate customer advisory services to a more professional level.
- Expand and strengthen the existing network, especially in Ho Chi Minh City, while developing a client base in other potential localities.
- Apply digital solutions to improve customer service capabilities and reduce operational errors.
- Maintain stable funding sources for clients while continuously enhancing service quality. Develop new products catering to different customer segments with flexible and competitive conditions. Standardize internal procedures and simplify product-related processes. Prepare all necessary conditions for the issuance of Covered Warrants when market conditions are favorable.
- Continue upgrading IT infrastructure to enhance the stability of trading systems and introduce advanced features on SHWeb and Mobile Trading platforms.

#### **4.2. Proprietary Investment**

- Leverage opportunities in the listed market with a cautious approach, prioritizing capital preservation. Enhance the application of digital solutions to identify opportunities, provide early warnings, and mitigate risks.
- Seek value investment opportunities through M&A, Private Equity (PE), strategic shareholder participation, and bidding for SOEs undergoing IPOs or state divestment. Focus on investing in leading enterprises within high-potential sectors for mid-to-long-term growth.
- Continue enhancing workforce quality by strengthening training in investment-related areas such as technical analysis, due diligence, real estate valuation, corporate accounting and auditing, and derivatives trading.

#### **4.3. Investment Banking**

- For the bond segment, maintain relationships with existing clients (financial institutions, banks, credit organizations, and enterprises with regular bond issuance needs) while actively seeking new clients to provide services.
- Diversify the client base across various high-potential industries and expand relationships with foreign institutional investors and credit rating agencies. Develop new advisory products, such as bond agency services, international green bonds, and social bonds.
- Strengthen traditional advisory services such as equitization, divestment, share offerings, listings, issuance, and underwriting, focusing on SOEs and well-established private enterprises.
- Enhance Corporate Access (CA) activities to offer in-depth consulting on restructuring, capital raising, and M&A transactions.
- Expand other advisory services, including shareholder meeting organization, stock valuation consulting, and investor relations advisory. While providing advisory services, identify businesses with stable core industries, feasible business strategies, and sustainable cash flows to propose M&A opportunities.
- Establish CA and Investor Relations (IR) teams to strengthen relationships with clients, businesses, partners, and investors, supporting investment banking services.
- Recruit and train high-quality personnel to meet the demands of specialized financial services.
- Focus on expanding and intensifying efforts to attract clients in Ho Chi Minh City and Da Nang.

#### **4.4. Fixed-Income Products Business**

- Maintain relationships with existing clients while expanding the client network to include banks and asset management companies for opening trading accounts at SHS.
- Continue seeking investment opportunities in the bond market.
- Review and refine operational processes, updating and supplementing reports, templates, proposals, and databases.
- Develop and implement software systems to enhance operational efficiency.
- Strengthen training programs to ensure streamlined, dynamic, and professional execution of financial operations.

#### **4.5. Treasury Management and Business Operations**

- Expand credit relationships with multiple commercial banks and develop capital mobilization plans if necessary to ensure sufficient funding for business operations.
- Implement SHS's charter capital increase to strengthen the company's financial capacity.
- Closely monitor market developments, forecast scenarios, and proactively manage capital to ensure company-wide liquidity safety.
- Implement risk management measures to enhance capital efficiency and maintain an optimal capital structure.
- Research and develop new financial products for investors in compliance with legal regulations, the State Securities Commission (SSC) guidelines, and the company's charter.

#### **4.6. Other Activities**

- Continue ensuring the stable operation of systems, meeting the KRX system operation requirements as per regulatory agencies' plans, while maintaining security and safety.
- Complete IT projects to enhance the customer experience on existing trading platforms (MTS, WTS), build a robust infrastructure for new products and services, and strengthen customer management, internal governance, and working efficiency.
- Optimize the company's organizational structure towards a modern, lean, efficient, and professional model, aligned with SHS's development strategy and market position.
- Improve corporate governance by implementing the BSC-KPI system (Balanced Scorecard – Key Performance Indicators) to enhance strategic and performance management across departments and individuals, ensuring sustainable growth.
- Strengthen quantitative and qualitative aspects of market analysis, aiming to establish SHS as a hub for timely information processing, training, and advisory services for both internal operations and client needs.
- Expand recruitment efforts to support the company's development, including hiring mid- and senior-level leadership to boost operational effectiveness.
- Enhance employees' knowledge and skills through internal and external training programs, with specialized management training for mid-level leaders.
- Relocate the headquarters, upgrade branch facilities to support growth, improve SHS's brand image, and create a modern working environment for employees.
- Launch brand promotion and marketing campaigns across multiple platforms to attract new clients, increase brand recognition, drive product and service adoption, and implement customer care and appreciation programs.
- Strengthen risk management to meet corporate governance requirements and State Securities Commission (SSC) regulations.
- Regularly monitor contracts, agreements, and legal documents to ensure compliance with the law, maintain accurate reporting, and fulfill regulatory disclosure obligations.

This concludes the Report on the business performance in 2024 and the Business Plan for 2025 of Saigon - Hanoi Securities Joint Stock Company.

**Submitted for consideration by the General Meeting of Shareholders.**





No.: 03-2025/TTr-DHĐCĐ

Hanoi, April 04 2025

## PROPOSAL

*(Re: Approval the 2025 Business Operation Plan)*

### **To: GENERAL MEETING OF SHAREHOLDERS**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, along with its amendments, supplements, and implementing guidelines;*
- *The Law on Securities No. 54/2019/QH14 dated November 26, 2019, along with its amendments, supplements, and implementing guidelines;*
- *The current Charter of Saigon - Hanoi Securities Joint Stock Company.*

The Board of Directors would like to propose General Meeting of Shareholders to approve the 2025 Business Operation Plan with the following key contents:

#### **Business Operation Plan for 2025**

##### **Option 1 - Successful public shares offering to existing Shareholders**

*Unit: VND billion*

No.	Items	2024 Actual	2025 Plan	% 2025 Plan /2024 Actual
I.	Total Revenue	1,997.6	2,519.8	126.1%
II.	Total Expenses	758.3	919.2	121.2%
III.	Total Income Before Tax	1,239.3	1,600.6	129.2%

#### **Business Operation Plan for 2025**

##### **Option 2 - Cancelling the public shares offering to existing Shareholders**

*Unit: VND billion*

No.	Items	2024 Actual	2025 Plan	% 2025 Plan /2024 Actual
I.	Total Revenue	1,997.6	2,261.9	113.2%
II.	Total Expenses	758.3	892.8	117.7%
III.	Total Income Before Tax	1,239.3	1,369.1	110.5%

*Note: The business operation plan under the two options above will be determined based on the shareholders' vote on the Proposal No. 14-2025/TTr-ĐHĐCĐ regarding cancelling the implementation of the plan to offer additional shares to the public for existing shareholders .*

Details in the Report of Chief Executive Officer on the 2024 business result and 2025 business operation plan.

**Respectfully submits to the General Meeting of Shareholders for review and approval.**

Best regards,

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

Recipients:

- As above;
- For disclosure: Stock Exchanges, State Securities Commission;
- For filing: Archives, BOD's Office



**ĐO QUANG VINH**

No: 12-2025/TTr-DHĐCĐ

Hanoi, April 04 2025

## PROPOSAL

*(Re: Dismissal and election of an additional member of the Board of Directors  
for the term 2022 – 2027)*

**To: GENERAL MEETING OF SHAREHOLDERS**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, and its amendments, supplements, and implementing guidelines;*
- *The Law on Securities No. 54/2019/QH14 dated November 26, 2019, and its amendments, supplements, and implementing guidelines;*
- *The current Charter of Saigon – Hanoi Securities Joint Stock Company (“the Company”/“SHS”);*
- *The resignation letter from the position of SHS Board of Directors’ member of Mr. Luu Danh Duc;*
- *The resignation letter from the position of SHS Board of Directors’ member of Mr. Vu Duc Tien;*
- *Notice of SHS Board of Directors regarding the nomination and candidacy for an additional BOD’s Member for the term 2022 – 2027.*

The Board of Directors (“BOD”) respectfully submits to the General Meeting of Shareholders for approval the dismissal and election of a replacement BOD’s Member for the term 2022 – 2027, with details as follows:

1. Approval of the resignation and dismissal of Mr. Luu Danh Duc and Mr. Vu Duc Tien from the position as BOD’s Members, effective from April 10<sup>th</sup>, 2025, according to their personal wishes.
2. To ensure the number of BOD’s Members remains at five as required by law and the Company’s Charter, and to effectively implement the BOD’s duties, the 2025 Annual General Meeting of Shareholders shall proceed with the election of an additional BOD’s Members as follows:
  - Number of additional BOD’s members to be elected: 02 members.
  - Requirements for standards and conditions of the additional BOD’s members: The candidate elected as an additional member must meet the standards and conditions stipulated by applicable laws and the Company’s Charter, as detailed in notice of the Board of Directors regarding the nomination and candidacy for BOD’s Members for the term 2022 – 2027.
  - Term of the additionally elected BOD’s Members: The remaining duration of the current BOD term 2022 – 2027.

**3. List of candidates for the Board of Directors**

- The list of candidates shall be compiled from individuals who fully meet the above standards and conditions and have submitted complete dossiers in accordance with the requirements specified in the BOD's notice.
- In the event that, by the deadline for receiving nomination and candidacy dossiers, the number of candidates nominated and proposed remains insufficient, the incumbent Board of Directors can propose additional candidates or shareholders may nominate candidates according to the provisions of the Company's Charter, internal regulations on corporate governance, and operational regulations of the Board of Directors.
- Information regarding the candidates for the additional election to the Board of Directors is published on the Company's website at: [www.shs.com.vn](http://www.shs.com.vn).

**Respectfully submits to the General Meeting of Shareholders for approval.**

Best regards,

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

Recipients:

- As above;
- For disclosure: Stock Exchanges, State Securities Commission;
- For filing: Archives, BOD Office.



**DO QUANG VINH**

No: 13-2025/TTr - ĐHĐCĐ

Hanoi, April 4, 2025

## PROPOSAL

(Re: List of candidates for additional election of Board members  
term 2022 – 2027)

To: GENERAL MEETING OF SHAREHOLDERS

Pursuant to:

- The Law on Enterprises No. 59/2020/QH14 dated June 17, 2020, the Law on Securities No. 54/2019/QH14 dated November 26, 2019, and the relevant amended, supplemented, and guiding documents;
- The current Charter of Sai Gon - Ha Noi Securities Joint Stock Company (The Company/SHS);
- The Notice of the Company's Board of Directors (BOD) regarding the nomination, candidacy, and additional election of BOD's members for the 2022-2027 term;
- The nomination and candidacy dossiers for BOD members of the Company for the 2022-2027 term submitted by shareholders and shareholder groups holding SHS shares.

SHS Board of Directors (BOD) issued Notice No. 386-2025/CV-SHS dated March 20, 2025 (modified and supplemented), requesting that esteemed shareholders and shareholder groups nominate or self-nominate individuals who meet the legal and the Company's Charter requirements to participate in the BOD for the 2022–2027 term.

The Company has received nomination and candidacy dossiers from a shareholder group holding more than 10% of the Company's charter capital. After verifying the eligibility of the nominees in accordance with legal regulations, the Company's Charter, and internal policies, the BOD hereby reports and respectfully submits to the General Meeting of Shareholders the list of qualified candidates for the additional election of BOD members for the 2022–2027 term (*List of candidates for additional election of BOD members for the 2022–2027 term*) as follows:

Number of Candidates: 02 People.

Full Name	ID Number, Date of Issue, Place of Issue	Current position at SHS	Eligibility and Qualifications for SHS BOD Membership
Mr. Dao Ngoc Dung	Issued on:  Issuing Authority: Ministry of Public Security	None	All eligibility requirements as per legal regulations, the Company's Charter, and internal policies are satisfied.

<b>Mr. Nguyen Chi Thanh</b>	Issued on:  Issuing Authority: Vietnam Police	Chief Executive Officer – Head of Haiphong Representative	All eligibility requirements as per legal regulations, the Company’s Charter, and internal policies are satisfied.
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The candidates’s briefly Curriculum Vitas are attached to this Proposal.

The Board of Directors hereby reports and respectfully submits to the General Meeting of Shareholders for the election to be conducted in accordance with legal regulations and the Company’s Charter.

Best Regards,

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



**DO QUANG VINH**

Recipients:

- As above;
- For disclosure: Stock Exchanges, State Securities Commission;
- For filing: Archives, BOD Office.

*Hanoi, March 31<sup>st</sup>, 2025*

**CURRICULUM VITAE OF THE CANDIDATE  
FOR THE SUPPLEMENTARY ELECTION  
OF THE BOARD OF DIRECTORS MEMBER  
FOR THE TERM 2022-2027**



**PERSONAL INFORMATION**

Full Name: **DAO NGOC DUNG** Gender: Male  
Date of Birth: October 13, 1983  
Place of Birth: Tan Thanh, Dien Bien Phu, Dien Bien  
Nationality: Vietnamese  
Academic Qualification: Master's Degree in Business Administration  
Bachelor's Degree in Electronics and Computer Engineering

**WORK EXPERIENCE**

No.	Time	Workplace (Name of the organization)	Job Title	Position
1	8/2006- 2008	Institute of Postal Science and Technology – Academy of Posts and Telecommunications	New Service Research Officer	New Service Research and Development Department
2	2008-2014	Ericsson Vietnam Company	Solution Engineer	IN-VAS Technical Support Department
3	2014-2018	Vietnam Postal Joint Stock Commercial Bank (LienVietPostBank)	Deputy Director of Information Technology	Information Technology Division
4	2018-2019	PwC Vietnam	Head of IT Consulting Department	IT Consulting Division
5	2019-1/2024	SSI Securities Corporation	Deputy Director of Information Technology	Information Technology Division

No.	Time	Workplace (Name of the organization)	Job Title	Position
6	6/2024- 12/2024	Vietnam Postal Corporation (VNPost)	Chief of Digital Transformation Office and Deputy Director of the Innovation Center	Digital Transformation Office
7	1/2025 - now	Saigon - Hanoi Commercial Joint Stock Bank	Director of Information Technology Division	Information Technology Division

Current Position at Saigon - Hanoi Securities Joint Stock Company: None

Position at Other Enterprises/Organizations: Director of Information Technology Division - Saigon - Hanoi Commercial Joint Stock Bank.

Violations of the Law: None  
 Debts Owed to the Company: None  
 Remuneration and Other Benefits: None  
 Related Interests in the Company: None  
 Number of Shares Owned and Representation of Ownership: None  
 Related Individuals Holding Shares of the Company: None



*Hanoi, April 2<sup>nd</sup>, 2025*

**CURRICULUM VITAE OF THE CANDIDATE  
FOR THE SUPPLEMENTARY ELECTION  
OF THE BOARD OF DIRECTORS' MEMBER  
FOR THE TERM 2022-2027**



**PERSONAL INFORMATION**

Full Name: **NGUYEN CHI THANH** Gender: Male  
Date of Birth: November 13, 1980  
Place of Birth: Haiphong Province, Vietnam  
Nationality: Vietnamese  
Academic Qualification: Master's Degree in Business Administration  
Bachelor of Foreign Economics

**WORK EXPERIENCE**

No.	Time	Workplace (Name of the organization)	Job Title	Position
1	2003 - 2005	Center for Foreign Expert and Technical Cooperation	Project Specialist	
2	11/01/2007 - 11/30/2009	Ban Viet Securities Joint Stock Company	Senior Specialist	Corporate Finance Advisory Department
3	12/01/2009 - 07/30/2011	Saigon - Hanoi Securities Joint Stock Company	Assistant to CEO	Board of Management
4	08/01/2011- 05/30/2013	Ocean Securities Joint Stock Company	Department Head	
5	06/01/2013 - 04/30/2014	Ocean Securities Joint Stock Company	Deputy CEO	Board of Management
6	05/05/2014 - 03/23/2017	Saigon - Hanoi Securities Joint Stock Company	Deputy CEO, Director of Ho Chi Minh City Branch	Board of Management
7	03/24/2017 - 11/25/2019	Saigon - Hanoi Securities Joint Stock Company	Deputy CEO	Board of Management
8	11/26/2019 - 09/17/2020	Saigon - Hanoi Securities Joint Stock Company	Deputy CEO, Director of Ho Chi	Board of Management

No.	Time	Workplace (Name of the organization)	Job Title	Position
			Minh City Branch	
9	09/18/2020 - 09/06/2022	Saigon - Hanoi Securities Joint Stock Company	Deputy CEO, Director of Ho Chi Minh City Branch, Head of Hai Phong Representative Office	Board of Management
10	09/07/2022 - Mar.2024	Saigon - Hanoi Securities Joint Stock Company	Deputy CEO, Head of Hai Phong Representative Office	Board of Management
11	03/25/2024 - up to now	Saigon - Hanoi Securities Joint Stock Company	CEO, Head of Hai Phong Representative Office	Board of Management
12	04/20/2024 - up to now	Pharmaceutical and Medicinal Materials Joint Stock Company (PHARMEDIC)	Vice Chairman	Board of Directors

Current position at Saigon - Hanoi Securities Joint Stock Company: Chief Executive Officer (CEO), Legal Representative & Head of Haiphong Representative Office.

Position at other Enterprises/Organizations: Vice Chairman of Board of Directors - Pharmaceutical and Medicinal Materials Joint Stock Company (PHARMEDIC).

Violations of the Law:	None
Debts Owed to the Company:	None
Remuneration and Other Benefits:	Salary and bonus according to the Company regulations
Related interests in the Company:	None
Number of shares owned and representation of ownership:	None
Related individuals holding shares of the Company:	None

## PROPOSAL

**(Re: Cancelling the implementation of the plan to offer additional shares to the public  
for existing shareholders)**

**To: GENERAL SHAREHOLDER'S MEETING**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14 dated June 17<sup>th</sup>, 2020, and its amendments, supplements, and guiding documents;*
- *The Law on Securities No. 54/2019/QH14 dated November 26<sup>th</sup>, 2019, and its amendments, supplements, and guiding documents;*
- *The current Charter of Saigon - Hanoi Securities Joint Stock Company (the Company/SHS);*
- *The Petition to supplement the Agenda of the 2025 Annual General Meeting of Shareholders prepared by the Group of Shareholders owning a total number of shares of more than 10% of SHS' charter capital (Document of the Group of Shareholders).*

At the Company's 2024 Annual General Meeting, the General Shareholders' Meeting (GSM) approved the Plan for offering shares to existing shareholders to increase charter capital in 2024 (according to GSM's Resolution No. 01-2024/NQ-DHDCD dated May 15<sup>th</sup>, 2024).

On April 04<sup>th</sup>, 2025, the Board of Directors (BOD) received Document of the Group of Shareholders. After reviewing and reassessing the effectiveness and feasibility of the share offering plan, as well as considering the overall interests of shareholders, the BOD respectfully submits the following matters for the GSM's consideration and approval:

1. **Cancel the implementation** of the plan to offer additional shares to the public for existing shareholders (which was approved by SHS GSM at Resolution No. 01-2024/NQ-DHDCD dated May 15<sup>th</sup>, 2024).
2. **Continue implementing** the plan for issuing shares to pay dividends for 2023 and the plan for issuing shares to increase share capital from owner's equity as approved according to Resolution No. 01-2024/NQ-DHDCD dated May 15<sup>th</sup>, 2024.
3. Assign/authorize the Company's Board of Directors to decide and implement related tasks after being approved by the GSM. SHS BOD may assign/authorize SHS BOD's Chairman/Chief Executive Officer to perform tasks within the scope of the above assignment/authorization.

**Respectfully submitted to the General Meeting of Shareholders for consideration and approval.**

Best regards,

Recipients:

- As above;
- For disclosure: Stock Exchanges,  
State Securities Commission;
- For filing: Archives, BOD Office.

**FOR AND ON BEHALF OF  
THE BOARD OF DIRECTORS**

**CHAIRMAN**



**ĐỖ QUANG VINH**

No: 15-2025/TTr-DHĐCĐ

Hanoi, April, 24 2025

## PROPOSAL

(Re: Carrying out the issuance and listing of SHS bonds to the public)

To: GENERAL MEETING OF SHAREHOLDERS

Pursuant to:

- The Securities Law No. 54/2019/QH14 dated November 26, 2019, and its guiding documents ("Securities Law");
- The Decree No. 155/2020/NĐ-CP dated December 31, 2020, detailing the implementation of certain provisions of the Securities Law ("Decree 155");
- The current Charter of Saigon - Hanoi Securities Joint Stock Company ("The Company"/"SHS");
- The Petition to supplement the agenda of the 2025 Annual General Meeting of Shareholders of SHS, submitted by a group of shareholders holding more than 10% of SHS's charter capital;
- The practical operational needs of Saigon - Hanoi Securities Joint Stock Company.

At the request of the Shareholder Group and based on an assessment of capital needs, Saigon - Hanoi Securities Joint Stock Company (SHS) may issue bonds to the public to supplement capital for business operations. SHS Board of Directors (BOD) of SHS respectfully submits the following to the General Meeting of Shareholders (GMS):

### 1. Legal regulations on the listing of publicly offered bonds

- 1.1. According to Point i, Clause 3, Article 15 of the Securities Law: Conditions for public bond offerings include *"The issuing organization must commit to and fulfill the obligation to list bonds on the securities trading system after the offering is completed."*
- 1.2. According to Clause 2, Article 29 of the Securities Law: *"An issuing organization that has conducted a public offering of securities must complete the listing registration or securities trading registration within 30 days from the end of the offering."*
- 1.3. According to Clause 1, Section V of Form No. 28 (Securities Listing Registration Form) in the Appendix issued with Decree 155, the listing registration file must include: *"A resolution from the General Meeting of Shareholders, Board of Members, or company owner approving the listing."*

Based on the above regulations, SHS bonds issued to the public must be registered for listing, and the listing registration file must include the Resolution with GMS' approval for the listing.

## 2. Proposal of the Board of Directors

The process of obtaining approval from the General Meeting of Shareholders (GMS) requires considerable time. However, under Article 29 of the Securities Law, SHS must complete the bond listing registration within 30 days from the end of the offering. If SHS submits each bond issuance for separate approval by the GMS, it may delay the issuance plan and the timely submission of the listing registration as required by law.

Therefore, in compliance with legal regulations on bond issuance and listing, while ensuring the progress and execution of SHS bond issuance and listing, the Board of Directors respectfully submits to the General Meeting of Shareholders for approval:

- (i) Approval of the public issuance of SHS bonds in 2025 with a maximum total value of VND 5,000 billion (Five trillion VND).
- (ii) Approval of the policy allowing the Company to sign, execute contracts, agreements, and transactions with related parties within the decision-making and approval authority of the GMS, regarding the public issuance of SHS bonds in 2025 in compliance with legal regulations, the Charter, and internal company regulations.
- (iii) Authorization for the BOD to, on behalf of the GMS, review and decide on the contents of the contracts, agreements, and transactions mentioned in item (ii) of Section 2, ensuring compliance with the Company's Charter, internal regulations, and legal requirements, while safeguarding the Company's best interests.
- (iv) Approval of the listing of all bonds issued by SHS to the public, effective after the conclusion of the 2025 Annual General Meeting of Shareholders.
- (v) Delegation of authority to the BOD, Chief Executive Officer to organize, direct, and decide on necessary matters to implement the public issuance and listing of bonds in accordance with the GMS' approved Resolution, ensuring compliance with legal regulations and the Company's Charter and internal regulations of the Company.

**The Board of Directors respectfully submits this proposal for approval by the General Meeting of Shareholders.**

Recipients:

- As above;
- For disclosure: Stock Exchanges, State Securities Commission;
- For filing: Archives, BOD Office.

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



**DO QUANG VINH**



No: 01-2025/NQ-ĐHĐCĐ

Hanoi, April 10<sup>th</sup>, 2025

**RESOLUTION**  
**ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025**  
**(18<sup>th</sup> Annual General Meeting)**

**GENERAL MEETING OF SHAREHOLDERS**  
**SAIGON – HANOI SECURITIES JOINT STOCK COMPANY**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14, Law No. 03/2022/QH15 dated January 11<sup>th</sup>, 2022, and its amendments, supplements, and guiding documents;*
- *The Law on Securities No. 54/2019/QH14 dated November 26<sup>th</sup>, 2019, and its amendments, supplements, and guiding documents;*
- *The current Charter of Saigon - Hanoi Securities Joint Stock Company ("The Company"/"SHS");*
- *The Minutes of SHS 2025 Annual General Meeting of Shareholders ("GMS") (18<sup>th</sup> Annual Meeting) No. 01-2025/BBH-ĐHĐCĐ, dated April 10<sup>th</sup>, 2025.*

**RESOLVES:**

**Article 1:** Approving the report on the activities of the Board of Directors (BOD) of the Company for 2024 and the direction for 2025, including the performance results of the BOD and each individual member in 2024, the operational orientation for 2025, and other matters as stipulated in the Enterprise Law, Securities Law, and Decree No. 155-2020/NĐ-CP.

**Article 2:** Approving the report on the activities of the independent BOD member in the Company's Audit Committee for 2024, and other matters as stipulated in the Enterprise Law, Securities Law, and Decree No. 155-2020/NĐ-CP.

**Article 3:** Approving the audited financial statements for 2024 (as per the contents of Proposal No. 01-2025/TTr-ĐHĐCĐ).

**Article 4:** Approving the provision of funds and distribution of profits for 2024 (as per the contents of Proposal No. 02-2025/TTr-ĐHĐCĐ).

**Article 5:** Approval of cancelling the implementation of the plan to offer additional



shares to the public for existing shareholders (previously approved by the GMS under Resolution No. 01-2024/NQ-ĐHĐCĐ dated May 15<sup>th</sup>, 2024), as outlined in Proposal No. 14-2025/TTr-ĐHĐCĐ.

**Article 6:** Approving the business operation plan for 2025 (as per the contents of Proposal No. 03-2025/TTr-ĐHĐCĐ).

**Article 7:** Approving the plan to increase charter capital through the issuance of shares under the Employee Stock Option Program - ESOP (as per the contents of Proposal No. 04-2025/TTr-ĐHĐCĐ).

**Article 8:** Approving the selection of an independent audit firm for the fiscal year 2025 for Saigon – Hanoi Securities JST (as per the contents of Proposal No. 05-2025/TTr-ĐHĐCĐ).

**Article 9:** Approving the principle of signing, executing contracts, agreements, and transactions with related parties (as per the contents of Proposal No. 06-2025/TTr-ĐHĐCĐ).

**Article 10:** Approving the budget, total remuneration, bonuses, allowances, and other benefits for the BOD in the fiscal year 2025 (as per the contents of Proposal No. 07-2025/TTr-ĐHĐCĐ).

**Article 11:** Approving the amendment of the Charter and internal regulations under the authority of the General Shareholders' Meeting (as per the contents of Proposal No. 08-2025/TTr-ĐHĐCĐ), including:

Approval of the full text of the following documents to replace the respective existing versions:

- (1) The Company's Charter and a summary table of key amendments, supplements, and proposed revisions to the Charter;
- (2) The Regulations on the Organization and Operations of the Company's BOD;
- (3) The Internal Corporate Governance Regulations;
- (4) The Regulations on organizing online GMS and electronic voting.

**Article 12:** Approving the implementation of the offering/issuance and listing of guaranteed warrants (as per the contents of Proposal No. 09-2025/TTr-ĐHĐCĐ).

**Article 13:** Approving the plan to provide securities settlement and clearing services through a central clearing partner and offer financial products (as per the contents of Proposal No. 10-2025/TTr-ĐHĐCĐ).

**Article 14:** Approving the change of the Company's headquarters location (as per the contents of Proposal No. 11-2025/TTr-ĐHĐCĐ).



**Article 15:** Approving the issuance and listing of SHS bonds issued to the public (as outlined in Proposal No. 15-2025/TTr-DHĐCĐ).

**Article 16:** Approval of the dismissal of Mr. Luu Danh Duc from the position of BOD's member and the election of an additional BOD's member for the 2022–2027 term (as per the contents of Proposal No. 12-2025/TTr-DHĐCĐ).

**Article 17:** Approval of the dismissal of Mr. Vu Duc Tien from the position of BOD's member and the election of an additional BOD's member for the 2022–2027 term (as outlined in Proposal No. 12-2025/TTr-DHĐCĐ).

**Article 18:** Approval of the election of two (02) additional members to the Board of Directors for the 2022–2027 term, effective from April 10<sup>th</sup>, 2025, for the following individuals.

Full name	Position
(Mr/Mrs) .....	Member of SHS Board of Directors
(Mr/Mrs) .....	Member of SHS Board of Directors

**Article 19:** This Resolution shall take effect from April 10<sup>th</sup>, 2025.

The Minutes of the Meeting, Reports, and Proposals presented at the 2025 Annual General Meeting of Shareholders of Saigon – Hanoi Securities Joint Stock Company constitute an integral part of this Resolution.

The Board of Directors, the Board of Management, all Shareholders, and relevant departments and individuals of Saigon – Hanoi Securities Joint Stock Company shall be responsible for implementing this Resolution.



**FOR AND ON BEHALF OF SHS GMS  
FOR AND ON BEHALF OF SHS BOD  
CHAIRMAN**

**Recipients:**

- As above;
- For disclosure: Stock Exchanges, State Securities Commission, VDSC;
- For filing: Archives, BOD's Office.

**DO QUANG VINH**

*Handwritten initials 'PD'*



**ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025  
SAIGON - HANOI SECURITIES JOINT STOCK COMPANY**

*Hanoi, April 10, 2025*

**VOTING BALLOT NO. 01**



02-02084-45

**Name of Shareholder/Shareholder Representative:**

**NGUYEN VAN A**

**Attendance Code:**

**CD\_XXXX**

**Total number of shares owned/represented:**

**200,000 shares**

**Total number of votes:**

**200,000 votes**

*Please kindly provide your opinion by marking (X) in the corresponding box.*

**1. Approving the cancellation of the public offering plan for additional shares to existing shareholders (as per the content of Proposal No. 14-2025/TTr-ĐHĐCĐ).**

**Approve**

**Disapprove**

**No Opinion**

**Shareholder/Shareholder Representative**

*(Signature and Full Name)*



**ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025  
SAIGON - HANOI SECURITIES JOINT STOCK COMPANY**

*Hanoi, April 10, 2025*

**VOTING BALLOT NO. 02**



02-02084-45

Name of Shareholder/Shareholder Representative: **NGUYEN VAN A**  
Attendance Code: **CD\_XXXX**  
Total number of shares owned/represented: **200,000 shares**  
Total number of votes: **200,000 votes**

*Please kindly provide your opinion by marking (X) in the corresponding box.*

1. Approving the report on the activities of the Board of Directors (BOD) of the Company for 2024 and the direction for 2025.

Approve  Disapprove  No Opinion

2. Approving the report on the activities of the independent BOD member in the Company's Audit Committee for 2024.

Approve  Disapprove  No Opinion

3. Approving the audited financial statements for 2024 (as per the content of Proposal No. 01-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

4. Approving the provision of funds and distribution of profits for 2024 (as per the content of Proposal No. 02-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

5. Approving the business operation plan for 2025 (as per the content of Proposal No. 03-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

6. Approving the plan to increase charter capital through the issuance of shares under the Employee Stock Option Program - ESOP (as per the content of Proposal No. 04-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

7. Approving the selection of an independent audit firm for the fiscal year 2025 for Saigon – Hanoi Securities Corporation (as per the content of Proposal No. 05-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

8. Approving the principle of signing, executing contracts, agreements, and transactions with related parties (as per the content of Proposal No. 06-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

9. Approving the budget, total remuneration, bonuses, allowances, and other benefits for the BOD in the fiscal year 2025 (as per the content of Proposal No. 07-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

10. Approving the amendment of the Charter and internal regulations under the authority of the General Shareholders' Meeting (as per the content of Proposal No. 08-2025/TTr-ĐHĐCĐ).

Approve  Disapprove  No Opinion

**11. Approving the implementation of the offering/issuance and listing of guaranteed warrants (as per the content of Proposal No. 09-2025/TTr-ĐHĐCĐ).**

Approve

Disapprove

No Opinion

**12. Approving the plan to provide securities settlement and clearing services through a central clearing partner and offer financial products (as per the content of Proposal No. 10-2025/TTr-ĐHĐCĐ).**

Approve

Disapprove

No Opinion

**13. Approving the change of the Company's headquarters location (as per the content of Proposal No. 11-2025/TTr-ĐHĐCĐ).**

Approve

Disapprove

No Opinion

**14. Approving the issuance and listing of SHS bonds issued to the public (as per the content of Proposal No. 15-2025/TTr-ĐHĐCĐ).**

Approve

Disapprove

No Opinion

**Shareholder/Shareholder Representative**

*(Signature and Full Name)*



ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025  
SAIGON - HANOI SECURITIES JOINT STOCK COMPANY

*Ha Noi, April 10<sup>th</sup>, 2025*

# BALLOT

## ELECTION OF ADDITIONAL MEMBERS TO THE BOARD OF DIRECTORS FOR THE 2022 – 2027 TERM



10-02084-00

### 1. Information of Shareholder participating in the election

- |   |                |
|---|----------------|
| - Name of Shareholder/Shareholder Representative: | NGUYEN VAN A   |
| - Attendance Code:                                | CD_XXXX        |
| - Total number of shares owned/represented (*):   | 200,000 shares |
| - Total number of votes = (*) x 2                 | 400,000 votes  |

### 2. Election section:

No.	Candidate full name	Number of Votes

### 3. Instruction:

- The shareholder has the right to cast all or part of their total voting ballots for one or more candidates listed. Any remaining ballots (if any) may be left uncast for any candidate. The total number of ballots cast for all candidates must not exceed the total number of voting ballots indicated in the shareholder's information section.
- The number of ballots allocated to each candidate may vary depending on the shareholder's level of trust in each candidate./.

**Shareholder/Authorized Representative**  
*(Signature & Full Name)*

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM

Độc lập - Tự do - Hạnh phúc

-----\*\*\*-----

VĂN BẢN CỦA NHÓM CỔ ĐÔNG

(V/v: Kiến nghị bổ sung nội dung chương trình Nghị sự phiên họp thường niên năm 2025 của ĐHĐCĐ Công ty)

**Kính gửi:** Hội đồng Quản trị Công ty Cổ phần Chứng khoán Sài Gòn – Hà Nội (SHS)

Căn cứ:

- Luật Doanh nghiệp số 59/2020/QH14 ban hành ngày 17/06/2020 và các văn bản sửa đổi bổ sung theo pháp luật hiện hành;
- Luật Chứng khoán số 54/2019/QH14 ban hành ngày 26/11/2019 và các văn bản sửa đổi bổ sung theo pháp luật hiện hành;
- Điều lệ của Công ty Cổ phần Chứng khoán Sài Gòn – Hà Nội (“SHS”);
- Căn cứ diễn biến thị trường chứng khoán trong thời gian gần đây.

Hôm nay, ngày 01/4/2025, tại Hà Nội, chúng tôi là các cổ đông có tên trong Danh sách được gửi kèm theo đây, hiện đang sở hữu 84.777.674 cổ phần phổ thông (tương ứng 10,426% tổng số cổ phần có quyền biểu quyết của SHS), xin trình bày và kiến nghị với Hội đồng Quản trị (HĐQT) của SHS các vấn đề sau:

Theo Nghị quyết Đại hội đồng cổ đông (ĐHĐCĐ) thường niên năm 2024 của SHS, việc chào bán cổ phiếu ra công chúng cho cổ đông hiện hữu với tỷ lệ 1:1 đã được thông qua. Tuy nhiên chúng tôi nhận thấy việc thực hiện chào bán cổ phiếu theo phương án nêu trên không còn phù hợp để thực hiện ở thời điểm hiện tại vì những lý do sau:

- Tại thời điểm Nghị quyết ĐHĐCĐ được thông qua ngày 15/05/2024, giá tham chiếu của cổ phiếu SHS là 19.200 đồng/cổ phiếu.
- Tính đến ngày 31/03/2025, giá tham chiếu của cổ phiếu SHS: 14.400 đồng/cổ phiếu, **mức giảm giá lên đến 25%** so với giá tại thời điểm Nghị quyết ĐHĐCĐ 2024 được thông qua.
- Với mức giá giao dịch trên thị trường tại thời điểm hiện tại và số lượng cổ phiếu SHS đăng ký chào bán (813.156.748 cổ phiếu), giá cổ phiếu SHS sau ngày thực hiện quyền sẽ bị pha loãng khá lớn, về gần sát với giá chào bán 10.000 đồng/cổ phần. Khi đó, việc thực hiện quyền mua cổ phiếu không còn hấp dẫn với các cổ đông hiện hữu, thay vì việc thực hiện quyền, các cổ đông có thể mua cổ phiếu trực tiếp trên sàn giao dịch mà không cần phải chờ cổ phiếu được niêm yết bổ sung (thông thường sẽ mất khoảng 1-2 tháng).

Vi vậy, việc chào bán khó đạt kết quả như kì vọng và gây ảnh hưởng tiêu cực đến hình ảnh của Công ty đối với các nhà đầu tư trên thị trường.

Do vậy, bằng văn bản này, chúng tôi kiến nghị HĐQT Công ty bổ sung các nội dung sau vào nội dung chương trình họp ĐHĐCĐ thường niên 2025 để trình ĐHĐCĐ xem xét thông qua:

**1. Dừng thực hiện phương án chào bán thêm cổ phiếu ra công chúng cho cổ đông hiện hữu theo tỷ lệ 1:1**

**2. Thực hiện việc phát hành Trái phiếu ra công chúng để đảm bảo nguồn vốn cho kế hoạch hoạt động kinh doanh năm 2025 của Công ty do dự án chào bán cổ phiếu ra công chúng cho cổ đông hiện hữu như đề xuất trên.**

Ngoài ra, bằng văn bản này, chúng tôi xin cử Ông \_\_\_\_\_ (CCCD số \_\_\_\_\_) do \_\_\_\_\_ cấp ngày \_\_\_\_\_, Số điện thoại: \_\_\_\_\_) làm đại diện nhóm cổ đông để trao đổi, làm việc với Quý Công ty về các nội dung nêu trên.

Kính mong HĐQT/Ban tổ chức ĐHĐCĐ thường niên năm 2025 của Công ty xem xét và chấp nhận kiến nghị của nhóm cổ đông chúng tôi; đồng thời chuẩn bị các tài liệu cần thiết có liên quan để trình ĐHĐCĐ tại cuộc họp ĐHĐCĐ thường niên năm 2025 trong trường hợp chấp nhận kiến nghị.

Trân trọng cảm ơn!

Hà Nội, ngày 01 tháng 4 năm 2025  
**Đại diện Nhóm cổ đông**  
(Ký, ghi rõ họ tên, đóng dấu nếu là tổ chức trong danh sách kèm theo)

