



PSI

CHỨNG KHOÁN DẦU KHÍ
PETROVIETNAM SECURITIES INC.



PSI ANNUAL
REPORT | 2022



PSI

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PETROVIETNAM SECURITIES INC.

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MESSAGE OF THE CHAIRMAN OF THE BOARD OF DIRECTORS

*“PSI always has
a transformative attitude to
keep up with the changes of
the market”*

Mr. Nguyen Anh Tuan
– Chairman of Board of Directors



3
PILLARS

2
FOUNDATIONS

1
GOAL

Dear Shareholders,

The year 2022, in the context of the general difficult circumstances of the world economy, was also a difficult year for most investors in the Vietnamese stock market. As a result, PSI has experienced many challenges in business operations. However, with appropriate business orientation, proactively adapting to all market conditions, PSI continued to exceed the set targets, with total revenue in 2022 reached VND 483.85 billion, completing 127% of the plan; Profit before tax, before deduction reached VND 51.9 billion, achieving 104% of the plan. Operating costs were strictly controlled, optimizing profit. PSI has always kept in mind that the growth in scale must be associated with increased risk management activities. Over the years, PSI has constantly upgraded the risk management system by modernizing information technology, setting up management software, synchronizing systems and building tight lines of defense.

In addition, PSI also contemplates that human resources are the most valuable asset, so each employee well aware of professional ethics and regularly participates in advanced training courses here. PSI always tries its best so that each employee can enjoy a fair and competitive remuneration to contribute values to the development of PSI.

2022 is the 16th milestone in PSI's development journey with many good impressions in the hearts of shareholders, partners and customers shown through 2 IR awards, being in the Top 3 Enterprises with good IR performance. PSI also has the advantage of grasping operations, understanding the financial situation and management to always be the best choice in accompanying important advisory projects of units in the Oil & Gas industry, contributing to the success of those. This is a great motivation to

help PSI prepare and get ready for the next milestones on its development and outreach journey in the market.

In 2023, it is forecasted that Vietnam's stock market will continue to fluctuate unpredictably with mixed flows of positive and negative information. However, PSI always has a transformative attitude to keep up with the changes of the market, promote business activities, increase quantity and quality of products and services to meet the demand of customers at the maximum. PSI has provided solutions for each separate business activities, system developments and human resources:

- Continue to set ambitious plans to bring customers new products, improve product quality to suit each customer group;
- Promote investment in modern technology systems to enhance competitive advantages in the market, thereby promoting the Company's business activities;
- Improve the governance system, ensure transparency, strictly comply with the company's regulations, timely provide management information, update changes to support the Executive Board in making precise determination. Risk management activities are carried out throughout the operation process;
- Improve human resource efficiency from recruitment, training, performance monitoring and career advancement opportunities, building a professional working environment;

On behalf of the Board of Directors, I would like to sincerely thank our shareholders, customers and partners for trusting and accompanying PSI. In the upcoming development journey, PSI hopes to continue to receive your support, trust and cooperation. That is a great motivation for PSI to develop sustainably.

CHAIRMAN OF THE BOARD OF DIRECTORS

NGUYEN ANH TUAN

VISION – MISSION – CORE VALUES



VISION



An efficient securities company, focusing on customers in energy sector.

MISSION



Providing securities and financial services on the basis of advanced technology and professional staff to bring effective investment opportunities to customers.

CORE VALUES



- Taking customers as the center, thereby improving quality deserves to be a company with leading services in the market.
- Enhancing financial capacity to meet all needs of customers in the market with rapid financial solutions and the most competitive fees.
- Putting technology as the focus in management activities and product development to serve customers. Applying modern technologies in accordance with the financial capacity and needs of customers.
- Constantly improving the quality of Human resources to meet the needs of a leading securities company in Vietnam.
- Maximizing available advantages to improve business efficiency and bring profits to the company, employees as well as benefits to shareholders.
- Gradually building deeper relationship with strategic partners SMBC Nikko and Japanese enterprises in Vietnam as well as in the region.

2022 HIGHLIGHTS

After 16 years on the securities market, PSI has always strived towards sustainable development and affirms the accumulated values on its journey.

TOP 2 ENTERPRISES FAVORED BY THE INVESTORS

Top 2 enterprises with
IR activities favored by
the investors in 2022

2022 HIGHLIGHTS

TOTAL REVENUE
OF VND
481.8 BILLION
IN 2022

Highest revenue in
history (Total revenue
in 2022 reached 481.8
billion VND)

TOP 3 ENTERPRISES FAVORED BY FINANCIAL INSTITUTIONS WITH HIGHEST RATE

Top 3 Enterprises with
IR activities that are
most appreciated by
Financial Institutions
in 2022



IR AWARDS 2021

TOP 3 SMALL & MICRO CAP

Listed Enterprises with IR activities that are most appreciated by Financial Institutions
Enterprises with IR activities that are most favored by the investors

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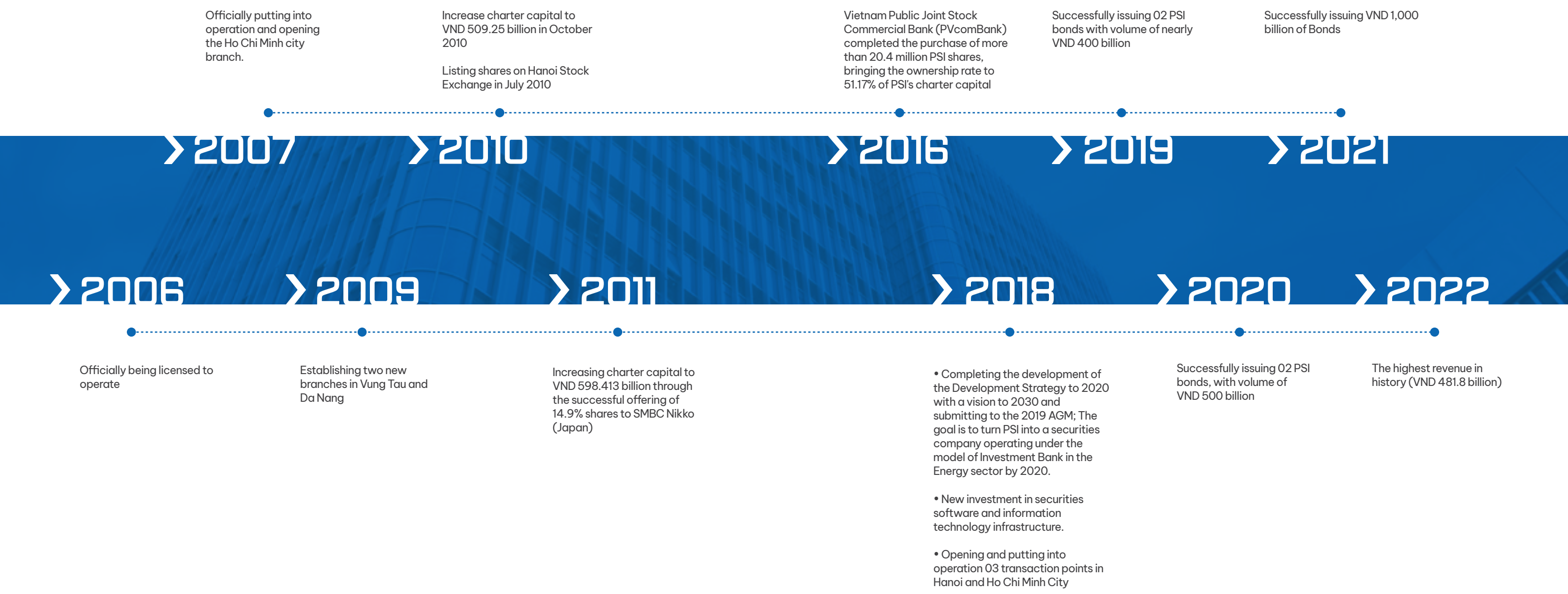


COMPANY INTRODUCTION

Company Name in Vietnamese: Công ty Cổ phần Chứng khoán Dầu khí
Company name in English: PETROVIETNAM SECURITIES INCORPORATED
Transaction name: PSI
Short name: PSI
Business registration certificate No.: 26/UBCK-GPHDKD issued by the State Securities Commission on December 19, 2006
Charter capital: VND 598,413,000,000
Owner's Equity: VND 598,413,000,000
Address: 2nd floor, Hanoi Tourist Building, No. 18 Ly Thuong Kiet Street, Phan Chu Trinh Ward, Hoan Kiem District, Hanoi
Phone No.: 024 3934 3888
Fax No.: 024 3934 3999
Website: www.psi.vn
Stock ticker: PSI

ESTABLISHMENT AND DEVELOPMENT HISTORY

The company officially went into operation on February 7, 2007 with the Head Office in Hanoi and 01 branch in Ho Chi Minh City with the initial charter capital of VND 150 billion. After 15 years of growth and development, PSI has developed according to the strategy of 3 pillars - 2 foundations - 1 goal to stand firmly in the market, be autonomous in business activities and build a new image and position as a securities company operating under the model of Investment Bank in Energy sector.



REMARKABLE AWARDS AND PROJECTS

COMPANY WITH THE LARGEST REVENUE FROM IB ACTIVITY AND HIGHEST PROFIT IN THE MARKET

Top 5 securities companies with the largest revenue from IB activity in 2010

Top 10 most profitable securities companies in the market in 2010

NATIONAL BRAND EXCELLENT ENTREPRENEUR OF VIETNAM

The National Brand Award in 2010 and the title of Excellent Entrepreneur of Vietnam in 2010

THE MOST FAMOUS BRAND IN SECURITIES INDUSTRY IN VIETNAM

Award "The most famous brand in securities industry in Vietnam in 2010 voted by consumers" organized by the Vietnam Chamber of Commerce and Industry (VCCI)

TYPICAL M&A ADVISORY COMPANY

Award for Typical M&A Advisory Company in the period of 2009 - 2013 awarded by M&A Forum 2013

TYPICAL M&A ADVISORY COMPANY TYPICAL PRIVATE PLACEMENT DEAL

Typical M&A Advisory company and the Company with the typical private placement deal (with Japanese partner) at the Mergers and Acquisitions Forum 2011

BEST ANNUA REPORT 2010

Award for "Best Annual Report 2010"

ADVISORY UNIT PETROVIETNAM AND SUBSIDIARIES

Advisory unit for the restructuring of PetroVietnam and its subsidiaries

LISTING AND AUCTION ADVISORY SERVICE

Top 5 typical member securities companies in Listing and Auction Advisory Service at Ho Chi Minh Stock Exchange in 2015



REMARKABLE AWARDS AND PROJECTS

HIGHEST REVENUE FROM IB ACTIVITY

Top 10 securities companies with the highest revenue from IB activity in 2015

THREE SUBSIDIARY CORPORATIONS OF PETROVIETNAM

IPO advisory for three subsidiary corporations of PetroVietnam, namely PetroVietnam Oil Corporation, Binh Son Refining and Petrochemical JSC and PetroVietnam Power Corporation

SUCCESSFULLY IMPLEMENTING 2 M&A ADVISORY CONTRACTS FOR MAEDA AND STANLEY

Successfully implementing 2 M&A Advisory contracts for Maeda and Stanley in collaboration with strategic shareholder SMBC Nikko

TOP SECURITIES COMPA- NY WITH THE LARGEST MARKET SHARE IN BOND BROKERAGE

Top 10 securities companies with the Largest market share in Bond Brokerage in 2021

INTERNATIONAL ECONOMIC INTEGRATION PIONEERING BRAND

Brand Award of International Economic Integration Pioneering awarded by the Association of Small and Medium Enterprises in 2016

ENERGY DAY

Successfully organized the event “Energy Day” – the event in the activities of PVN Index

M&A ADVISORY FOR FOREIGN INSTITUTION ENTERPRISE WITH IR ACTIVITIES THAT ARE MOST APPRECIATED BY FINANCIAL INSTITUTIONS ENTERPRISE WITH IR ACTIVITIES FAVORED BY THE INVESTORS

Advisory on the M&A business for a foreign institution to become major shareholder of VPD
Top 3 Enterprises with IR activities that are most appreciated by Financial Institutions in 2022
Top 2 enterprises with IR activities favored by the investors in 2022

BUSINESS LINES AND MARKET AREAS

PetroVietnam Securities Inc. provides a wide range of financial services according to International Standards including:



INVESTMENT
BANKING SERVICES



SECURITIES
BROKERAGE



INVESTMENT AND
FINANCIAL ADVISORY



SECURITIES
DEPOSITORY



SECURITIES
PROPRIETARY TRADING



INDEX ANALYSIS
AND DEVELOPMENT



SECURITIES ISSUANCE
UNDERWRITING



Hanoi City
[Headquarter]



Da Nang City
[Branch]



Ho Chi Minh City
[Branch]



Vung Tau City
[Branch]

MANAGEMENT MODEL AND STRUCTURE

MANAGEMENT MODEL

GENERAL MEETING OF SHAREHOLDERS

The General Meeting of Shareholders is the highest authority of the Company, including all shareholders owning voting shares of the Company. The General Meeting of Shareholders is entitled to: approve the development orientation of the Company; decide to elect, relieve or dismiss members of the Board of Directors, members of the Supervisory Board; decide on the increase or decrease of the Company's charter capital; decide on the organization and dissolution of the Company and other rights and obligations in accordance with the law and the Company's Charter on Organization and Operation.

BOARD OF DIRECTORS

The Board of Directors is the highest management body of the Company, consists of 5 members, has full power on behalf of the Company to decide and exercise the legitimate rights and interests of the Company, except for issues under authority of the General Meeting of Shareholders. The Board of Directors is elected by the General Meeting of Shareholders for a term of not exceeding 5 years. The rights and obligations of the Board of Directors are specified in the Company's Charter.

SUPERVISORY BOARD

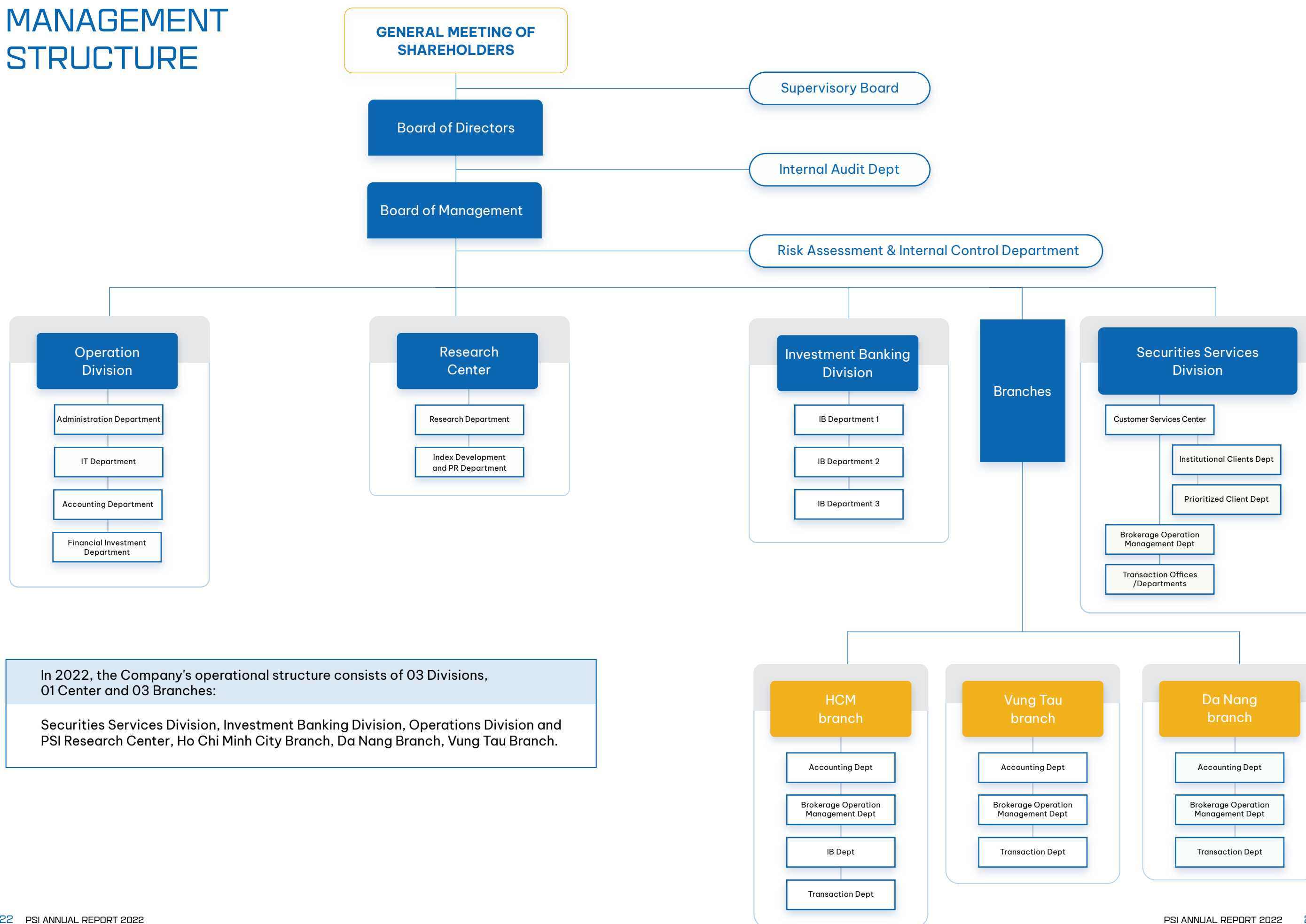
The Supervisory Board consists of 03 members elected by the General Meeting of Shareholders, with the term not exceed 5 years. The Supervisory Board is assigned by the General Meeting of Shareholders to supervise the Board of Directors and the Board of Management in the administration and management of the Company; take responsibility to law and to the General Meeting of Shareholders for the performance of their rights and obligations.

BOARD OF MANAGEMENT

The Board of Management of the Company is appointed by the Board of Directors.



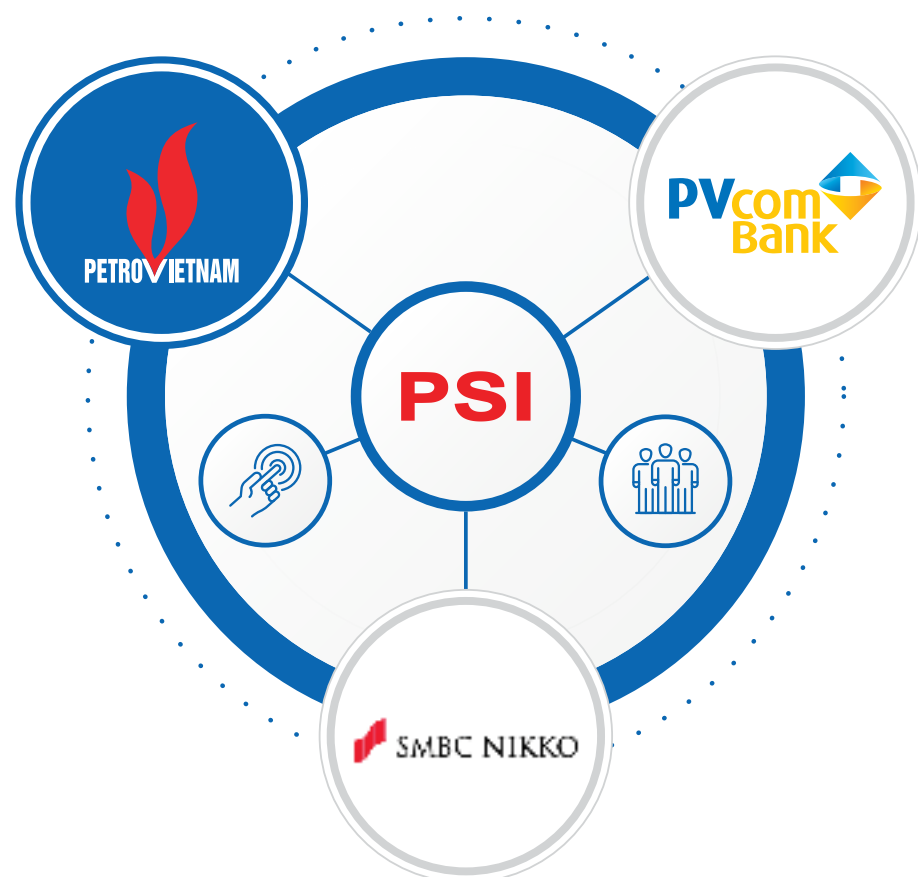
MANAGEMENT STRUCTURE



In 2022, the Company's operational structure consists of 03 Divisions, 01 Center and 03 Branches:

Securities Services Division, Investment Banking Division, Operations Division and PSI Research Center, Ho Chi Minh City Branch, Da Nang Branch, Vung Tau Branch.

DEVELOPMENT ORIENTATION



STRATEGY

"03 PILLARS
02 FOUNDATIONS
01 GOAL"

PSI's strategic orientation is "3 pillars - 2 foundations - 1 goal", in which the 3 pillars are PetroVietnam (PVN), parent bank PVcomBank, strategic shareholder SMBC Nikko; 2 foundations are human resources and technology; 1 goal is to develop in the model of Investment Bank in Energy sector.

With that orientation, PSI has built a system of loyal customers including large domestic and foreign corporations and enterprises in various industries, especially subsidiary corporations of the PVN and Japanese customers. PSI also owns a strong brokerage team in Hanoi, Ho Chi Minh City, Vung Tau, Da Nang and a qualified and enthusiastic human resource which committing with the Company.

Along with the application of the most advanced technology, PSI has built a diversified and flexible product system, optimizing the benefits of capital use of customers, helping customers have a sustainable and effective investment journey.



BOARD OF DIRECTORS



Mr. Nguyen Anh Tuan

Chairman of the Board of Directors
Master of Business Administration
More than 20 years of experience in Finance

- 10/2005 – 04/2007: Director of Da Nang branch of PetroVietnam Insurance Corporation
- 6/2007 – 10/2007: Director of Thang Long Insurance Company
- 10/2007 – 10/2013: Deputy General Director of PetroVietnam Finance Corporation
- 10/2013 – Present: Deputy General Director of Vietnam Public Joint Stock Commercial Bank
- 03/2016 – Present: Chairman of the Board of Directors of PetroVietnam Securities Inc.



Mr. Trinh The Phuong

Member of the Board of Directors
Master of Laws, Lawyer
More than 20 years of experience in Finance

- 1999 – 2002: HR staff of Hoang Gia Ceramic Company, My Xuan Industrial Park, Ba Ria – Vung Tau
- 2002 – 2007: Officer of People's Committee of Thach Thanh District – Thanh Hoa
- 2007 – 2010: Specialist of Investment Department; Deputy Compliance Supervisor – Legal Department of PetroVietnam Finance Corporation
- 2011 – 2017: Head of Administrative & Legal Department of PetroVietnam Finance Investment and Labor Union JSC
- 2013 – 2015: Head of Legal Division of Vietnam Public Joint Stock Commercial Bank
- 2015 – Present: Head of Re-Assessment and Approval Division; Member of the Board of Directors of PetroVietnam Securities Inc.



Mrs. Ho Viet Ha

Member of the Board of Directors
Master of Business Administration
More than 20 years of experience in Finance

- 2002 – 2013: Deputy Director of Investment Division of PetroVietnam Finance Corporation, now Vietnam Public Joint Stock Commercial Bank (PVcomBank)
- 2013 – 2017: Deputy Director of Asset Management and Restructure Division of Vietnam Public Joint Stock Commercial Bank (PVcomBank)
- 2017 – Present: Deputy Director of Asset Management and Restructure Division of Vietnam Public Joint Stock Commercial Bank (PVcomBank); Member of the Board of Directors of PetroVietnam Securities Inc.

Mr. Nguyen Xuan Hung

Member of the Board of Directors
Master of Business Administration
More than 20 years of experience in Finance and Securities

- 08/2007 – 04/2009: Director of Investment Department – PetroVietnam Securities Inc.
- 4/2009 – 5/2009: Deputy Director of PetroVietnam Securities Inc.
- 05/2009 – 04/2019: Deputy Director of PetroVietnam Securities Inc.
- 04/2019 – 06/2022: Deputy Director in charge of PetroVietnam Securities Inc.
- 06/2022 – 01/2023: Director of PetroVietnam Securities Inc.

BOARD OF DIRECTORS



Mr. Pham Anh Duc

Member of the Board of Directors
Master of Business Administration
More than 20 years of experience in Finance

Mr. Tran Tuan Anh

Independent Member of the Board of Directors
Master of Finance and Banking;
More than 20 years of experience in Finance

- 12/1994 – 12/1995: Employee of Bao Viet Hanoi
- 12/1995 – 10/2001: Team leader in PVI
- 10/2001 – 2/2002: Deputy Head of Insurance Department in PVI Insurance
- 02/2002 – 10/2006: Head of Insurance Department in PVI Insurance
- 10/2006 – 04/2022: Deputy General Director of PVI Insurance; Member of the Board of Directors of PetroVietnam Securities Inc.

- 2004 – 2005: Associate of Operation Division of Citibank Vietnam
- 2006 – 2007: Head of Investment Department – Phat Dat JSC
- 2010 – 2017: Deputy Head, Head, Deputy Director – VinaCapital
- 2012 – 2016: Member of Supervisory Board of VALC JSC
- 2013 – 2018: General Director of Mobile Telecom Service JSC
- 2016 – Present: Chairman of SaoViet Telecom Infrastructure JSC
- 2020 – Present: Chairman of BFK Investment JSC; Chairman of Solaria JSC; Member of the Board of Directors of Truong Giang Sapa JSC
- 04/2022 – Present: Independent Member of the Board of Directors of PetroVietnam Securities Inc.



BOARD OF MANAGEMENT



Mrs. Phan Quynh Nga

Deputy Director
Master of Business Administration
Over 20 years of experience in Finance



Mr. Nguyen Manh Cuong

Deputy Director
Bachelor of Corporate Finance;
Over 15 years of experience in Finance

BOARD OF MANAGEMENT

Mr. Nguyen Xuan Hung

Director
Master of Business Administration
More than 20 years of experience in Finance and Securities

Mrs. Vu Thi Tra My

Chief Accountant
Bachelor of Accounting-Auditing
More than 12 years of experience in Finance and Securities

- 01/2007 - 07/2010: Associate of Brokerage Department - PetroVietnam Securities Inc.
- 07/2010 - 08/2013: Deputy Director of Brokerage Operation Management Division - PetroVietnam Securities Inc.
- 08/2013 - 06/2018: Acting Head, Head of of Brokerage Operation Management Department - Securities Services Division - PetroVietnam Securities Inc.
- 07/2018 - 12/2019: Deputy Head of the Division cum. Head of of Brokerage Operation Management Department - Securities Services Division - PetroVietnam Securities Inc.
- 12/2019 - 02/2022: Head of the Securities Services Division - PetroVietnam Securities Inc.
- 02/2022 - Present: Deputy Director of PetroVietnam Securities Inc.

- 02/2018 - 03/2019: Deputy Manager of Administration Department - PetroVietnam Securities Inc.
- 04/2019 - 12/2019: Deputy Manager in charge of Administration Department - PetroVietnam Securities Inc.
- 01/2020 - 03/2020: Manager of Administration Department - PetroVietnam Securities Inc.
- 03/2020 - 09/2020: Deputy Director in charge of Operations Division cum Manager of Financial Investment Department - PetroVietnam Securities Inc.
- 10/2020 - 02/2021: Head of Operation Division - PetroVietnam Securities Inc.
- 27/02/2021 - Present: Deputy Director of PetroVietnam Securities Inc.

- 08/2007 - 04/2009: Director of Investment Department - PetroVietnam Securities Inc.
- 4/2009 - 5/2009: Deputy Director of PetroVietnam Securities Inc.
- 05/2009 - 04/2019: Deputy Director of PetroVietnam Securities Inc.
- 04/2019 - 06/2022: Deputy Director in charge of PetroVietnam Securities Inc.
- 06/2022 - 01/2023: Director of PetroVietnam Securities Inc.

- 8/2008 - 6/2009: General Accountant - Truong Thanh Consulting Service Co., Ltd
- 6/2009 - 9/2010: General accountant - HAVINCO Design and Construction Consulting JSC
- 09/2010 - 08/2014: General Accountant - F.I.T Group - JSC
- 08/2014 - 01/2019: Chief Accountant/Head of Finance and Accounting Department - Dai Nam Securities Joint Stock Company
- 02/2019 - 04/2019: Staff of Finance and Accounting Department - PetroVietnam Securities Inc.
- 04/2019 - 02/2023: Chief Accountant/Head of Finance and Accounting Department - PetroVietnam Securities Inc.

SUPERVISORY BOARD



Mr. Nguyen Van Nhiem

Head of Supervisory Board
Master of Finance and Accounting
More than 30 years of experience in Accounting and Auditing

- 1986 – 09/1995: Head of Accounting Department, High School of Finance and Accounting I, now University of Finance and Business Administration.
- 10/1995 – 08/1997: State Auditor
- 09/1997 – 12/2000: Head of Internal Audit, Handicraft Company – Ministry of Trade
- 01/2001 – 11/2006: Specialist of Financial and Accounting Department, Vietnam Oil and Gas Corporation, now PetroVietnam (PVN)
- 12/2006 – 12/2007: Head of Supervisory Board, PetroVietnam Securities Inc.
- 01/2008 – 04/2010: Chief Accountant, PetroVietnam Securities Inc.
- 05/2010 – Present: Head of Supervisory Board, PetroVietnam Securities Inc.

Ms. Nguyen Thi An

Member of the Supervisory Board
Bachelor of Corporate Finance
20 years of experience in Auditing

- 07/2002 – 06/2004: General accountant LT Co., Ltd
- 06/2004 – 07/2006: Teller of Techcombank Thang Long
- 07/2006 – 11/2007: Supervisor of Techcombank Thang Long
- 11/2007 – 01/2008: Manager of Techcombank Transaction Office Pham Su Manh
- 01/2008 – 05/2010: Corporate Financial Specialist, PVFC Thang Long
- 05/2010 – 10/2013: Deputy Head of Institutional Client Department, PVFC Lang Ha
- 10/2013 – 10/2017: Head of Credit Management Department, Vietnam Public Joint Stock Commercial Bank
- 10/2017 – Present: Chief Auditor, Vietnam Public Joint Stock Commercial Bank
- 04/2018 – Present: Member of Supervisory Board – PetroVietnam Securities Inc.

Mr. Bui The Anh

Member of the Supervisory Board
Bachelor of Investment Finance
20 years of experience in Finance

- 01/2002 – 12/2006: Project investment specialist/Head of Securities Trading Team, Investment Department. Member of the Board of Preparation for the establishment of PetroVietnam Securities Inc. of the PetroVietnam Group, PetroVietnam Finance Corporation (PVFC)
- 01/2007 – 10/2009: Director of Ho Chi Minh City Branch/Director of Securities Business and Services Department/Head of Brokerage and Securities Depository Department/Head of Investment Department, PetroVietnam Securities Inc.
- 11/2009 – 12/2010: Director of Sales Department/Head of Company Transformation and Restructuring Department

- 01/2011 – 04/2015: Deputy Director of the Company / Head of Investment and Property Sales Department, cum Head of Management Board of Nirvana Resort / Director of Planning and Control Department / Director of General Planning Department of Vietnam Asset Trading and Investment Joint Stock Company (formerly PVFC Invest)
- 06/2015 – Present: Deputy Director of Thanh Viet Financial Investment Joint Stock Company
- 11/2015 – 04/2020: Member of the Board of Directors – General Director, Hanoi Machinery Import-Export Joint Stock Company
- 04/2017 – Present: Member of the Board of Directors, Chairman of the Board of Directors of Van Khoi Thanh JSC
- 04/2016 – Present: Member of Supervisory Board – PetroVietnam Securities Inc.



RISKS

RISK FROM GLOBAL ECONOMY

The global stock market started 2022 with not very positive information such as the US Federal Reserve (Fed) was starting to tighten monetary policy by announcing the early end of the bond buying program and start raising interest rates from March 2022; The news that Russia opened a special military operation in Ukraine and the US announced a ban on oil imports from Russia caused world oil prices to peak in 14 years. The escalation of geopolitical tensions and the spike in commodity prices have raised concerns about global economic growth and inflation after a period of stagnation and disruption of global supply chains because of the COVID-19 epidemic. Accordingly, investor sentiment in the market was negatively affected and investment flows into risky assets declined, affecting the stock market globally.

INFLATION RISK

According to the report on socio-economic situation in the fourth quarter and in 2022 of the General Statistics Office, for the whole year of 2022, CPI increased by 3.15% compared to 2021, reaching the set target. Along with that, on average in 2022, core inflation increased by 2.59% compared to 2021, lower than the overall average CPI (up by 3.15%), which reflects consumer price fluctuations mainly due to food, gasoline, oil and gas prices increased. Inflation risks will affect production and business activities, profit rates of listed companies, capital mobilization activities, causing fluctuations in the stock market and have a direct impact on operating results of the Company.

EXCHANGE RATE RISK

Exchange rate risk may indirectly affect the Company's business activities by affecting foreign investors who are customers and strategic partners of PSI. In 2022, the Vietnamese economy faced an exchange rate shock when at one point, the VND depreciated nearly 9% against the USD in November 2022. Facing with the above situation, the State Bank has implemented many measures to stabilize the exchange rate such as selling foreign exchange reserves, raising VND interest rates, withdrawing VND through the treasury bill channel, increasing the exchange rate trading band from + 3% to +5%. Accordingly, Vietnam's foreign exchange reserves have also decreased from nearly 110 billion USD at the end of January 2022 to about 89 billion USD at the end of December 2022. By the end of December 2022, when the USD showed signs of falling back, the State Bank bought foreign currencies at the reference rate of 23,450 VND/USD, up to about 3 billion USD in just a short period of time. It can be said that, thanks to the flexibility in operating policies of the State Bank, the foreign currency market has been stabilized, keeping foreign investors' confidence to maintain the investment in Vietnam.

INTEREST RATE RISK

Fluctuations in interest rates have a direct impact on the Company's business because the Company performs margin lending business and corporate bond issuance. The interest rate level increased sharply in 2022 due to tight monetary policy, causing the Company's margin lending interest rate to increase further. In the context of quieter trading on the stock market compared to that during the 2020-2021 period, interest rate risk has made the securities investment channel less attractive, affecting the results of brokerage activities and the Company's margin lending business.

LEGAL RISK

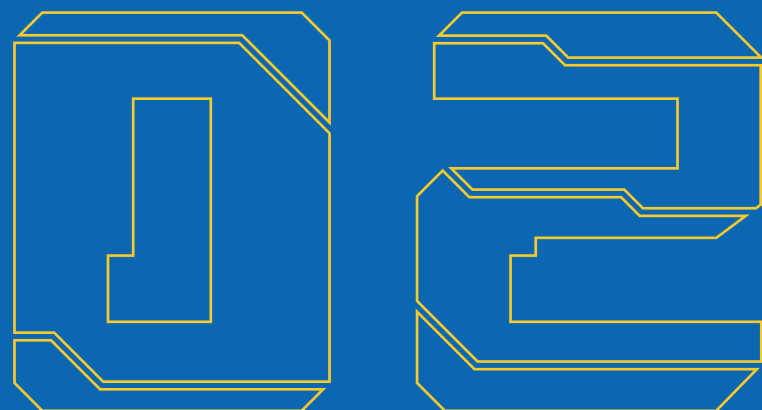
Changes, adjustments and supplements to documents related to the Law on Enterprises, Law on Securities, and other legal documents related to securities, securities market, currency, capital market and the taxes of the Ministry of Finance, the State Securities Commission and the State Bank all directly affect the operation of the Company.

HUMAN RESOURCES RISK

After the VN-Index peaked at the beginning of the second quarter of 2022, difficulties gradually surfaced in the securities industry, which strongly affected revenue from business segments. The drop in liquidity led to a drop in sales from the brokerage segment. In addition, the corporate bond market froze, the absence of divestments, issuances and IPOs in the second half of the year affected revenue from the Investment banking and underwriting segments. The inevitable consequence is that enterprises are more careful in expanding their business, the demand for recruitment is reduced, and they decide to reduce personnel to restructure operations.

COMPETITION RISKS

Currently, retail brokerage is considered a key business segment as individual investors account for more than 85% of the total daily trading value in the market. Especially in the context of the market facing fluctuations, many investors leave the market, the competition in this business segment is becoming more and more fierce. Securities companies use many ways to increase market share and capture the number of new accounts opened (competition for incentives when opening an account, increasing the number of brokers or using existing customers if such whose parent bank is the owner, etc). At the same time, increase interaction for customers to recharge, increase customer retention and enhance cross-selling products such as fund certificates, certificates of deposit, etc. In parallel with the above activities, securities companies also maintain investment in the system of analyzing and storing customer data, buying and selling behavior so that they can effectively cross-sell automatically in the future



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1. BUSINESS ACTIVITIES

2022 CONTINUES TO BE A DIFFICULT AND COMPLICATED YEAR FOR THE WORLD ECONOMY AND VIETNAM

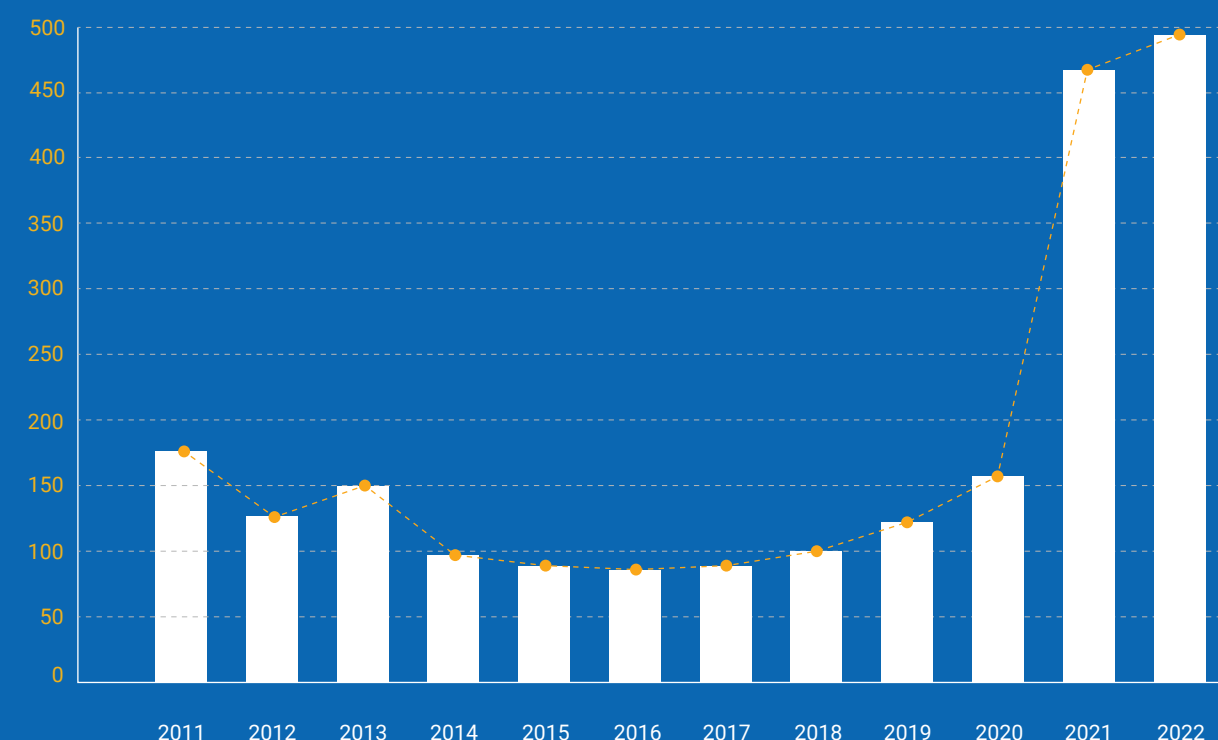
2022 continues to be a difficult and complicated year for the world economy and Vietnam, therefore, the domestic stock market is likely to face many complicated developments, stemming from many factors including both domestic and foreign investors. at home and abroad such as the situation of the Covid-19 epidemic; increase in the price of raw materials and materials in the world due to supply chain bottlenecks, production output not able to keep up with the increased demand when the economies recover; The margin trading balance of the whole market has increased rapidly in the past time, along with the increase in the proportion of individual investors in the Vietnamese stock market, there is also potential risk to the market when the stability of the cash flow is not high; the world economic - political situation in 2022 is forecasted to contain many potential complex factors; Strategic competition between countries, especially the conflict between Russia and Ukraine, is negatively affecting the world economy, etc.

Unit: Billion Vietnam Dong

No.	ITEMS	PLAN 2022	RESULT 2022	PERFORMANCE RESULT
I	Total Revenue	380.00	483.87	127%
1	Revenue from Securities Services	230.00	236.00	103%
1.1	Securities Brokerage	75.00	69.31	92%
1.2	Securities Depository	8.00	7.55	94%
1.3	Financial services	140.00	147.27	105%
1.4	Other revenues	7.00	11.87	170%
2	Revenue from investment, capital contribution	100.00	180.15	180%
3	Revenue from IB activities	30.00	33.98	113%
4	Revenue from Research Center	4.00	4.00	100%
5	Other revenues	16.00	29.74	186%
II	Total expenses	357.50	457.53	128%
III	Other profit		0.24	0%
IV	Earning before tax and provision	50.00	51.90	104%
V	Net income	22.50	26.58	118%

Source: PSI Financial Statements

Total revenue in 2022 reached VND 483.87 billion, completing 127% of the 2022 plan



Specifically, revenue from main activities in 2022 is as follows:

236
VND billion
→

REVENUES FROM SECURITIES SERVICES

Revenues from Securities services reached VND 236 billion, completing 103% of the 2022 plan. Brokerage fee revenue reached VND 69.31 billion, completing 92% of the 2022 plan. Financial services revenue reached VND 147.27 billion, completed 105% of the 2022 plan. Other revenue reached VND 11.87 billion, completing 170% of the 2022 plan.

33.98
VND billion
→

REVENUES FROM IB ACTIVITIES

Revenues from IB activities reached VND 33.98 billion, completing 113% of the plan in 2022. IB activities continued to follow and exploit traditional services from enterprises in the Oil and Gas industry and member units of PVN. Developing new customers with added services: distribution consulting, public consulting, capital raising advisory with clients such as Novaland, Song Da, ASG, Fecon. In addition, IB Division coordinates cross-selling of products and services with the Securities Services Division under the custody and transfer contracts, and collateral management for the bonds: Dai Hung, Tech Dragon, Nova Hospitality, Goca, a service to register a public tender with ASG.

180.15
VND billion
→

REVENUE FROM INVESTMENT AND CAPITAL CONTRIBUTION ACTIVITIES

Revenue from investment and capital contribution activities reached VND 180.15 billion, equivalent to 180% of the 2022 plan.

29.74
VND billion
→

OTHER REVENUES

Other revenue in 2022 reached VND 29.74 billion, completing 186% of the 2022 plan.

2. CHANGES IN BOARD OF MANAGEMENT

• Appointing Mrs. Phan Quynh Nga – Deputy Director of the Company from February 10, 2022 according to Decision No. 02/QĐ-HĐQT-CKDK dated February 10, 2022;

• Appointing Mr. Nguyen Xuan Hung – Director of the Company from June 15, 2022 according to Decision No. 12/QĐ-HĐQT-CKDK dated June 15, 2022.

3. PROJECTS INVESTMENT AND IMPLEMENTATION

01

FOR NEW INVESTMENT ACTIVITIES

Short-term securities investment activities in 2022 were built on the basis of analysis and forecast of domestic and foreign economic and market situations. Investment opportunities are independently evaluated by PSI Analysis Center to ensure the safety of the investment portfolio and limit the risks from market factors. Through tested investment plans, PSI evaluates and deploys suitable investment opportunities in each disbursement time. During the year, PSI made investments in corporate bonds with good foundation, providing stable income. PSI also develops retail bond products to diversify investment channels towards meeting diverse needs of customers.

02

FOR PORTFOLIO MANAGEMENT ACTIVITIES

The Board of Directors and Board of Directors continue to focus on the task of restructuring the unlisted securities portfolio, improving the efficiency of investment activities, and reducing the ratio of unlisted securities investment to the correct rate. PSI actively seeks opportunities to divest investments in the portfolio to supplement capital for business operations and improve capital efficiency. In 2022, PSI has recovered 100% of bad debts from customers arising before 2016; Complete divestment of 100% shares in 5 enterprises in unlisted securities portfolio (OTC portfolio)

At the same time, consolidating the portfolio management personnel to strengthen the role of supervision, administration and improve the operational efficiency of the business. The functional department has actively contacted businesses to update the situation of production and business activities, update and report monthly.

4. FINANCIAL SITUATION

ITEMS	2022	2021
Total assets	2,015,326,953,572	2,215,989,665,281
Gross Revenue	483,872,393,838	455,136,144,027
Operating Income	26,335,568,431	43,438,251,736
Other Revenues	241,609,828	127,418,651
Earnings before taxes	26,577,178,259	43,565,670,387
Net Income	26,577,178,259	35,152,851,231
Losses from revaluation of available-for-sale financial assets		
Retained earning	26,577,178,259	27,135,951,231
Dividend payout ratio		

Source: PSI Audited Financial Statements

Key Financial Indicators

ITEMS	2022	2021	NOTE
1. Liquidity			
+ Current ratio	1.46	1.36	
+ Quick ratio	1.46	1.36	No inventory.
2. Solvency			
+ Debt/Total Assets	0.67	0.71	
+ Debt/Equity	2.06	2.40	
3. Operational Efficiency			
+ Asset Turnover Net Revenue/Total Assets	0.24	0.21	
4. Profitability			
+ Profit Margin Net Income/Gross Revenue	0.05	0.08	
+ ROE	0.04	0.05	
+ ROA	0.01	0.02	
+ Operating Margin Operating Income/Gross Revenue	0.05	0.10	

Source: PSI Audited Financial Statements



Total revenue

483.87

VND billion

Profit after taxes

26.58

VND billion

Revenue from
proprietary trading

180.15

VND billion

Revenue from
securities services

236

VND billion

Debt/total assets ratio

0.67

Debt/equity ratio

2.06

BUSINESS RESULTS PSI

2022 is a difficult year for the stock market in general and PSI in particular. However, with the support from the parent bank PVComBank, combined with the right orientations from PSI's management team and the efforts of all employees in the company, PSI has completed the set plan. Specifically, total revenue reached VND 483.87 billion, completing 127% of the plan in 2022 and profit after tax reached VND 26.58 billion, equivalent to completing 118% of the set plan. 2022 continues to be the year with the highest revenue in history for PSI.

Revenue from proprietary trading reached VND 180.15 billion, up 34.34% compared to 2021, accounting for 37.23% of the company's total revenue. Revenue from securities services reached VND 236 billion, equivalent to 89.9% of the same period last year and accounted for 48.77% of total revenue in 2022. Revenue from IB and other activities recorded growth, slightly compared to last year.

FINANCIAL SITUATION 2022

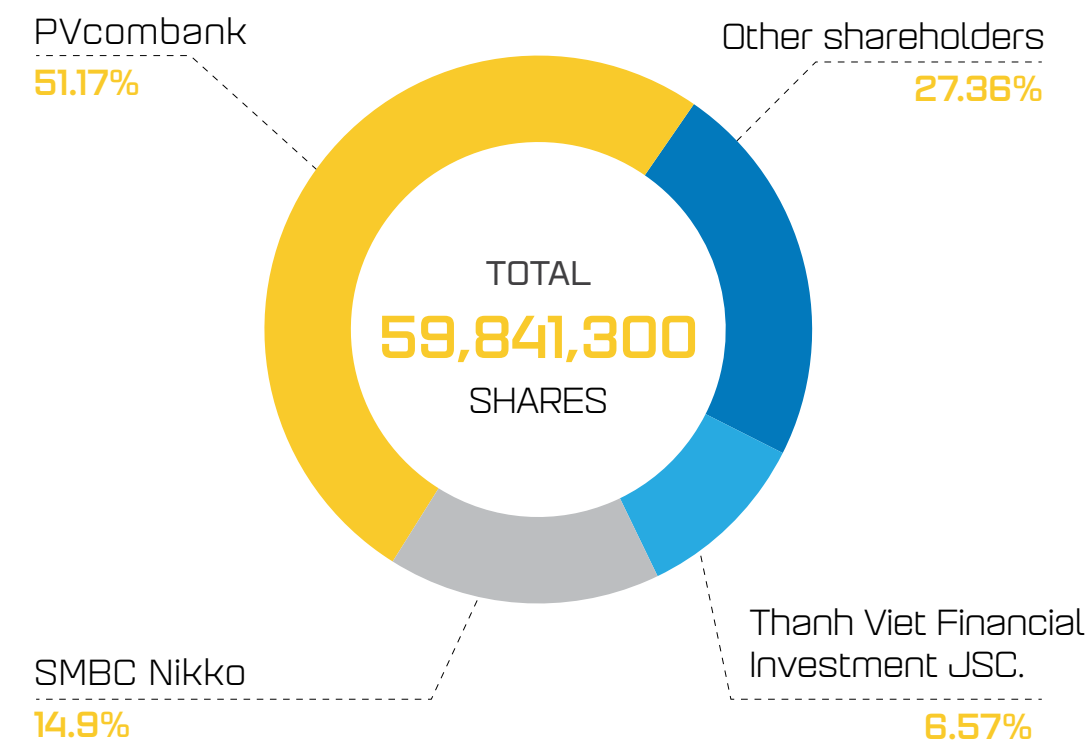
In the context of the stock market still having many difficulties, the demand for margin loans from customers decreased, so loans decreased by 35.18% compared to the same period in 2021.

Regarding the financial position, the debt/total assets and debt/equity ratios of PSI decreased to 0.67 and 2.06 respectively, showing that the financial safety ratio of PSI has been increased. PSI's solvency ratio also increased from 1.36 to 1.46, showing that PSI still maintains high liquidity and enough capital to fulfill short-term debt obligations.

5. SHAREHOLDER STRUCTURE

Shares

Outstanding Shares	59,841,300 shares
Floating Shares	59,841,300 shares
Restricted Shares	0 shares



Shareholder structure

No.	Shareholder	Quantity	Value (VND)	Ratio
1	Vietnam Public Joint Stock Commercial Bank - PVcomBank	30,622,674	306,226,740,000	51.17%
2	SMBC Nikko Securities Inc.	8,916,300	89,163,000,000	14.90%
3	Thanh Viet Financial Investment Joint Stock Company	3,931,200	39,312,000,000	6.57%
4	Other shareholders	16,371,126	163,711,260,000	27.36%
5	Total	59,841,300	598,413,000,000	100%

6. FACTORS PROMOTING SUCCESS

INFORMATION TECHNOLOGY



Inheriting the development of the technology platform in 2021, in 2022, information technology has closely followed the goal of supporting business activities with new products put into operation such as:

- Open an eKYC Integrated Identity Online Securities Trading Account.
- Add Automated Money Management (PMA) module
- Improve the level of safety, ensure stable operation of the information technology system through the transformation of the location from the self-designed Data Center to the Outsourced Data Center of a professional unit that meets the following requirements: International standards (ISO 9001:2001 and ISO 27001. DC Tier 3 standard – TIA942)

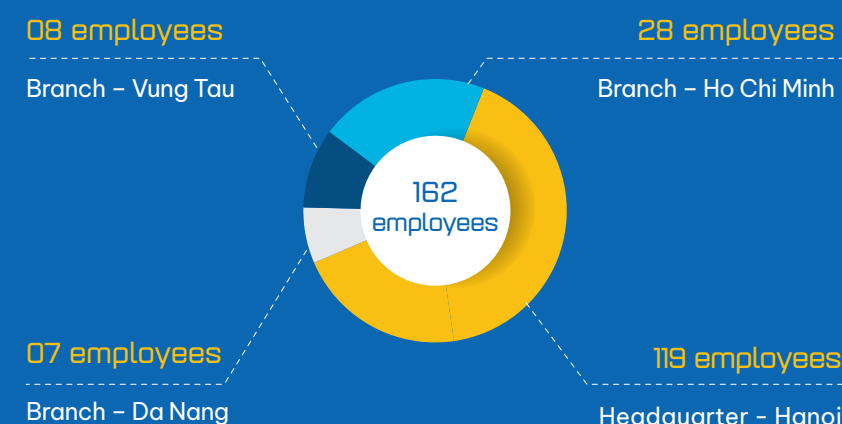
With the attention and investment focus of the Board of Directors of the company, the key plans for information technology development in the next year (2023) were soon scheduled including:

- Invest in upgrading information technology infrastructure, improve business operation efficiency with step by step digitizing storage and processing activities, building a reporting system to support management activities.
- Develop, update, and upgrade products of ID card collection, 24/7 payment; Upgrade the Notification support feature on Mobile Trading application.
- Balancing resources, arranging, proposing to find additional qualified personnel to ensure the completion of the set plans.

HUMAN RESOURCES



As of December 31, 2022, the total number of employees of the Company is 162, of which:



Talent remuneration and recruitment policies

Recruitment policy:

The objective of the company's recruitment policy is to attract and retain high-quality human resources. Recruitment criteria are based on general capacity, professional capacity and personal qualities suitable to the company culture and job position of the candidate.

Training policy:

With an annual training policy to develop capacity for all levels of employees, the Company has focused on integration training, office computer skills training, professional certification, technical and other employment training. The form of training is conducted in the form of external training (domestic and foreign) and internal (training/on-the-job training by a team of administrators – internal trainers).

Remuneration policy:

In 2022, the Company issued the Regulation on salary payment and adjusted the productivity salary plan, helping the salary payment to be associated with the work performance of each unit and individual, contributing to steady growth of the company. At the same time, the Company also cooperates with the advisory unit to develop a fair salary and bonus policy, in line with market fluctuations.

Target:

- Fair remuneration on the basis of the employee's capacity, quality and performance;
 - Maintaining a team of qualified and dedicated human resources;
 - Attracting leadership team with excellent capacity and good qualities;
 - Encouraging employees to improve themselves in accordance with the Company's core competencies and development orientation;
 - Engaging personal success with the company's success.
- In addition, the Company is fully implementing the regimes and policies according to the Labor Law:
- Implement additional benefits such as accident insurance and health care for employees.
 - Other forms of non-material compensation help build and shape the company's unique culture such as: Team Building, International Women's Day, October 20, February 14.

Employees wellness and healthcare by PSI's Trade Union

a) Advise, participate in the development, implementation and supervision of the implementation of policies related to employees:

- Organize a summary of Trade Union activities in 2021, Employee Conference 2022, Trade Union Meeting for term 2023 – 2025; Contribute ideas in the Salary Council, the Emulation and Reward Council;
- Contribute ideas to the Salary Regulations, the Company's Labor Rules;

b) Welfare:

- Payment of policies and regimes to PSI staff quarterly: birthdays, visits, weddings... The Social Policy Department collects the list at the end of each quarter, checks and makes payments to employees in the next month,
- Organizing and participating in internal filial piety activities of the unit: The Executive Committee of the Trade Union makes advances in advance in cases of visiting and encouraging cadres and cadres' relatives in cases of hospitalization. The filial piety of cadres is notified by email by the Trade Union focal point, the Trade Union Executive Committee or its representative always tries to arrange a time to participate in encouraging trade union members;
- Incentive for all employees on the new year of Nham Dan of VND 1,000,000/individual;
- Proposing and organizing vacations for all PSI employees in Sapa Lao Cai in August 2022;
- Coordinate with the General Administration Department to expand the number of employees entitled to medical examination and treatment insurance right after having an official labor contract with the Company, Sign a medical examination and treatment insurance contract with Bao Viet Health Care, support public employees Sign up for an insurance plan for your family members.

- In 2022, PSI Trade Union fully participates in meetings, conferences, and instructions of PVcomBank Union, PetroVietnam Union;
- Catching thoughts and aspirations of employees, receive opinions and recommendations of employees: fully and promptly implement when employees face difficulties and problems;
- Introduce excel groups/youngsters to participate in Party inspirational classes, guide and support young comrades to have the opportunity to stand in the ranks of the Party,
- Coordinate in organizing traditional moral activity by PSI's Party Committee.

01

Taking care of employees' lives and protecting legitimate and reasonable rights and interests of employees



02

Political and ideological education

03

Women's affairs

- Organizing activities to celebrate International Women's Day March 8, 2021: giving gifts to PSI female cadres; Coordinate with PSI Youth Union to organize gift giving for female cadres in Hanoi and support for branches, organize a meeting to celebrate Vietnamese Women's Day warmly and solemnly;
- Due to the fact that the conditions are not allowed, the organization reality is difficult, so PSI Union still pays to support female cadres with the cost of periodic specialist examination;
- Organize a PSI child talent contest, score and award high quality works;

04

Charity work, social security

- Participated in the blood donation program "Red Spring Drops" at PVcomBank Headquarters in March 2022.
- Make contributions to social security programs in the area when there are advocacy programs;

05

Art – Culture, and Sport

- Participating fully in activities in the series of events to celebrate PVcomBank Cultural Festival 2022: 3rd prize in Men's football, running online, walking in rows;
- Contributing to the activities and organization of the PSI Football Team, supporting the team's living expenses. Coordinating the organization of internal exchanges with the men's football team;
- The Youth Union's large and enthusiastic staff is the focal point to coordinate with the Trade Union in organizing the Company's movement activities, mass cultural activities on holidays and Tet at the Company.

06

Monitoring, Evaluating, and Proposing Trade Union's competitions and rewards

- Monitor movement activities and propose rewards for active individuals in Trade Union activities. Every year, Union's members are evaluated and encouraged to contribute to the Company's movement activities.

7. CORPORATE CULTURE

PetroVietnam culture:

Aspiration and enthusiasm are outstanding values in the oil and gas culture, built and nurtured during the past 60 years of development of the PetroVietnam, associated with the image of “seekers” fire”. This is the value that PSI – a member company of PVN always preserves and promotes.

The unique features of PSI Culture :

(1) The diligence and perseverance of financial service professionals (2) The dynamism and acumen of securities professionals (3) Solidarity and support among stakeholders. member.

PSI's solutions to build corporate culture: (1) Develop an open working environment, facilitate personal development and open up improving opportunities for each individual (2) Promote activities internal communication to act as a bridge between the voice of the Boards of leaders and employees, help the two sides understand each other, spread corporate culture and connect employees, convey the love of the business, create collective strength.

At PSI, human resource is one of the two foundations and is always considered the most precious asset. The Boards of leaders has the view that “the company is the second home”, consequently it is necessary to create a healthy and fair environment, create motivation to strive and promote each individual's ability, help them feel secure in their work and always carry the proud to be a member of the company.

In 2022, the Board of Directors has always pondered and selected MCG as a partner to develop the project “Building regulations on income payment for employees”. A project that not only ensures competitiveness with the market, but also promotes employee performance, increases employee satisfaction and engagement. Income policy at PSI is always commensurate with what employees dedicate and spiritual life is always paid special attention.

In particular, the 16th anniversary of the company's establishment. PSI has launched emulation programs such as the movement “My Working Day”, “PSI League”, “Overcoming challenges with PSI”, “Child PSI”... Programs to help improve the spiritual life of students Employees, engage, inspire and improve work efficiency. After 2 years of delay due to the raging COVID-19 pandemic, TEAM BUILDING named “Aspiration” was organized by PSI. A three-day, two-night tour in Sapa, gathering employees of three regions with feelings and thoughts together to create more great memories in the common roof named PSI.





PART III. 2023 PSI'S FORECAST AND ACTIONS

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1. VIETNAM'S ECONOMIC SITUATION IN 2022

2022 ECONOMIC TARGETS

GDP	+8.02%	Continuing to grow in most industries and fields, however, the growth rate tends to slow down along with the weakening momentum of major economies.
CONSUMER PRICE INDEX (CPI)	3.15%	Inflation was controlled and reached the National Assembly's target below 4% after a period of strong increase in the first half of the year due to peaking gasoline prices and supply chain disruptions, which kept the prices of input materials for production continuously maintained at a high level.
CREDIT & DEPOSIT MOBILIZATION	Credit: 14.5% Deposit: 5.99%	Credit growth is estimated at 14.5%. The credit growth limit was slightly adjusted by the SBV compared to the previous 14% due to the stable exchange rate and under control inflation.
DEPOSIT INTEREST RATES	3M: 6.0% 6M: 7.87% 12M: 9.5%	Deposits grew slowly, reaching only 5.99% YTD but tended to accelerate towards the end of the year when the interest rate level increased.
REGISTERED FDI CAPITAL	+13.5%	FDI disbursement is the highest in 5 years, reaching 22.4 billion USD, up 13.5% over the same period. However, newly registered FDI capital last year only reached 27.7 billion USD, equivalent to about 89% of the same period.
EXPORT	+10.4%	The total export turnover of goods in 2022 is estimated at 370.63 billion USD, up 10.4% over the same period but the growth rate slows down towards the end of the year due to the decrease in the number of export orders in the last months of the year.
IMPORT	+9.1%	Total import turnover of goods in 2022 is estimated at USD 360.76 billion, up 9.1% over the same period. The trade surplus in 2022 is estimated at USD 9.9 billion, double that of the previous year.

2. VIETNAM STOCK MARKET IN 2022



The Vietnamese stock market has experienced many ups and downs in 2022. The VN-Index continuously set historic peaks right from the first trading sessions of the year, but then fell deeply along with very low liquidity.

A year with many historical milestones

Following the excitement in 2021, the stock market's rally continued to be maintained in the first months of 2022, the VN-Index continuously set historic peaks and reached the highest level since the establishment on January 6, reaching 1,528.27 points.

However, after that, the market suddenly dropped sharply due to unexpected developments on the military conflict between Russia and Ukraine at the end of February. At the end of the last session of 2022, VNIndex closed the session with a value of 1,007.09 points, corresponding to a decrease of 32.78% compared to the beginning of the year. HNX and Upcom also decreased by 56.68% and 36.41% respectively since the beginning of the year. Notably, the VNIndex recorded the strongest year of decline since 2008 and was the index with the strongest decline in Southeast Asia.

Market liquidity in 2022 is also explosive with billions of shares traded each session. The matching value exceeded billion USD in many sessions in Q1, peaking on January 10 when the market liquidity exceeded 2 billion USD. This is a record number that Vietnam's stock market has never touched in the past. This uptrend then gradually slowed down in the second half of 2022 due to less positive factors from the market. HOSE's average liquidity reached VND 15.435 billion/session (down 22.34% yoy), while this target of HNX and UPCOM reached VND 1,773 billion/session (down 38.33% yoy) and VND 947.18 billion / session (down 35.91% yoy).

The fluctuations on the Vietnamese stock market in recent years have come from many reasons, both domestic and international. After the economic support measures after COVID-19, inflation has increased sharply in many parts of the world, prompting many economies to continue tightening monetary policy at a fast and strong pace to control inflation. In 2022, the US Federal Reserve (FED) raised the operating interest rate by 3.75 percentage points through 6 adjustments. After the Fed's continuous interest rate adjustments in recent times, the State Bank has also increased the operating interest rate twice to cope with inflation and reduce external impacts. Deposit interest rates at commercial banks have also increased, attracting cash flows back to the banking system and reducing the attractiveness of short-term securities investment channels. In addition, investment capital flows on the stock market also have a shift back to production and business activities when the epidemic is under control. Besides, the stock market has grown strongly from 2021 to the first quarter of 2022. Therefore, when there are unfavorable factors, investors will have the psychology of taking profits to protect the results, creating selling pressure in the market.

3. OUTLOOK OF ECONOMY AND STOCK MARKET IN 2023

ECONOMIC OUTLOOK

In the opinion of Prof, Dr. Tran Tho Dat - Chairman of the Science and Training Council, National Economics University, strategic advisor of PSI, the macroeconomic picture 2023 will be less bright and this has begun to show since the fourth quarter of 2022. GDP in 2023 will not be able to maintain a high growth rate when the comparative base level of 2022 is already much higher. Looking at each component of GDP, it can be seen that the growth drivers are weakening.

- In terms of investment, foreign investment may remain the same as in 2022 when realized foreign investment is at a record level. However, the risk of reduced foreign investment is still possible when the amount of newly registered capital in 2022 has decreased by about 5% compared to the previous year. Investment with domestic capital, especially public investment, is likely to be delayed due to high interest rates. Interest rate pressure combined with high exchange rate makes investment plans impossible to implement with the old estimate because it will inevitably cause losses. The need to re-estimate and change costs at all stages makes the disbursement of public investment likely to continue to be delayed in 2023.

- Production and export are affected by the world economic recession. Inflation and economic recession caused the demand of major export partners of Vietnam such as the US, EU, Korea, Japan to drop sharply, thereby reducing the number of new orders.

- Domestic consumption will also slow down when the comparative base is still low. In addition, slower economic growth also means that people's income is difficult to increase and directly affects the level of consumer spending.

Inflation may increase to 4.5% after being suppressed in 2022 and the tools of the State Bank have almost no room to continue using. In addition, the exchange rate and interest rate in 2023 will also depend on external factors such as the rate of interest rate increase of the Fed, the Russia-Ukraine war, which may cause more unexpected factors, disrupting the supply chains of many important goods. However, the reopening of China will help alleviate the pressure of shortage of raw materials and continue to stimulate the strong recovery of Vietnam's tourism industry. In the context that the exchange rate is stable again and the Fed slows down the rate hike, interest rates in the Vietnamese market will not continue to rise sharply but will remain at a high level and be a burden on the economy.

International organizations also have a consensus view that Vietnam's economy will witness slower growth in 2023 when compared to 8.02% in 2022.



FORECAST OF VIETNAM STOCK MARKET IN 2023

The durability of Vietnam's economy in 2022 will be tested in 2023 when major economies around the world suffer from inflation and recession.

Vietnam's economic growth in 2023 is forecasted to slow down after peaking in 2022 because the decline in consumer demand from the US, Europe, Japan and South Korea will make export activities difficult. exports in 2023 are affected. It is expected that the first half of 2023 net profit of listed companies in the whole market will increase slightly at 2.7% - 5%, then improve in the second half of 2023.

Full-year growth is forecast to grow at 12.55% according to Bloomberg. This is also a high level compared to other markets in the region.

We believe that the first half of 2023 Vietnam stock market will continue to fluctuate when the liquidity in the whole market is exhausted, Q4/2022 business results will continue to decline compared to previous quarters under pressure interest rates, exchange rates.

However, Vietnam's stock market will prosper in the second half of 2023 thanks to the following factors:

- Inflation in the US peaked and showed signs of cooling down, it is likely that the FED will reduce the rate of interest rate increase and the target interest rate by the end of 2023 will reach about 5%-5.25%, equivalent to an increase of 125 basic points compared to the present
- The rate of interest rate increase may slow down from the second quarter of 2023 and be more stable towards the end of the year.
- The positive growth in net profit of enterprises will be a good signal for the recovery of the stock market.

The VN-Index is forecasted to make a deep correction to the range of 950 - 1,000 points and fluctuate in a narrow range here in order to accumulate before there will be a recovery around 1,200 - 1,300 points by the end of 2023. Liquidity will explode in deep correction sessions and then weaken, the average trading value of HSX in 2023 will drop to around VND 5,000 - 7,000 billion /session.



4. GOALS AND ACTION PLAN IN 2023

Business targets:

Revenue

VND **320** billion

Earnings Before Taxes and provisions

VND **35** billion

Capital sources:

Minimum charter capital increase

VND **800** billion

Building a mobilization system operating through the banking system

Investment activity:

Restructuring 02 OTC investments to ensure transparent and clear management.
Promoting investment services

Administration work:

Build an End to End hierarchical governance model.
Set up a data management system (database) to centralize data sources.
Set up a set of performance management, risk management, and effective management indicators for each product/sector.



Orientation and strategic products:

Strategic orientation:

- 03 pillars: PVN, PVcomBank, SMBC Nikko
- 02 foundations: Human resource, Technology
- 01 goal: to become a securities company operating under the model of Investment Bank in energy sector

Strategic products: financial products (debt instruments) in the energy sector

Focusing on developing digital financial products with technology applications.

Market share, products and network:

Minimum market share: 1%

Minimum rate of new customer development: 15%

Minimum active account rate: 10%/month

Open at least 01 new transaction points in the Southern region

Complete the chain of products and services for foreign customers (focusing on Japanese customers)

Increase the proportion of service revenue from international relations business.

HR, Training, and Administration:

Consolidate and improve the executive capacity of the Company's Executives and key leaders.

Completing the competitive salary policy to ensure the development of quality and quantity of human resources.

Develop training strategies, improve labor productivity, creativity and risk management at work.

Develop core team personnel policy for core personnel in order to build a committed staff to accompany and develop PSI.

Technology:

Continue to deploy and exploit the applicability of EKYC products (on PSI and PVCB's systems) and build new technology products and utilities to provide to customers.

Building technology infrastructure to ensure stable operation and meet new development needs.

D4

PART IV. CORPORATE GOVERNANCE

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1. REPORT OF THE BOARD OF DIRECTORS

Meetings of the Board of Directors in 2022

NO.	MEMBER OF THE BOARD OF DIRECTORS	TITLE	DATE OF STARTING/ CESSATION OF BEING A BOD MEMBER	NUMBER OF BOD'S MEETING ATTENDED	ATTENDANCE RATE	ABSENCE EXCUSE
1	Mr. Nguyen Anh Tuan	Chairman - BOD	Started: 26/04/2017	05/05	100%	
2	Mrs. Ho Viet Ha	Member - BOD	Started: 15/01/2020	04/05	80%	Personal reason
3	Mr. Trinh The Phuong	Member - BOD	Started: 26/04/2017	04/05	80%	Personal reason
4	Mr. Tran Tuan Anh	Member - BOD	Started: 28/04/2022	04/05	80%	Newly appointed since April 2022
5	Mr. Nguyen Xuan Hung	Member - BOD	Started: 26/04/2019	04/05	80%	Personal reason



ASSESSMENT OF THE BOARD OF COMPANY OPERATIONS

Advantages and disadvantages:

1.1. Advantages:

- Although the global economic environment has become more challenging, Vietnam's economy has remained stable. Vietnam's stock market is interested in by the Party and Government, creating conditions for development in both quality and quantity, plays an important role in the policy of stabilizing the macro-economy, becoming the main capital mobilization channel to create motivation for economic development.
- The stock market and securities companies are in the process of screening, structuring their operations towards a healthy and transparent direction to improve competitiveness; international integration.
- PSI received the attention, trust and created all favorable conditions of the Bank, the Oil and Gas Group and other units in the industry.
- The entrepreneurial spirit and corporate culture are built on the foundation of a young, enthusiastic staff who are always making great efforts and dedication, for the development of PSI.






1.2. Disadvantages and Challenges:

- The company continues to follow up and handle the remaining backlogs of investments in the OTC portfolio and bad debts arising before 2016.
- The level of competition on fees and interest rates between securities companies with foreign capital and leading securities companies in the domestic market is still getting more intense.
- PSI's core activity is currently securities services with the main source of income from transaction fees and loan interest. However, this is a source of income that fluctuates depending on the market, so it is difficult to control effectively if the market tends to fluctuate negatively.
- Difficulties in operating limits such as margin limits for each code, investment limits for customers, etc, lead to difficulty in scale development.
- PSI's charter capital is 598 billion dong, ranking 35th out of 89 securities companies operating in Vietnam. Therefore, there is not enough legal capital to trade in products and services that are attracting investors such as derivatives, warrants, and ETF products.

Operational results 2022:



Business activities:

- 1  Revenue in 2022 reached VND 483.87 billion, completing 127% of the 2022 plan. **483.87**
VND billion
- 2  Profit in 2022: Profit after tax reached VND 26.58 billion, completing 118% of the plan in 2022. **26.58**
VND billion
- 3  Scale of total assets in 2022 will reach VND 2,015 billion. **2.015**
VND billion
- 4  The average mobilization in 2022 will reach VND 996.7 billion, reaching 91% of the 2022 plan. This result contributes to increasing the scale of working capital, expanding and developing a variety of financial products and services, especially helping to ensure the Company's liquidity in the context of negative changes in the financial market at the end of the year. In which, in the second quarter of 2022, the Company successfully issued 100% of bonds for the first and second periods in 2022 with a total value of VND 300 billion. **996.7**
VND billion
average mobilization
in 2022
- 5  The minimum financial safety ratio is 200% (higher than the minimum prescribed rate of 180% by the State Securities Commission). **200%**
financial safety ratio

Administration:

Recognizing challenges and market opportunities, the Board of Directors has given drastic instructions; directly participate in supporting business plans; unanimously issued 68 Resolutions/Decisions with important orientations and policies to improve the corporate governance and business capacity of the Company:

Deploying new investment projects in software and information technology infrastructure in the direction of modernity.

Directing the arrangement and recruitment of personnel in the direction of increasing the proportion of business personnel; Approving the uniform promulgation of organizational charts, functions and tasks of units and perfecting the system of titles, regulations on salary and bonus at PSI;

Develop regulations on salary and income in the direction of approaching the market in order to attract quality personnel.

Directing the promotion of network development at the oil and gas administrative centers and priority transaction points of PvcomBank.

Directing and closely implementing the work of PVN and its member units.

Exploiting Japanese customers of strategic shareholder SMBC Nikko; Developing products and analyzing industry reports for State Capital Investment Corporation - SCIC.

Orientation to build a chain of products and services for customers from Consulting - Securities Services - Investment - IR/PR communication to create added value for PSI.

ASSESSMENT BY THE BOARD OF DIRECTORS ON THE ACTIVITIES OF THE BOARD OF MANAGEMENT

In order to ensure a good organization of business operations of the company according to the decisions and directions of the Board of Directors, the Board of Directors regularly supervises the activities of the Board of Management and other departments through the mechanism of assigning specific and clear tasks to evaluate the working efficiency of the Board of Management to ensure the Company's activities are transparent, in compliance with the law, in accordance with the Resolutions of the Board of Directors. Administrative Council. The Board of Directors has performed the task of supervising the activities of the Board of Management through:



01	The Chairman of the Board of Directors directly organizes meetings with the Divisions and concludes the direction.
02	The Board of Directors considers and evaluates the implementation of the business plan through reports and documents of the Board of Management and quarterly reports to the Board of Directors.
03	Review reports and recommendations from subcommittees to monitor compliance and direct the activities of the Board of Management.

OPERATION PLAN OF THE BOARD OF DIRECTORS

Directing the completion of the 2023 plan targets assigned by the General Meeting of Shareholders;

1	Business targets: Revenue: VND 320 billion, Profit before taxes and provisions: VND 35 billion.	5	Capital sources: Minimum charter capital increase: to VND 800 billion Building a mobilization system operating through the banking system
2	Investment activity: Restructuring 02 OTC investments to ensure transparent and clear management. Promoting investment services	6	Administration work: Build an End to End hierarchical governance model. Set up a data management system (database) to centralize data sources. Set up a set of performance management, risk management, and effective management indicators for each product/sector.
3	Orientation and strategic products Strategic orientation: 03 pillars: PVN, PVcomBank, SMBC Nikko 02 foundations: Human resource, Technology 01 goal: to become a securities company operating under the model of Investment Bank in energy sector Strategic products: financial products (debt instruments) in the energy sector Focusing on developing digital financial products with technology applications.	7	HR, Training, and Administration: Consolidate and improve the executive capacity of the Company's Executives and key leaders. Completing the competitive salary policy to ensure the development of quality and quantity of human resources. Develop training strategies, improve labor productivity, creativity and risk management at work. Develop core team personnel policy for core personnel in order to build a committed staff to accompany and develop PSI.
4	Market share, products and network: Minimum market share: 1% Minimum rate of new customer development: 15% Minimum active account rate: 10%/month Open at least 01 new transaction points in the Southern region Complete the chain of products and services for foreign customers (focusing on Japanese customers) Increase the proportion of service revenue from international relations business.	8	Technology: Continue to deploy and exploit the applicability of EKYC products (on PSI and PVCB's systems) and build new technology products and utilities to provide to customers. Building technology infrastructure to ensure stable operation and meet new development needs.

COMPANY GOVERNANCE
BOARD OF DIRECTORS

1. Members of Board of Directors:
As of December 31, 2022, PSI's Board of Directors includes:

NO.	MEMBERS OF BOARD OF DIRECTORS	TITLE	TERM
1	Mr. Nguyen Anh Tuan	Chairman of Board of Directors	2022 - 2027
2	Mrs. Ho Viet Ha	Member of Board of Directors	2022 - 2027
3	Mr. Trinh The Phuong	Member of Board of Directors	2022 - 2027
4	Mr. Nguyen Xuan Hung	Member of Board of Directors cum Director of the Company	2022 - 2027
5	Mr. Tran Tuan Anh	Independent Member of Board of Directors	2022 - 2027



2. Activities of the members of the Board of Directors:

MR. NGUYEN ANH
TUAN – CHAIRMAN
OF BOARD OF
DIRECTORS:

- To perform the duties and powers of the Chairman of the Board of Directors as stipulated in the Public Charter; Working regulations of the Board of Directors & principles of coordination between the Board of Directors and the Supervisory Board; Board of manager; relevant legal regulations;
- On behalf of the Board of Directors to sign and issue resolutions, decisions and other documents under the authority of the Board of Directors;
- On behalf of the Board of Directors to handle the recommendations of the Supervisory Board;
- Presiding over the development of annual operational goals and implementing medium- and long-term plans, development plans of the Company's resources to implement the Development Strategy approved by the General Meeting of Shareholders;
- Directing the organizational structure, building internal management regulations; Establish branches, transaction offices, representative offices within the limits prescribed by law and the company's charter;
- Directing the development and application of information technology;
- Approve the program and content of documents in service of the General Meeting of Shareholders, convene the General Meeting of Shareholders or collect opinions for the General Meeting of Shareholders to pass a decision;
- Submit annual financial settlement reports, reports on activities of the Board of Directors to the General Meeting of Shareholders;
- Monitor and direct the Executive Board in daily business activities to implement the resolutions and decisions of the Board of Directors between the two meetings;
- Personnel work within the scope of authorization of the Board of Directors;
- To assume the prime responsibility for inspection, examination, emulation, commendation and discipline;
- To assume the prime responsibility for developing mechanisms for performance evaluation, reward and discipline for members of the Board of Directors, Board of Management and other managers;
- In order to increase the initiative in the management and administration of the Company, the Board of Directors authorized the Chairman to decide: Policies/mechanisms on interest rates, commission rates and fees applicable to customers in the Company, and is allowed to re-authorize.

**MRS. HO VIET HA –
MEMBER OF BOARD
OF DIRECTORS:**

- Advise the Board of Directors and the Board of Management on product development;
- Support to promote cross-version products with parent bank – PVcomBank;
- Communication, image and brand promotion;
- Support the Board of Management to promote business activities on the basis of orientations and plans approved by the Board of Directors.

**MR. TRINH THE
PHUONG – MEMBER
OF BOARD OF
DIRECTORS:**

- Advising the Board of Directors and the Board of Management on legal issues, disseminating legal regulations related to the Company’s operations;
- Support to promote cross-selling products with parent bank – PVcomBank;
- Give opinions on the development, amendment and supplementation of the Rules and Regulations in the internal management of the Company.

**MR. NGUYEN XUAN
HUNG: MEMBER
OF BOARD OF
DIRECTORS,
DIRECTOR:**

- Perform duties and powers as the Director, as stipulated in the Company’s Charter and legal regulations;
- Organizing the implementation of resolutions and decisions of the Board of Directors, directly directing and administering the general operations of the Company: Daily business activities; Financial and accounting work; Planning work; Personnel work within the scope of authorization; Standing at the Head Office, promptly handling the work to ensure the Company’s operations are continuous and smooth;
- Develop development plans, annual business plans, investment projects, internal management regulations and regulations, and submit them to the Board of Directors;
- In charge of personnel work within the authority of the Board of Management.

**MR. TRAN
TUAN ANH –
INDEPENDENT
MEMBER OF
BOARD OF
DIRECTORS:**

- Supporting PSI in relationships with units inside and outside the industry to promote business activities, advise the Board of Directors in assessing the performance of the Board of Management, setting remuneration levels for members of the Board of Directors and members of the Board of Management.
- Reviewing financial statements and prevent and resolve conflicts that may arise between shareholders or managers of the Company.
- Supporting to promote domestic and foreign cooperation relations.

ACTIVITIES OF SUB-COMMITTEES



Internal Audit Department

The Internal Audit Department is the unit assisting the Board of Directors. In 2022, the Internal Audit Department has implemented the following specific tasks:

- Coordinating to review documents of Processes, Rules, Regulations, etc, to ensure compliance with regulations of the laws and management authorities;
- Conducting audits on the operation of units within the company within the scope of Internal Audit’s function;
- Commenting on the legality and compliance of the proposals and submissions of the Board of Management and units to the Board of Directors, Investment Council, Service Policy Council upon request;
- Maintaining the review and assessment of the implementation of the resolutions, decisions and directions of the Board of Directors;
- Performing tasks under the direction of the Chairman of the Board of Directors within the functions and duties of the Internal Audit Department.



Financial Services Policy Council

- Assessing the suitability of the interest rate system, funding mechanism and system of other policies applicable to financial services activities of PSI and decide to adjust it to suit reality;
- Issuing a list of securities for margin trading on the basis of the permitted list of the Stock Exchange and margin lending ratios to ensure safety, efficiency and control of risks, preserving capital and earn a profit corresponding to the amount used for this service;
- Deciding on timely handling measures when the market has big fluctuations to ensure to limit risks and losses for PSI.



Investment Committee

- Appraising and approve investment plans valued at less than 35% of PSI’s total asset value in the most recent financial statement;
- Deciding on the transfer of PSI investments to proprietary trading in accordance with the obligations of the underwriting contract or other contracts of PSI;
- Evaluating investment items and propose solutions.



2. OWNERSHIP OF THE BOARD OF DIRECTORS AND BOARD OF MANAGEMENT

OWNERSHIP

FULL NAME	TITLE	NO. OF SHARES	RATIO	NOTE
Mr. Nguyen Anh Tuan	Chairman of Board of Directors	14,140,499	23.63%	Owner's representative for PVcomBank
Mrs. Ho Viet Ha	Member of Board of Directors	8,443,607	14.11%	Owner's representative for PVcomBank
Mr. Trinh The Phuong	Member of Board of Directors	8,036,687	13.43%	Owner's representative for PVcomBank
Mr. Nguyen Xuan Hung	Member of Board of Directors cum Director of the Company	3,931,200	6.57%	Owner's representative for Thanh Viet Financial Investment JSC
Mr. Tran Tuan Anh	Independent Member of Board of Directors			

SALARY, REWARDS, ALLOWANCES AND BENEFITS

Unit: VND

No.	Title	Plan		Actual	
		Number of members	Remuneration Budget	Number of members	Remuneration Budget
I	Representative of PVcomBank				
1	Chairman of Board of Directors	1	870,000,000	1	870,000,000
2	Part-time Member of Board of Directors	2	240,000,000	2	240,000,000
3	Head of Supervisory Board	1	433,200,000	1	433,200,000
4	Part-time Member of Supervisory Board	1	60,000,000	2	120,000,000
II	Others				
1	Dedicated Member of Board of Directorst	1	480,000,000		
2	Part-time Member of Board of Directorst	1	120,000,000	2	240,000,000
3	Part-time Member of Supervisory Board	1	60,000,000		
Provision of 20% to reward officers holding dedication positions in case profit exceeds the plan			356,640,000		
Total			2,619,840,000		1,903,200,000

SHARES TRANSACTIONS BETWEEN INTERNAL ACTORS

None

OTHER TRANSACTIONS

None

IMPLEMENTATION OF REGULATIONS ON CORPORATE GOVERNANCE

Performed in accordance with the Law and internal regulations of PSI.
On the basis of compliance with the Securities Law 2019, the Enterprise Law 2020 and guiding documents, the Company has implemented the regulations on corporate governance, specifically as follows:

- The Company has developed a Governance Regulation; operating regulations of the Board of Directors, operating regulations of the Supervisory Board

Activities of the Board of Directors are carried out in accordance with regulations:

- Organizing periodic meetings of the Board of Directors at least once/quarter;
- Consulting the Board of Directors on issues within competence in many forms (collecting opinions in writing or holding a meeting to collect opinions);
- Ensuring sufficient proportion of members of the Board of Directors attending the meeting and rates of approval for the Decisions and Resolutions of the Board of Directors;
- Drafting and issuing the Minutes and Resolutions of the Board of Directors in the correct format and on time according to the provisions of the Law and internal regulations;
- Disclosing information on time and in a timely manner for the contents to be disclosed in accordance with the provisions of the law on information disclosure.

Adopting and completing the system of decentralization and authorization:

- On the basis of legal regulations, the Company has completed the construction of a clear, appropriate and transparent decentralized and authorized system to ensure the competence of the signing authority of the Board of Directors/Chairman of the Board of Directors, ensuring the authority to operate and signing of the Deputy Directors in charge of securities services, IB and operations.
- In addition, to ensure operations in each specific development period of the Company, these documents are also revised and supplemented as necessary, reassigning activities in the Board of Management and changing essential authorities.

Issuing resolutions on important issues of the Company:

- Deciding on the appointment of representatives of contributed capital of the Company to participate in the management and control of member companies and companies with contributed capital ;
- Making requests and decisions related to financial investment, divestment of OTC investments and decisions on setting up provisions to balance the Company's finances;
- Deciding on policies related to the exemption of interest for customers, settlement of backlogged investments of customers from previous periods, healthy financial position of the Company and other matters.

3. REPORT OF THE BOARD OF MANAGEMENT

ASSESSMENT OF BUSINESS RESULTS

Revenues

483.87
VND billion

In 2022, the Company has always closely followed market developments and made efforts to strengthen operations and develop business activities, PSI achieved VND 483.87 billion in revenue - the highest figure in the history of operation and completed to 127% of the plan in 2022.

Revenues from Securities services

236
VND billion

Financial services revenue

147.27
VND billion

Revenues from Securities services reached VND 236 billion, completing 103% of the 2022 plan. Brokerage fee revenue reached VND 69.31 billion, completing 92% of the 2022 plan. Financial services revenue reached VND 147.27 billion, completed 105% of the 2022 plan. Other revenue reached VND 11,87 billion, completing 170% of the 2022 plan.

Revenues from IB activities

33.98
VND billion

Revenues from IB activities reached VND 33.98 billion, completing 113% of the plan in 2022. IB activities continued to follow and exploit traditional services from enterprises in the Oil and Gas industry and member units of PVN. Developing new customers with added services: distribution consulting, public consulting, capital raising advisory with clients such as Novaland, Song Da, ASG, Fecon. In addition, IB Division coordinates cross-selling of products and services with the Securities Services Division under the custody and transfer contracts, and collateral management for the bonds: Dai Hung, Tech Dragon, Nova Hospitality, Goca, a service to register a public tender with ASG.

Revenue from investment and capital contribution activities

180.15
VND billion

Revenue from investment and capital contribution activities reached VND 180.15 billion, equivalent to 180% of the 2022 plan.

Other revenue

29.74
VND billion

Other revenue in 2022 reached VND 29.74 billion, completing 186% of the 2022 plan

Profit after tax

26.58
VND billion

Profit in 2022: Profit after tax reached VND 26.58 billion, completing 118% of the plan in 2022

Key tasks performed

In addition to business targets, PSI also performed a number of important tasks as follows:



Regarding market share of transactions and service activities:

- Trading market share reached 0.5% against the target of 1%.
- The rate of active accounts is 12%, the target is set at 10%.
- The rate of developing new customers reaches 12%, the target is set at 15%.



Regarding the network:

- Completing the expansion of the 7th floor office for the Head Office.



Regarding Technology, Products and Services:

- eKYC account system completed on March 21, 2022.
- Completing the upgrade of Bravo accounting software & implementing the connection to convert electronic invoices with the Tax portal according to Circular 78.
- Completing the implementation of SMS toll service starting from October 1, 2022.
- Complete automatic Pmoney deployment (overnight) from November 01, 2022.
- Deploying online collection and payment with Pvccombank in December 2022.



Regarding Financial and Portfolio Backlog Handling:

- Debt recovery:
- Total debt recovered in the year is: 10.3 billion VND
 - Handling bad debts of PVGas and PVC
 - 100% recovery of bad debts from customers group Le Phong Hieu.
- Regarding the investment portfolio:
- Completed divestment of 100% shares in 5 enterprises in unlisted securities investment portfolio (OTC list): Phu Yen Cashew Joint Stock Company, Mai Linh Mineral Joint Stock Company; Petroleum Power Project Consulting Joint Stock Company; Joint Stock Company Mechanical construction and installation of oil and gas machinery; Vietnam Industrial Gas Joint Stock Company (Thanhgas).



Regarding HR policy:

- Complete and supplement personnel at all levels, especially management personnel at the following positions: Company Director, Deputy Director in charge of Securities Services Division, Deputy Director in charge of Operations Division.
- Promote training for employees of the company in accordance with the target of 16 hours/year.
- Cooperate with Universities to recruit excellent students and interns.

FINANCIAL SITUATION



Scale of total assets in 2022

2,015
VND billion

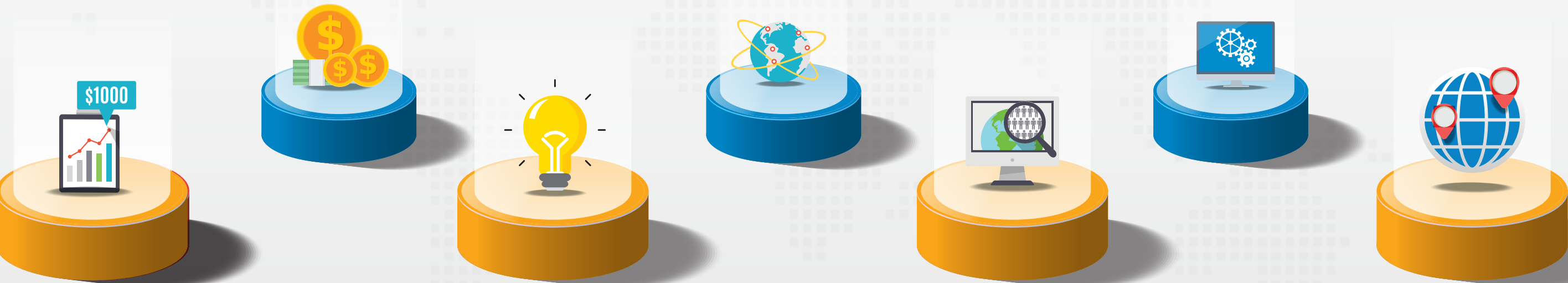
The average mobilization in 2022

996.7
VND billion

Financial safety ratio

200%

- Scale of total assets in 2022 reached VND 2,015 billion
- The average mobilization in 2022 reached VND 996.7 billion, reaching 91% of the 2022 plan. This result contributes to increasing the scale of working capital, expanding and developing a variety of financial products and services, especially helping to ensure the Company’s liquidity in the context of negative changes in the financial market at the end of the year. In which, in the second quarter of 2022, the Company successfully issued 100% of bonds for the first and second periods in 2022 with a total value of VND 300 billion.
- The minimum financial safety ratio is secured at 200% (higher than the minimum prescribed rate of 180% by the State Securities Commission).



REGARDING THE ORGANIZATIONAL STRUCTURE:

In 2022, the Company’s organizational structure follows the operating model of 03 divisions and 01 Center with specific work assignments and clear tasks:

Securities Services Division	Including Securities Depository activities, financial services, shareholder management, investment consulting.
Investment Banking Division	Including IB activities such as Restructuring Advisory, Equitization Advisory, M&A Advisory...
Operation Division	Including human resources, administration, finance and accounting, informatics and investment activities.
Research Center	Including Business Analysis, Index and Product Development activities, PR – Communication

The company has restructured operations as well as personnel: The company’s organizational structure is compact, narrowing and cutting out inefficient operating units. The company has strongly restructured human resources, thereby cutting unsuitable personnel, re-arranging personnel within the appropriate units. Accordingly, the Company has developed a set of title standards, job descriptions for each position, a salary and bonus payment mechanism, an evaluation system compatible with the organizational structure model as well as the operational characteristics of the units.

Regarding policies and management:
In terms of management policy, the Company has made a new investment in securities trading software at PSI; approving the orientation of developing a development strategy for PSI to become an Investment Bank in the Oil and Gas – Energy industry and a vision to 2030, etc. The guidelines, policies and orientations of the past year have really created positive changes in all aspects of PSI’s activities, timely removing the mechanism, building corporate culture and business motivation and gradually regaining the image and position of PSI in the market.

DEVELOPMENT
PLAN IN 2023

1. Macroeconomics
forecast in 2023

In the world, high inflation on a large scale is difficult to control quickly, forcing many countries to continue tightening monetary policy, and political tensions are also complicated, which may lead to the possibility of economic recession. Therefore, the world economic picture in 2023 is not very bright. Barclays has lowered its forecast for global economic growth in 2023 to 1.7%, instead of the 2.2% figure given earlier.

Domestically, from the negative effects of the global economy, businesses also had to make every effort to fight the epidemic and stabilize production, quickly changing business direction to adapt to the new situation. Thanks to that, in the past 11 months, the economy has achieved many impressive growth figures. In terms of growth, trade in services is still the most prominent highlight. The IMF forecasts that Vietnam's growth in 2022 will be 7% - a miracle growth rate and top of ASEAN. However, in the general global context, Vietnam's economy in 2023 is forecasted to face many obstacles and difficulties.

The war in Ukraine, economic downturn in China, rising international interest rates, stronger USD and growing recession risk in Europe could affect demand for Vietnamese exports and increases the risk of macroeconomic instability. In addition, the domestic market also faced many difficulties due to risks in the bond market, unusual fluctuations in the real estate market or a sharp decline in the stock market also had a significant impact to Vietnam's 2023 macroeconomics.

Interest Rate Trend

In the context of a serious decline in confidence in the bond market, businesses as well as commercial banks will still need a large amount of capital to ensure capital safety as well as meet the increasing demand for loans in the economy. Therefore, deposit interest rates in the first half of 2023 are forecast to have upward pressure. By the second half of 2023, it is forecasted that interest rates will tend to decrease in the condition that inflation in 2023 is contained within the planned level of below 4.5%, in addition, the government is also making efforts to come up with policies to support and strengthen confidence in the bond market.

Corporate bond
market increases
risk

The corporate bond market has almost frozen after Decree 65, tightening regulations on individual corporate bond offerings. According to the latest statistics, it is expected that in 2023, there will be about VND 309,000 billion of corporate bonds to mature. Of these, the group of real estate businesses will mostly find it difficult to repay because they cannot continue to issue more bonds to recirculate capital after Decree 65/2022/ND-CP is issued instead. Decree 153, raising a series of standards for private placement of corporate bonds. In the long term, Decree 65 will help make the corporate bond market more transparent and reduce risks for investors. However, in the short term, many businesses may face the risk of default. The risks of the corporate bond market can spread to the whole financial system as commercial banks and securities companies are the group holding the most corporate bonds.

2. Forecast of Vietnam's
stock market in 2023:

With concerns about the global economic recession, the risk that the FED will continue to maintain drastic interest rate hike policies to control inflation and the uncertainties related to the conflict between Russia and Ukraine may continue to be challenges for the stock market at the end of the year. Previously, under the influence of the Fed's decision to raise interest rates, the world stock market had extremely negative movements when the cash flow was continuously net withdrawn from the market.

We believe that investor sentiment will continue to be more cautious next year when the risk of global recession continues to be at a worrying level, 2023 will be the period when policies to tighten cash flow and increase interest rates of central banks will have a direct impact on business results of enterprises. Therefore, in the coming year, we believe that the VN-Index can move according to the following scenario:

The risk of a global recession as well as the negative developments of the world's macroeconomy made the FED continue to maintain a tough interest rate hike. Global stock markets will correct sharply as investors' confidence in the future weakens. The Vietnamese stock market will also be indirectly affected by credit risks in the Vietnamese bond market next year. The VN-Index is forecasted to make a deep correction down to the range of 850 - 960 points and fluctuate in a narrow range here in order to accumulate before there will be a recovery around 1,000 - 1,120 points by the end of 2023.

Decree 65/2022/ND-CP amending Decree 153/2020/ND-CP on private placement of corporate bonds has a significant impact on the bond trading market. The Decree supplements regulations on bond issuance, providing specific guidance on regulations on domestic corporate bond offering. The Bank must ensure the capital adequacy ratio as prescribed in Circular No. 08/2022/TT-NHNN dated June 30, 2022 and comply with Circular No. 16/2021/TT-NHNN dated November 10, 2021 of the Governor of the State Bank of Vietnam (SBV) on corporate bond credit. Therefore, the bond issuance and distribution consulting activities in 2023 will face many difficulties. The change in policies and legal regulations, customer psychology has led to the issuers being Enterprises (Securities Companies) almost not doing bond consulting/issuing up to now.

3. 2023 Business Plan:

Planning basis:

With macroeconomic forecasts and high inflation risks, monetary policy is tightened according to the Scenario - Cautious:

- Vietnam stock market: VN Index returns to a correction state in the range of 850 – 960 points.

- Liquidity is expected to decrease the average trading value to be equal to 74% of the average trading value in 2022.

- The corporate bond market froze after Decree 65/2022/ND-CP, businesses face the risk of default due to the failure to issue bonds, directly affecting Banks and securities companies

NO.	ITEMS	PLAN IN 2022	RESULT 2022	PLAN 2023	COMPARISON TO RESULT 2022
I	Total Revenue	380.00	483.87	260.00	54%
1	Revenue – Securities Service	230.00	236.00	170.00	72%
1.1	Brokerage	75.00	69.31	60.00	87%
1.2	Securities Depository	8.00	7.55	7.00	93%
1.3	Financial services	140.00	147.27	100.00	68%
1.4	Others	7.00	11.87	3.00	25%
2	Revenue from Securities investment, capital contribution	100.00	180.15	50.00	28%
3	Revenue from Investment Banking	30.00	33.98	17.00	50%
4	Revenue from Research Center	4.00	4.00	3.00	75%
5	Others revenue	16.00	29.74	20.00	67%
II	Total Expenses	357.00	457.53	240.00	52%
III	Other Profit		0.24		0%
IV	Earnings Before taxes and provisions	50.00	51.90	35.00	67%
V	Net Income	22.50	26.58	20.00	75%



3.1. Securities service activities:

Securities service revenue in 2023 is expected to be VND 170 billion, equivalent to 72% of the result in 2022, specifically:

- Continuing to focus on 02 main activities: Brokerage and Financial Services.
- Find all solutions, new ways, breakthroughs to achieve the set plan with trading market share (1%).
- Maintain average transaction fee of VND 240 million/day.

3.2. Securities investment, capital contribution activities:

Revenue from securities investment and capital contribution activities in 2023 is expected to be VND 50 billion, equal to 28% compared to 2022:

- The main task is to focus on restructuring backlog investments. Take advantage of market opportunities to divest, gradually reduce the value of the old portfolio to the lowest possible level, recover additional capital for business operations.
- Promoting business activities of financial instruments such as government bonds in the current difficult period for corporate bonds.
- Boosting revenue from capital activities.

3.3. IB activities:

IB revenue in 2023 is expected to be VND 17 billion, equal to 50% of that in 2022:

- Sticking to the target customer group: PVN, PVcomBank and SMBC Nikko to take advantage of the network's strengths, customers: providing IB services such as listing, issuing securities, searching for strategic shareholders and mergers and acquisitions, corporate governance advisory.
- At the same time actively expanding activities outside the industry.
- Coordinating cross-selling with the parent bank - PVcomBank in capital arrangement activities, making the most of the Bank's customers.
- Gradually building a network of financial institutions, domestic and foreign institutional investors to create a market for distributing debt instruments in accordance with the Investment Bank's orientation.

3.4. Research Center:

- Providing a variety of analysis, forecasting, and investor relations products that bring practical benefits to Enterprises and Investors through cooperation with professional organizations and economic experts such as: Prof. Tran Tho Dat, Dr. Vo Chi Thanh, etc
- Affirming the role of operating, exploiting and developing the PVN Index.
- Developing IR activities organized by units in the same industry.

3.5. Other activities:

As for other operating revenue, expected revenue is VND 20 billion, equal to 67% of the result in 2022: To complete this segment's revenue plan in 2022, it is necessary to continue to develop the institutional/institutional customer segment to collect more added value from this customer segment.

4. REPORT OF THE SUPERVISORY BOARD

1. ORGANIZATIONAL STRUCTURE OF THE SUPERVISORY BOARD

The Supervisory Board currently consists of 03 supervisors, specifically:

- Mr. Nguyen Van Nhiem – Head of Supervisory Board (full-time);
- Mr. Bui The Anh – supervisor (part-time);
- Ms. Nguyen Thi An – supervisor (part-time)

2. SUMMARY OF MEETINGS DURING THE YEAR

The first meeting (April 28, 2022)

Contents of decisions:

- Announcement of PSI's 2022 General Meeting of Shareholders results
- The Supervisory Board discussed and agreed to approve the implementation of the control plan in 2019

The second meeting (January 13, 2023):

Contents of decisions:

- Summary and assessment of the Supervisory Board's activities in 2022
- Reviewing the Company's business results in 2022;
- Approving the work plan in 2023
- Other works related to the activities of the Supervisory Board

3. 2022 SUPERVISORY WORKS

- Evaluated the 2021 audited financial statements, the 2021 business results reports, the reports on operation of the Board of Directors and the Board of Management in 2021, submitted to the 2022 Annual General Meeting of Shareholders,
- Performed inspection of brokerage and financial services for branches in Ho Chi Minh City and Vung Tau, and inspecting investment activities at the Financial Investment Department.
- Check the 2020 inventory at Head Office and branches
- Together with the Internal Audit and Risk Management Department, reviewed and proposed to amend all regulations and professional processes related to changing the Company's operating model.
- Coordinated with the Risk Management Department – Internal Control and Internal Audit Department, to check and review the difference in investors' fund on VGAIA and Bravo

4. ACTIVITIES OF MEMBERS OF SUPERVISORY BOARD

Mr. Nguyen Van Nhiem – Head of Supervisory Board

- In 2022, as the Head of Supervisory Board, Mr. Nguyen Van Nhiem attended all meetings of Board of Directors and Board of Management, thereby timely grasping the business and management situation of Board of Directors and Board of Management, then contributing opinions to the Boards in the implementation of the plans approved by the General Meeting of Shareholders, as well as the internal management of the Company.

• Inspection and control activities:

- » In 2022, conducting appraisal of the company's business report, audited financial statement for 2021, report on management evaluation of the Board of Directors, report on business performance in 2021 of the Board of Management to submit to the Annual General Meeting of Shareholders in 2022.
- » Checking the internal accounting work in 2022 between Head Office and branches in Ho Chi Minh, Vung Tau, Da Nang.
- » Checking the inventory of assets and capital in 2021 at the Head Office and branches in Ho Chi Minh, Vung Tau, and Da Nang.
- » Performing inspection of brokerage and financial services for Ho Chi Minh and Vung Tau Branches, and inspect investment activities at the Financial Investment Department.
- » Checking cost management and cost accounting, advance payment and recovery, cost accounting for making provision for doubtful receivables, provision for devaluation of securities.
- » Checking financial investment, listed and OTC securities portfolio.

• Risk management and Internal auditing activities

- » With collaboration of Risk Management Department, having reviewed and proposed amendments to all regulations and professional processes related to the Amendment of operating model of the Company.
- » Supervising units and departments to overcome proposals according to the opinions of the control unit.

Ms. Nguyen Thi An – Member of Supervisory Board

- » To supervise the Board of Directors and Board of Directors in the management and administration of the company
- » Controlling the reasonableness, legality, honesty and prudence in securities brokerage, securities underwriting, securities investment consulting and securities depository in 2022 at the head office of the company.
- » Appraising the company's business report, audited financial statement for 2021, report on management evaluation of the Board of Directors, report on business performance in 2021 of the Board of Directors to submit to the Annual General Meeting of Shareholders in 2022.
- » Performing other duties as required

Mr. Bui The Anh – Member of Supervisory Board

- » To supervise the Board of Directors and Board of Directors in the management and administration of the company
- » Check the reasonableness, legality, honesty and caution in performing securities trading and financial investment in 2022 at the Financial Investment Department.
- » Appraisal of the company's business report, audited financial statement for 2021, report on management evaluation of the Board of Directors, report on business performance in 2021 of the Board of Directors to submit to the Annual General Meeting of Shareholders in 2022.
- » Perform other duties as required

5. 2023
SUPERVISORY
BOARD'S PLAN

- Implementing the provisions of Law on Enterprise in 2020, Supervisory Board plans to operate in 2023 as follows:
 - » Continuing to supervise Board of Directors, Board of Management in the man-agement and administration of the company.
 - » Checking the rationality, lawfulness, honesty and carefulness in the manage-ment and administration of business activities; systematicity, consistency and appropriateness of accounting, statistical and financial reporting.
 - » Appraising the completeness, legality and honesty of business reports, financial statements of 6 months and 12 months, reports on evaluation of management of the Board of Directors to submit at the Annual General Meeting of Shareholders.
 - » Assessing the contract of the transaction of relating person under the approval authority of the Board of Directors or the General Meeting of Shareholders and make recommendations on contracts and transactions that require approval by the Board of Directors or the General Meeting of Shareholders.
 - » Reviewing, inspecting, and evaluating the validity and efficiency of the internal control system, internal audit, risk management and early warning of the com-pany.
 - » Reviewing the accounting books, accounting records and other documents of the company, the management and operation of the company when deeming it necessary or according to the resolution of the General Meeting of Shareholders or at the request of a shareholder or group of shareholders as defined in Clause 2, Article 115 of the Law on Enterprises 2020.
 - » Proposing to the Board of Directors or the General Meeting of Shareholders measures to amend, supplement and improve the organizational structure, management, supervision and operation of the company's business operations.
 - » Attending and participating in discussions at meetings of the General Meeting of Shareholders, the Board of Directors and other meetings of the company.
 - » Examining each specific issue related to the management and operation of the Company at the request of shareholders (if any).
 - » Supervising the financial situation of the Company, compliance with the law of members of the Board of Directors, Directors, other managers in activities of the Company.



5. MODEL OF RISK MANAGEMENT AND RISK MANAGEMENT ACTIVITIES OF THE COMPANY

RISK MANAGEMENT STRUCTURE

1. Members of Board of Directors

No.	Members of Board of Directors	Title
1	Mr. Nguyen Anh Tuan	Chairman of the Board of Directors
2	Mrs. Ho Viet Ha	Member
3	Mr. Trinh The Phuong	Member
4	Mr. Tran Tuan Anh	Member
5	Mr. Nguyen Xuan Hung	Member

2. Members of Supervisory Board

No.	Members of Supervisory Board	Title
1	Mr. Nguyen Van Nhiem	Head of Supervisory Board
2	Mr. Bui The Anh	Member – Supervisory Board
3	Mrs. Nguyen Thi An	Member – Supervisory Board

3. Board of Management

No.	Member of the Board of Management	Title
1	Mr. Nguyen Xuan Hung	Director
2	Mr. Nguyen Manh Cuong	Deputy Director
3	Mrs. Phan Quynh Nga	Deputy Director

DOCUMENTS, PROCESSES, AND REGULATIONS ON RISK MANAGEMENT

1. The organizational structure of the risk management apparatus

The organizational structure and personnel of Risk Management ("Risk Management") of PetroVietnam Securities Joint Stock Company ("PSI") includes: Board of Directors, Investment Council, Financial Services Policy Council, Internal Audit Department, Director, Risk Management and Internal Control Department ("RMIC"), and professional divisions,

Board of Directors

- The Board of Directors has the highest responsibility for risk management activities at PSI. The Board of Directors assigns 01 Board member in charge of risk management with the task of supporting the Board of Directors to implement functions and tasks related to risk management activities;
- Annually reviewing and approving policies and risk limits based on the proposal of the Company's Director;
- Direct the timely handling of shortcomings in risk management on the basis of reports of the Director, the RMIC, Supervisory Board and other departments related to risk management activities;
- Fully inspecting and evaluating the effectiveness and efficiency of the departments related to risk management activities

Investment Council

- The Investment Council operates under the Investment Activity Regulation of PSI;
- Appraising and approving investment plans valued at less than 35% of PSI's total asset value in the most recent financial statement;
- Deciding on the transfer of PSI investments to proprietary trading in accordance with the obligations of the underwriting contract or other contracts of PSI;
- Evaluating the items that have been invested and propose solutions

Financial Services Policy Council

- The Financial Services Policy Council operates under the PSI's Financial Services Conduct Regulations;
- Assessing the suitability of the interest rate system, funding mechanism and system of other policies applied to financial service activities of PSI and decide to adjust it to suit reality;
- Issuing a list of securities for margin trading on the basis of the permitted list of the Stock Exchange and margin lending ratios to ensure safety, efficiency and control of risks, ensuring safety of capital and earn a profit corresponding to the amount used for this service;
- Deciding on timely handling measures when the market has big fluctuations to ensure to limit risks and losses for PSI.

Director

- The Director is responsible to the Board of Directors for the implementation of the risk policy and risk limit approved by the Board of Directors
- Developing a risk policy and risk limit and submit it to the Board of Directors for approval; Develop risk management standards;
- Quarterly reporting to the Board of Directors on the implementation of risk management, assessing the suitability of risk policies, risk limits, and risk management processes;



- Ensuring the risk management system is understood and operated consistently from top to bottom in PSI in accordance with the risk policy and risk limit approved by the Board of Directors;
- Developing and implement risk treatment processes in accordance with PSI's risk policy and risk limit and tolerance;
- Ensuring that the risk management processes and the risk management department are established and organized sufficiently, clearly, with sufficient personnel and financial resources;
- Reporting to the Board of Directors on the status of material risks

Internal Audit Department

- Being an independent unit under the Board of Directors;
- Inspecting, reviewing and evaluating the adequacy, effectiveness and efficiency of the internal control system under the Board of Management in order to improve the system;
- Assessing the risk management process;
- Making suggestions and recommendations to establish and improve the efficiency and effectiveness of PSI's system of policies, regulations, regulations and processes.

Risk Management and Internal Control Department

- Regularly monitoring, evaluating and measuring the risks of PSI;
- Reviewing and adjusting pricing models and rating systems for financial instruments used by business divisions;
- Proposing risk management policies to the Director; Proposing risk limits for the operational department;
- Assessing the level of risk and the state of risk concentration, the actual damage incurred and the damage forecasted by the risk management department;
- Monitoring to ensure the actual implementation of risk management policies, risk limits, and risk treatment processes approved by the Board of Directors;
- Preparing monthly reports on risk management within the scope of functions and tasks to report to the Company's Director;
- Head of risk management department monitors and evaluates PSI's risk status on a daily basis.

Professional divisions

- Branch Directors/Heads of Operations in the Company must comply with and perform daily risk management in accordance with the approved risk management process and risk management policy of PSI.
- Coordinate with the Risk Management and Internal Control Department to calculate and build a risk limit for their units to ensure that they are realistic with production and business activities and are suitable to the conditions of the unit and comply with relevant legal regulations.

THE COMPANY'S INSPECTION AND SUPERVISIO ON RISK MANAGEMENT

01

Inspection and monitoring contents:

- Conduct annual review and approval of risk policies, risk limits;
- Fully inspect and evaluate the effectiveness of the Risk Management Department;
- Assess the appropriateness of the risk policy, risk limit, risk management process;
- Monitor to ensure the actual implementation of risk management policies, risk limits, risk handling processes approved by the Board of Directors,

02

Inspection reports:

- The Company has complied with the risk limits and risk policies approved by the Board of Directors at the beginning of the year
- Always ensure a financial safety ratio of over 180%;
- PSI is constantly improving the quality of products and services; perfecting the organizational structure of the operating apparatus; building close relationships with shareholders, customers, strategic shareholders SMBC Nikko, customers in the Oil and Gas industry, and other customers, while having appropriate policies from time to time as well as ensuring the interests of customers, shareholders and investors in order to minimize operational risks and brand risks;

03

Number of in-year inspections:

- Monitor the warning of handling discount on margin transactions, daily business activities of the Company;
- Monthly, the Head of Risk Management and Internal Control Department reports to the Board of Management on the implementation of risk management, monitoring the actual implementation of risk policies, risk limits, and handling procedures. Risk management has been approved by the competent authority
- Quarterly, the Board of Management of the Company reports to the Board of Directors of the Company on the implementation of risk management, assessing the suitability of risk policies, risk limits, and risk management processes;
- Semi-annually, the company conducts risk management reports in accordance with the provisions of the Securities Law in 2019 and documents guiding the implementation of the Securities Law in 2019.
- Carry out inspection of specific cases (if any)

EVALUATION ON BENEFIT CONFLICT PREVENTION

01

Be honest, avoid benefit conflicts of the company manager:

- Members of the Board of Directors, members of the Supervisory Board, the Director and other managers must publicize relevant interests in accordance with the provisions of the Enterprise Law and relevant legal documents.
- Members of the Board of Directors, members of the Supervisory Board, Directors, other managers and related persons of these members may only use information obtained through their positions to serve the interests of the Company. The Company's interests must not use or disclose to others inside information to carry out relevant transactions.
- PSI complies with regulations on subjects in securities companies that are not allowed to open margin trading accounts, including: Major shareholders, members of the Board of Directors, Supervisory Board, Directors, Deputy Directors, chief accountant, other titles appointed by the Board of Directors and people related to the above subjects. The opening of trading accounts of the above subjects is blocked on the Company's trading system, so there are no transactions. Periodically, the operational department reviews the newly appointed, additionally appointed, and new recruits in the Company to ensure that there is no omission and arising of lending activities for those who do not meet the requirements as prescribed by regulation.

02

Transactions with related people:

None.

03

Transactions between shareholders, managers and relatives of those people:

None.

04

Ensure legal rights for individuals whose benefits connected to the company:

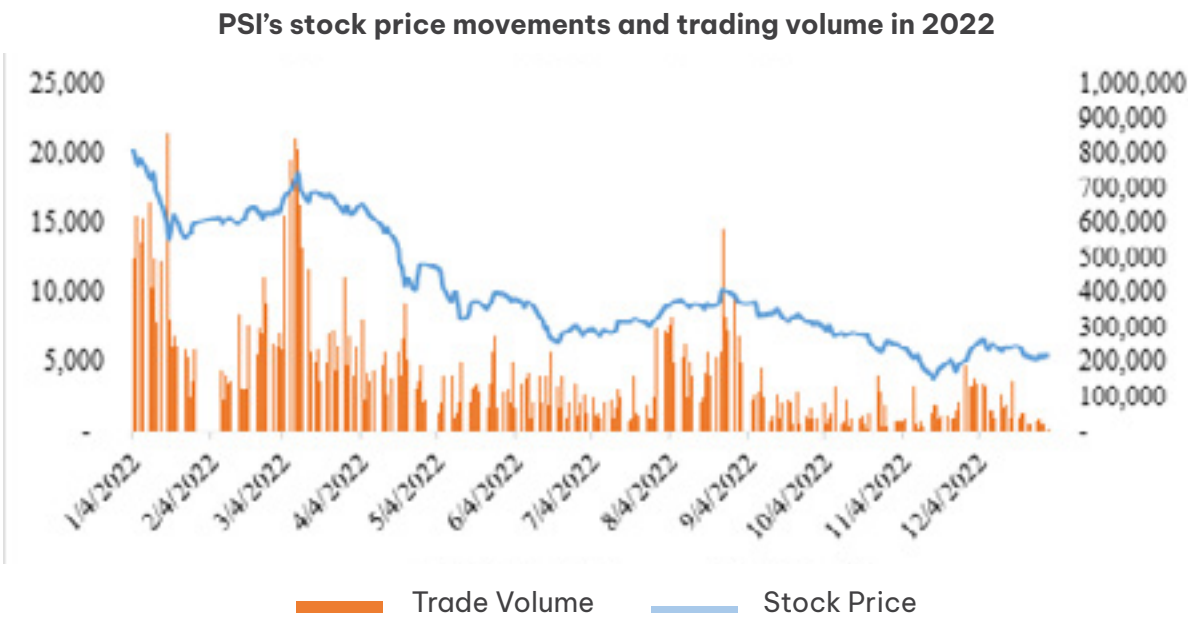
In order to ensure the legal rights of people with interests related to the Company, the regulations on Transactions between the Company and one or more members of the Board of Directors, members of the Supervisory Board, Directors, other executives and Individuals and organizations related to these subjects are specified in the Charter of PetroVietnam Securities Inc. approved on April 28, 2021, specifically as follows:

- For contracts valued at less than 20% of the total value of assets recorded in the most recent financial statements, the important contents of the contract or transaction as well as the relationships and interests of managers manager or member of the Board of Directors has been reported to the Board of Directors and approved by the Board of Directors by a majority vote of the members of the Board of Directors who have no relevant interests;
- For contracts with a value greater than 20% of the total value of assets recorded in the most recent financial statements, the important contents of the contract or transaction as well as the relationships and interests of managers Management or members of the Board of Directors has been announced to shareholders and approved by the General Meeting of Shareholders by votes of shareholders with no relevant interests.

6. STOCK INFORMATION AND IR ACTIVITIES

2022 STOCK INFORMATION

In 2022, the Vietnamese stock market and all other major global stock markets witnessed great fluctuations in 2022 amid geopolitical tensions between Russia - Ukraine and the FED tightening monetary policy, causing negative effects on the macro-economy and society. The VN-Index dropped more than 43% from a peak of 1,536.45 points on January 10, 2022 and closed 2022 at 1,007.09 points. The VN30 Index reached 1,005.19 points, down 34.5% compared to the beginning of the year. Besides, HNX-Index also decreased by 56.3% compared to the beginning of the year, to 205.31 points. Market liquidity also dropped significantly since the beginning of the year. From an average transaction of VND 31,160 billion/session in the first period of the year, market liquidity started to decline sharply from April and reached the lowest level in November with average trading value of only 13,017 billion VND/session, down 58.2% compared to the beginning of the year. In the context of the general market having negative movements, PSI shares also faced strong selling pressure. By the end of December 31, 2022, PSI shares reached a value of 5,500 VND/share, down sharply from 19,900 VND/share.

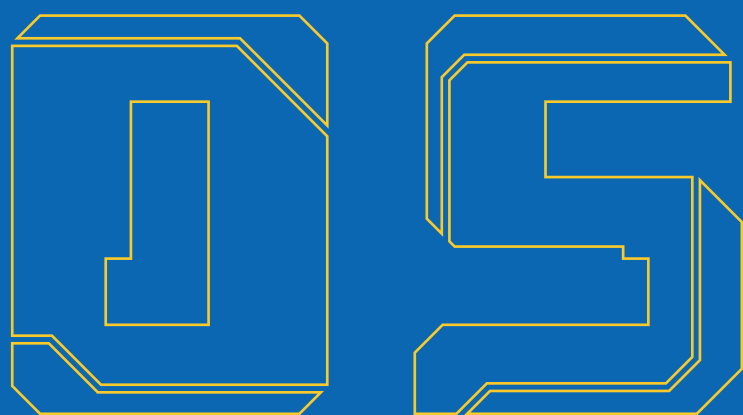


Source: PSI, data as of December 31, 2022

2022 INVESTORS RELATION ACTIVITIES

In order to ensure the interests of investors in accessing relevant information accurately and timely, PSI has paid great attention to allocating resources for Investor Relations activities. Accordingly, the company always actively connects with investors to provide timely, complete and accurate information through a number of available information channels such as the Company's website, public announcement sessions of Quarterly financial statements, 6-monthly reviewed financial statements, Audited annual financial statements, investment forums or seminars, Annual General Meeting of Shareholders and emails to each investor.



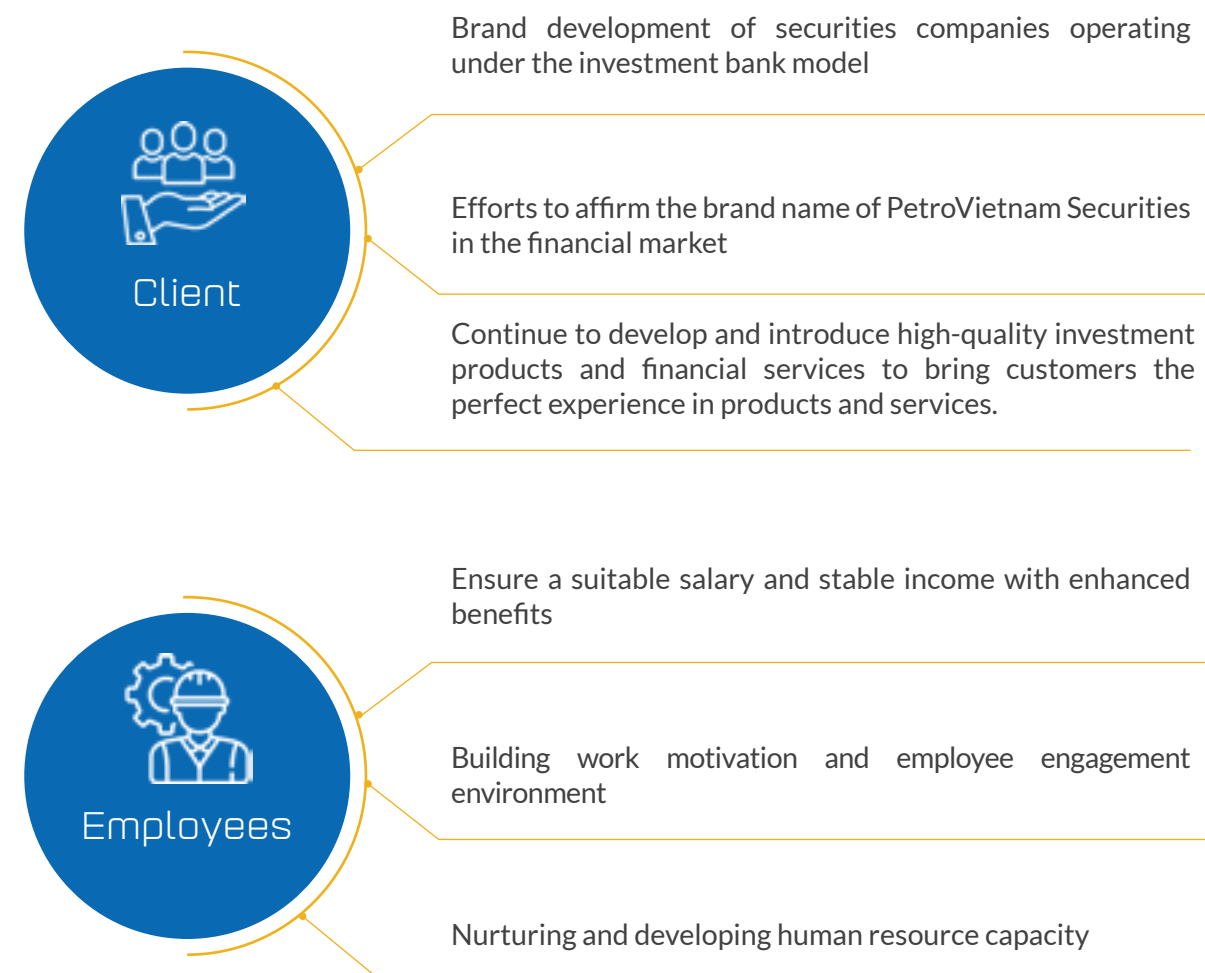


PART V. SUSTAINABLE DEVELOPMENT

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MODEL OF SUSTAINABLE DEVELOPMENT OF PSI	95
CONTENT OF SUSTAINABLE DEVELOPMENT REPORT	96

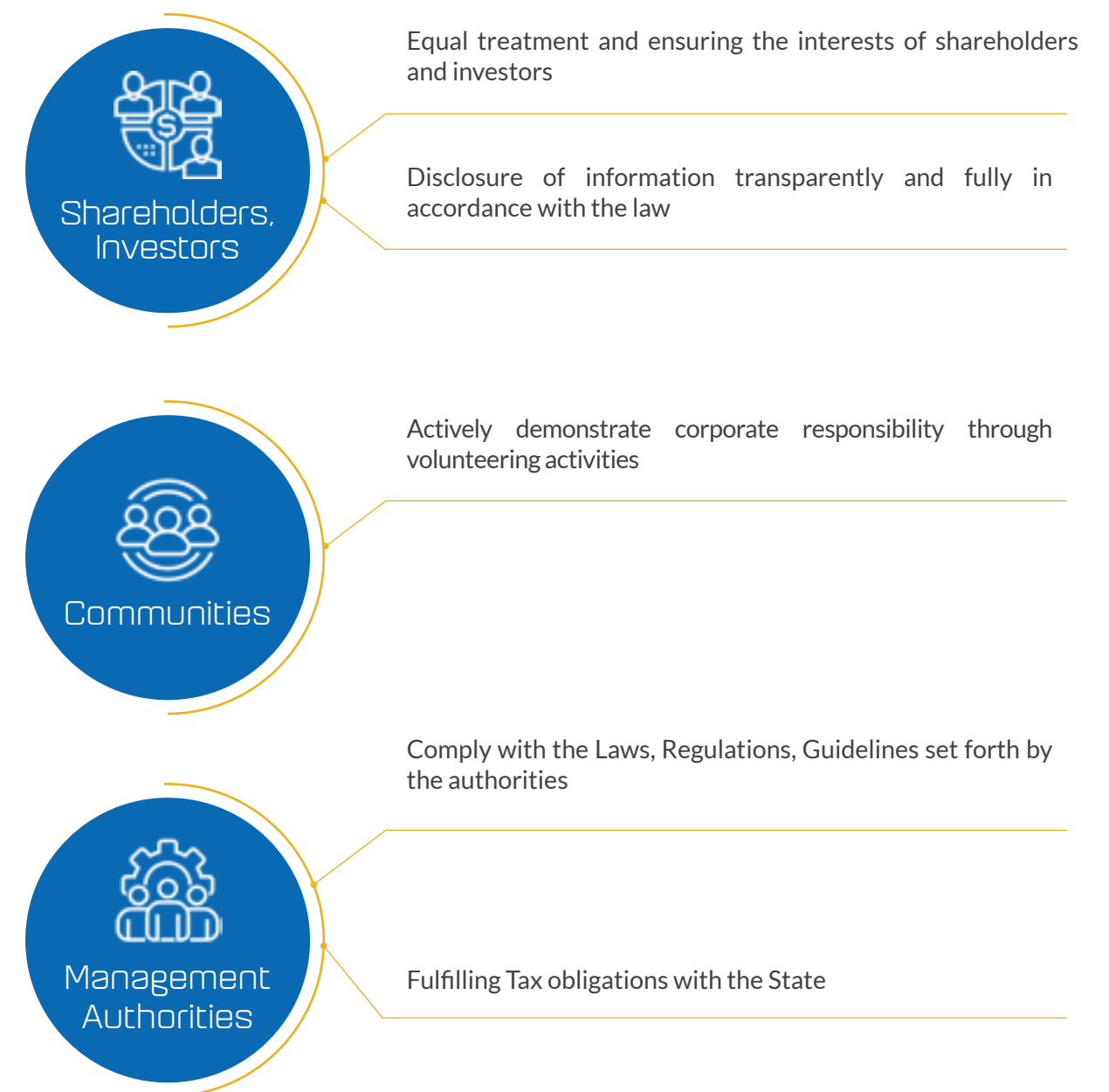
1. ORIENTATION OF SUSTAINABLE DEVELOPMENT OF PSI

From the early days of its establishment, PSI has always prioritized focusing on business activities around economic, social and environmental aspects - essential factors for the sustainable development of the business in the long run. term



2. MODEL OF SUSTAINABLE DEVELOPMENT OF PSI

PSI builds a sustainable development model based on impacts from PSI's activities on 3 factors: Economy, Society and Environment.



3. CONTENT OF SUSTAINABLE DEVELOPMENT REPORT

CUSTOMER: THE CENTER IN THE VALUE CHAIN THAT CREATES PSI'S PRODUCTS AND SERVICES

Understand customers to promptly respond to current customer needs and promote new customer development.

- In the development trend of the stock market, understanding the customers and segments using the product is something that PSI has been and continues to implement. All decisions about improving products and services or handling customer-requested problems are based on analytical information, understanding customer behavior in order to offer the most suitable solutions for each type of customers from time to time.

Brand Development of Securities Company operating under the investment bank model

- Developing and providing comprehensive financial solutions to customers
- Establishing close cooperation relationships with domestic and foreign Financial Institutions and Investment Funds.

Diversify products to suit each customer segment and market context

- In the context of increasing interest rates, PSI believes that the philosophy of creating leading products and services with attractive interest rates will meet the needs and minimize risks for customers, and affirm position and prestige of PSI
- In addition, online trading tools and utilities are increasingly being upgraded to meet the convenience and convenience needs of all customer segments.
- Understanding the difficulties of individual investors when participating in the stock market is an overall vision of an industry or business in the market. PSI has actively promoted consulting activities, with the goal of connecting the best quality information between PSI's senior analysts and investors.

EMPLOYEES: BUILDING AND DEVELOPING HUMAN RESOURCES

Ensure a suitable salary and stable income with advanced benefits.

- PSI always focuses on maintaining a friendly and professional working environment, ensuring legal benefits for employees such as social insurance, health insurance, accident insurance in addition to the worthy remuneration for the employees.
- Training and recruiting personnel, improving the quality of analysis and consulting, customer care.
- In an increasingly competitive market, PSI regularly enrolls employees for Securities Commission courses to help them update their latest industry, market, and professional knowledge.
- Creating a suitable development and promotion path and a friendly working environment.
- At PSI, management attaches great importance to cohesion and changes within employees as PSI grows in the Vietnamese financial market. Last year, PSI conducted a "Satisfaction Level" Survey with 100% of employees participating.
- In the past year, PSI new hires were at a low level compared to the market because most of the employees at PSI worked from 3 to 5 or more and the level of commitment to the business was high. This will continue to be the core, committed and experienced force to undertake the key tasks of the Company in the next period.





INVESTORS,
SHAREHOLDERS:
OPTIMIZING
SHAREHOLDER
VALUE

Maintain efficient and sustainable business operations

- PSI focuses on developing the internal strength of the Company to increase the Company’s value, and at the same time has an appropriate business strategy and transparent information so that the market can properly appreciate the true value of PSI shares.

Disclosure of information transparently

- PSI’s Investor Relations activities are carried out by the Communications department. To ensure the transparency of information to investors, PSI discloses information fully, accurately and timely, strictly in compliance with Circular 155/2015/TT-BTC of the Ministry of Finance and updated in accordance with Circular No. 96/2020/TT-BTC. All information is published on the Portal of the Department, the State Securities Commission as well as the PSI website, ensuring equality in terms of access to business information.
- Through the General Meeting of Shareholders and Annual Report, PSI’s shareholders are fully informed about PSI’s business results and all strategic development activities of the Company, including sustainability initiatives and activities.

COMMUNITY:
ACTIVELY
PERFORMING
THE ROLE OF
CORPORATE
RESPONSIBILITY FOR
THE DEVELOPMENT
OF THE SOCIAL
COMMUNITY

Support economic development, create stable jobs for workers

- PSI clearly identifies actions to contribute to the development of the community through supporting economic development, creating stable jobs for employees in the context of complicated developments of the COVID-19 epidemic and affect life.

Accompany the young generation.

- PSI always creates opportunities for interns to be trained through working, experience in a professional environment, ready to prepare for a career or start a business after finishing their academic years.

STATE
MANAGEMENT
AGENCIES: ENSURE
COMPLIANCE WITH
ALL PROVISIONS OF
VIETNAMESE LAW

Comply with regulations and laws set forth by competent authorities.

- In 2022, all PSI employees have strictly complied with laws and regulations related to business activities, PSI has not recorded any minutes or notices related to violations of laws and regulations in the business and social sector.

Actively contribute to the State budget

- Fulfilling financial obligations to the State is PSI’s commitment in contributing to the development and stable growth of Vietnam’s economy and society.

MEDIA AND
PRESS: MAINTAIN
TRANSPARENT
RELATIONSHIP

Willingness and openness to share information in the media and press

- PSI has built a sustainable partnership with major media agencies in Vietnam’s economy and finance such as CafeF, Securities Investment News, VnExpress, etc. Through cooperation, press agencies and PSI tighten strengthen the relationship of friendship, trust and mutual understanding. Thanks to the cooperation relationship, media and press units have contributed to making information and propaganda about PSI’s tasks and fields of work on publications ensure the right orientation.
- On the other hand, through cooperation with press agencies, PSI has more companions in propaganda work, thereby connecting more public audiences in many different areas, fields and scopes.

06

PART VI. FINANCIAL STATEMENTS



FINANCIAL STATEMENTS
PETROVIETNAM SECURITIES INCORPORATED
For the fiscal year ended as at 31/12/2022
(audited)

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

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PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

REPORT OF THE BOARD OF DIRECTORS

The Board of Directors of PetroVietnam Securities Incorporated (“the Company”) presents its report and the Company’s Financial statements for the fiscal year ended as at 31 December 2022.

THE COMPANY

PetroVietnam Securities Incorporated which was established pursuant to Securities Trading License No.26/UBCK-GPHDKD dated 19 December 2006 and Amended Securities Trading License No.62/GPDC-UBCK dated 24 September 2020 issued by the State Securities Commission. The company operates under Business Certificate No. 0102095561, first registered on December 6, 2006, registered for the 13th change on December 30, 2022.

The Company’s head office is located at: No.18 Ly Thuong Kiet Street, Hoan Kiem District, Hanoi, Vietnam.

BOARD OF MANAGEMENT, BOARD OF DIRECTORS AND BOARD OF SUPERVISION

The members of The Board of Management during the fiscal year and to the reporting date are:

Mr. Nguyen Anh Tuan	Chairman	
Mrs. Ho Viet Ha	Member	
Mr. Trinh The Phuong	Member	
Mr. Nguyen Xuan Hung	Member	
Mr. Tran Tuan Anh	Member	Appointed on April 28, 2022
Mr. Pham Anh Duc	Member	Resigned on April 28, 2022

The members of The Board of Directors in the fiscal year and to the reporting date are:

Mrs. Phan Quynh Nga	Standing Deputy Director	Appointed on January 09,2023
Mr. Nguyen Xuan Hung	Director	Appointed on June 15, 2022 and Resigned on January 9, 2023
Mr. Nguyen Manh Cuong	Deputy Director	

The members of the Board of Supervisors are:

Mr. Nguyen Van Nhiem	Head of Supervisory Board
Mr. Bui The Anh	Member
Mrs. Nguyen Thi An	Member

AUDITORS

The auditors of the AASC Auditing Firm Company Limited take the audit of Financial statements for the Company.

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

STATEMENT OF THE BOARD OF DIRECTORS’ RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

The Board of Directors is responsible for the Financial statements of each financial year which give a true and fair view of the statement of financial position of the Company and of results of its operation and its cash flows for the year. In preparing those Financial statements, The Board of Directors is required to:

- Establishment and maintenance of an internal control system which is determined necessary by The Board of Directors and Those charged with governance to ensure the preparation and presentation of Financial statements do not contain any material misstatement caused by errors or frauds;
- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the Financial statements;
- Prepare the Financial statements on the basis of compliance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the current requirements relevant to preparation and presentation of Financial statements;
- Prepare the Financial statements on going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of Directors is responsible for ensuring that proper accounting records are kept which disclosed, with reasonable accuracy at any time, the financial position of Company and to ensure that the accounting records comply with the registered accounting system. It is responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

We, The Board of Directors, confirm that the Financial statements for the fiscal year ended as at 31 December 2022 prepared by us, give a true and fair view of the financial position at 31 December 2022, results of its operations and its cash flows in the year 2022 of Company in accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the current requirements relevant to preparation and presentation of Financial statements.

Other Commitment

The Board of Directors pledges that the Company complies with Decree No.155/2020/ND-CP dated 31 December 2020 guiding detailed regulations on the implementation of a number of articles of the securities law and that the Company does not violate obligation to disclose information according to the provisions of Circular No. 96/2020/TT-BTC dated 16 November 2020 issued by the Ministry of Finance guiding the disclosure of information on securities market.

Phan Quynh Nga
Standing Deputy Director

Hanoi, 30 March 2023

INDEPENDENT AUDITORS’ REPORT

To: Shareholders, The Board of Management and The Board of Directors
PetroVietnam Securities Incorporated

We have audited the Financial statements of PetroVietnam Securities Incorporated prepared on 30 March 2023, as set out on pages 06 to 48, including: Statement of financial position as at 31 December 2022, Statement of comprehensive income, Statement of cash flows, Statement of changes in equity for the fiscal year ended as at 31 December 2022 and Notes to financial statements.

The Board of Directors’ responsibility

The Board of Directors responsible for the preparation of Financial statements that give a true and fair view in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the statutory requirements relevant to preparation and presentation of Financial statements and for such internal control as management determines is necessary to enable the preparation of Financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s responsibility

Our responsibility is to express an opinion on these Financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with standards, ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the Financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation of Financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Auditor’s opinion

In our opinion, the Financial statements give a true and fair view, in all material respects, of the financial position of PetroVietnam Securities Incorporated as at 31 December 2022, and of the results of its operations and its cash flows for the fiscal year ended as at 31 December 2022 in accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System applicable to securities companies and the statutory requirements relevant to preparation and presentation of financial statements.

Emphasis of matter

As stated in Note 5 - "Financial Assets" in the Notes to the financial statements, as at 31 December 2022, the Company's available for sale assets include investment in unlisted shares and entrusted investment with book value of VND 146.6 billion accounting for 22.2% of equity arising from 2012 or earlier and no further investment up to now. The Company made provision in diminution in value of investments in unlisted shares with accumulated amount VND 62 billion, liquidated a number of inefficient investments and are trying to take measures to bring the ownership ratio of these financial assets back to the regulations in Circular 121/2020/TT-BTC dated December 31, 2020 of the Ministry of Finance regulating the operation of securities companies.

This matter of emphasis does not change our unqualified audit opinion.

Công ty TNHH Hãng Kiểm toán AASC





Deputy General Director
Certificate of registration to audit practice
No: 0743-2023-002-1

Auditor
Certificate of registration to audit practice
No: 1369-2023-002-1

Ha Noi, 30 March 2023

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF FINANCIAL POSITION

As at 31 December 2022

Code	ASSETS	Note	31/12/2022 VND	01/01/2022 VND
100	A. CURRENT ASSETS		1,976,670,873,467	2,093,354,555,466
110	I. Financial assets		1,971,516,995,425	2,091,867,168,366
111	1. Cash and cash equivalents	4	281,268,671,770	52,555,942,778
111.1	1.1 Cash		281,268,671,770	52,555,942,778
112	2. Financial assets at fair value through profit or loss (FVTPL)	5	194,484,853,475	305,929,910,559
113	3. Held-to-maturity investments (HTM)	5	627,958,487,897	432,400,000,000
114	4. Loans	5	751,230,459,507	1,159,046,601,171
115	5. Available for sale financial assets (AFS)	5	146,593,812,833	145,696,548,218
116	6. Provision for impairment of financial assets and mortgage assets	6	(61,995,734,529)	(51,084,562,824)
117	7. Receivables	7	27,342,981,417	21,157,908,322
117.2	7.1 Receivables from and accruals for dividend and interest income		27,342,981,417	21,157,908,322
	7.1. Receive dividends, interest		12,534,450,688	11,711,603,351
	7.1. Accruals for dividend and interest income		14,808,530,729	9,446,304,971
118	8. Prepayments to suppliers	9	1,191,532,290	11,119,716,435
119	9. Receivables from services provided by the Company	7	8,538,624,877	10,444,495,767
122	10. Other receivables	7	11,160,437,706	21,143,305,331
129	11. Provision for impairment of receivables	8	(16,257,131,818)	(16,542,697,391)
130	II. Short-term accounts receivable		5,153,878,042	1,487,387,100
131	1. Advances		723,864,632	269,653,861
133	2. Short-term prepaid expenses	10	4,321,703,223	407,531,323
136	3. Taxes and other receivables from State budget	12	108,310,187	-
137	4. Other current assets		209,000,000	1,019,201,916
139	5. Provisions for impairment of other current assets		(209,000,000)	(209,000,000)
200	B. NON- CURRENT ASSETS		38,656,080,105	89,717,446,991
210	I. Long-term financial assets		-	50,012,500,000
212	1. Investments		-	50,012,500,000
212.1	1.1 Held-to-maturity investments (HTM)		-	50,012,500,000
220	II. Fixed assets		15,087,712,433	17,657,719,194
221	1. Tangible fixed assets	13	6,310,868,171	8,433,179,623
222	- Cost		27,863,320,092	27,200,559,792
223a	- Accumulated depreciation		(21,552,451,921)	(18,767,380,169)
227	2. Intangible fixed assets	14	8,776,844,262	9,224,539,571
228	- Cost		32,439,140,035	29,020,640,035
229a	- Accumulated amortization		(23,662,295,773)	(19,796,100,464)
250	V. Other long-term assets		23,568,367,672	22,047,227,797
251	1. Long-term mortgages, deposits, collateral	11	1,917,052,250	1,933,797,250
252	2. Long-term prepaid expenses	10	3,553,776,210	4,388,225,946
254	3. Deposits to Settlement Assistance Fund	15	18,097,539,212	15,725,204,601
270	TOTAL ASSETS		2,015,326,953,572	2,183,072,002,457

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF FINANCIAL POSITION

As at 31 December 2022

(continue)

Code	RESOURCES	Note	31/12/2022 VND	31/12/2022 VND
300	C. LIABILITIES		1,356,280,646,770	1,564,102,873,914
310	I. Current liabilities		1,356,180,174,028	1,564,002,401,172
311	1. Short-term borrowings and financial leases	16	831,780,000,000	332,050,000,000
	1.1 Short-term borrowings		831,780,000,000	332,050,000,000
316	3. Issued bonds	17	214,200,000,000	879,300,000,000
318	4. Payables for securities transaction activities	18	1,842,653,486	2,598,563,571
320	5. Trade payables	19	1,530,440,326	4,129,298,626
321	6. Advances from customers	20	6,290,467,510	2,137,442,500
322	7. Tax payables and statutory obligations	21	5,899,119,002	16,576,617,558
323	8. Payables to employees		4,938,800,873	7,306,809,658
324	9. Employee benefits		1,179,192,300	1,241,370,461
325	10. Accrued expenses	22	16,700,481,066	19,171,727,040
329	11. Other short-term payables	24	271,616,200,161	299,490,571,758
331	12. Bonus and welfare fund		202,819,304	-
340	II. Long-term liabilities		100,472,742	100,472,742
352	1. Long-term deposits, collateral received	23	90,000,000	90,000,000
355	2. Investor protection fund		10,472,742	10,472,742
400	D. OWNER'S EQUITY		659,046,306,802	618,969,128,543
410	I. Equity	25	659,046,306,802	618,969,128,543
411	1. Share Capital		624,576,190,150	624,576,190,150
411.1	1.1 Capital Contribution		598,413,000,000	598,413,000,000
411.1a	a. Ordinary shares with voting rights		598,413,000,000	598,413,000,000
411.2	1.3 Share Premium		26,163,190,150	26,163,190,150
412	2. Differences from revaluation of assets at fair value		-	(15,000,000,000)
414	3. Charter capital supplementary reserve fund		4,732,088,575	3,375,291,013
415	4. Operational risk and financial reserve fund		4,721,738,575	3,364,941,013
417	5. Retained earnings		25,016,289,502	2,652,706,367
417.1	5.1 Realized earnings		30,823,863,664	2,619,905,083
417.2	5.2 Unrealized earnings		(5,807,574,162)	32,801,284
440	TOTAL RESOURCES AND OWNER'S EQUITY		2,015,326,953,572	2,183,072,002,457

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

OFF-STATEMENT OF FINANCIAL POSITION ACCOUNTS

Code	ITEMS	Note	31/12/2022	01/01/2022
A. ASSETS OF THE SECURITIES COMPANY AND ASSETS MANAGED UNDER AGREEMENTS				
005	1. Foreign currencies	26	5,956.06	38,631.37
006	2. Quantity of outstanding shares in circulation		59,841,300	59,841,300
008	3. Financial assets listed/registered at the VSD of the Company		1,106,656	906,233
009	4. The Company's non-traded financial assets deposited at the VSD		98	98
012	5. The Company's financial assets which are not deposited at the VSD		14,656,678	15,816,796
B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS				
021	1. Financial assets listed/registered at the VSD of investors		2,280,660,769	2,011,035,965
021.1	a. Unrestricted financial assets		1,882,961,852	1,701,930,072
021.2	b. Restricted financial assets		165,273,055	165,236,143
021.3	c. Mortgaged financial assets		225,299,659	132,867,708
021.4	d. Blocked financial assets		18,021	18,021
021.5	e. Financial assets awaiting for settlement		7,108,182	10,984,021
022	2. Non-traded financial assets deposited at the VSD of investors		28,465,311	3,062,769
022.1	a. Unrestricted and non-traded financial assets deposited at the VSD		1,841,611	3,054,548
022.2	b. Restricted and non-traded financial assets deposited at the VSD		26,623,700	8,221
023	3. Awaiting financial assets of investors		7,162,842	10,677,740

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

OFF-STATEMENT OF FINANCIAL POSITION ACCOUNTS

Code	ITEM	Note	31/12/2022	01/01/2022
026	4. Investors' deposits	27	385,533,911,621	605,143,807,901
027	4.1 Investors' deposits for securities trading activities managed by the Company		377,949,819,419	548,215,355,938
029	4.2 Investors' deposits for securities transaction clearing and settlement		7,584,092,202	56,827,992,313
029.1	a. Domestic investors' deposits for securities transaction clearing and settlement		3,352,248,266	52,664,029,605
029.2	b. Foreign investors' deposits for securities transaction clearing and settlement		4,231,843,936	4,163,962,708
030	4.3 Deposits of securities issuers		-	100,459,650
031	5. Payables to investors - Investors' deposits for securities trading activities managed by the	28	385,533,911,621	605,043,348,251
031.1	5.1 Payables to domestic investors' deposits for securities trading activities managed by the Securities Company		372,388,380,989	576,412,047,890
031.2	5.2 Payables to foreign investors' deposits for securities trading activities managed by the Securities Company		13,145,530,632	28,631,300,361
035	6. Payables for dividend, principal and interest from bonds		-	100,459,650

Le Thi Thanh Tam
Preparer

Pham Thi Van
Chief Accountant

Phan Quynh Nga
Standing Deputy Director

Hanoi, 30 March 2023

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF COMPREHENSIVE INCOME

Year 2022

Code	ITEMS	Note	Year 2022 VND	Year 2021 VND
I. OPERATING INCOME				
01	1.1		180,421,707,917	134,360,295,693
01.1	a.	30.a)	165,110,123,085	125,950,332,633
01.2	b.	30.b)	13,359,046,685	7,845,613,380
01.3	c.	30.c)	1,952,538,147	564,349,680
02	1.2	30.c)	29,512,478,048	19,399,621,478
03	1.3	30.c)	147,272,043,962	120,784,816,832
04	1.4		-	260,000,000
06	1.5		69,314,374,242	128,067,047,004
07	1.6		9,090,909	-
09	1.7		7,545,360,810	6,911,978,448
10	1.8		33,982,920,055	29,888,262,954
11	1.9	30.d)	14,102,686,190	13,731,654,863
20	Total operating income		482,160,662,133	453,403,677,272
II. OPERATING EXPENSES				
21	2.1		113,968,537,328	23,294,710,767
21.1	a.	30.a)	94,479,983,601	16,334,210,707
21.2	b.	30.b)	19,199,422,131	6,644,388,444
21.3	c.		289,131,596	316,111,616
24	2.2		10,911,171,705	12,650,000,000
26	2.3		61,623,413,539	96,980,351,439
27	2.4		107,388,677,045	134,474,442,386
28	2.5		-	9,090,910
30	2.6		7,391,654,666	7,400,678,400
31	2.7		25,331,627,253	26,873,696,368
32	2.8		841,436,343	1,286,394,670
40	Total operating expenses		327,456,517,879	302,969,364,940
III. FINANCIAL INCOME				
		31		
41	3.1		161,322,326	8,482,883
42	3.2		1,550,409,379	1,766,627,707
50	Total financial income		1,711,731,705	1,775,110,590

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

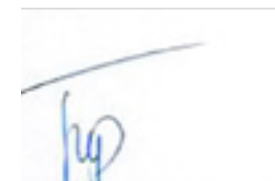


Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF COMPREHENSIVE INCOME

Year 2022

Code	ITEMS	Note	Year 2022 VND	Year 2021 VND
IV. FINANCIAL EXPENSES				
		32		
51	4.1		24,615,592	42,882,547
52	4.2		87,923,251,848	59,070,026,764
60	Total financial expenses		87,947,867,440	59,112,909,311
62	VI. GENERAL AND ADMINISTRATIVE EXPENSES	33	42,132,440,088	49,658,261,875
70	VII. OPERATING PROFIT		26,335,568,431	43,438,251,736
VIII. OTHER INCOME AND EXPENSES				
71	8.1		245,109,829	127,418,671
72	8.2		3,500,001	20
80	Total other operating profit		241,609,828	127,418,651
90	IX. TOTAL PROFIT BEFORE TAX		26,577,178,259	43,565,670,387
91	9.1		32,417,553,705	42,364,445,451
92	9.2		(5,840,375,446)	1,201,224,936
100	X. CORPORATE INCOME TAX EXPENSES	34	-	8,412,819,156
100.1	10.1	34.	-	8,412,819,156
200	XI. PROFIT AFTER TAX		26,577,178,259	35,152,851,231
300	XII. OTHER COMPREHENSIVE GAIN/LOSS AFTER TAX			-
301	12.1		15,000,000,000	-
400	Total other comprehensive income		15,000,000,000	-
500	XIII. NET INCOME ON COMMON SHARES			
501	13.1	35	444	587

Le Thi Thanh Tam
Preparer

Pham Thi Van
Chief Accountant

Phan Quynh Nga
Standing Deputy Director

Hanoi, 30 March 2023

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF CASH FLOWS

Year 2022
(Under indirect method)

Code	ITEM	Note	Year 2022 VND	Year 2021 VND
	I. Cash flow from operating activities			
01	1. <i>Profit before tax</i>		26,577,178,259	43,565,670,387
02	2. <i>Adjustments for</i>		103,663,758,044	73,760,163,220
03	- Depreciation and amortisation		6,651,267,061	5,425,325,013
04	- Provisions		10,625,606,132	11,159,211,577
05	- Gains/losses from unrealized foreign exchange		14,042,382	(2,317,882)
06	- Interest expense		87,923,251,848	59,070,026,764
07	- Gains/losses from investing activities		(1,550,409,379)	(1,892,082,252)
10	3. <i>Adjustments for</i>		19,199,422,131	6,644,388,444
11	- Loss from revaluation of financial assets at FVTPL		19,199,422,131	6,644,388,444
18	4. <i>Adjustments for</i>		(13,359,046,685)	(7,845,613,380)
19	- Gains from revaluation of financial assets at FVTPL		(13,359,046,685)	(7,845,613,380)
30	5. <i>Adjustments for</i>		260,546,310,546	(809,257,270,462)
31	- Increase/(decrease) in fair value through profit or loss financial assets (FVTPL)		105,604,681,638	(290,552,025,103)
32	- Increase/(decrease) of held-to-maturity investments (HTM)		(145,545,987,897)	(204,535,760,190)
33	- Increase/(decrease) in loans		407,816,141,664	(531,353,524,696)
34	- Increase/(decrease) in available-for-sale financial assets		14,102,735,385	73,010,000,000
35	- Decrease/(Increase) in receivables from disposal of financial assets		-	1,625,000
36	- Decrease/(Increase) in receivables and accruals for dividend, interest from financial assets		(6,185,073,095)	(6,841,305,155)
37	- Decrease/(Increase) in receivables from services provided by the Securities Company		6,058,895,900	2,324,068,168
39	- Decrease/(Increase) in other receivables		9,982,867,625	29,540,806,516
40	- Decrease/(Increase) in other assets		(2,016,343,466)	(462,457,369)
41	- (Decrease)/Increase in accrued expenses (without interest expenses)		2,389,290,989	7,911,380,954
42	- Decrease/Increase in prepaid expenses		(3,079,722,164)	974,100,366
43	- Corporate income tax paid		(5,079,149,205)	(3,000,000,000)
44	- Loan interest paid		(92,783,788,811)	(50,797,340,935)
45	- (Decrease)/Increase in trade payables		7,329,325,845	3,537,695,703
46	- Increase/(Decrease) in employee benefits		(62,178,161)	577,437,588
47	- Increase/(Decrease) in tax payables and statutory obligations (without corporate income tax)		(5,706,659,538)	8,218,061,561
48	- Increase/(Decrease) in payables to employees		(2,368,008,785)	6,414,091,690
50	- Increase in other payables		(28,630,281,682)	154,898,389,323
51	- Other receipts from operating activities		60,000,000	185,110,000
52	- Other expenses on operating activities		(1,340,435,696)	(9,307,623,883)
60	<i>Net cash flows from operating activities</i>		396,627,622,295	(693,132,661,791)

PETROVIETNAM SECURITIES INCORPORATED

No.18 Ly Thuong Kiet Street, Hoan Kiem District,
Hanoi, Vietnam

Financial statements

For the fiscal year ended as at 31/12/2022

STATEMENT OF CASH FLOWS

Year 2022
(Under indirect method)

Code	ITEM	Note	Year 2022 VND	Year 2021 VND
	II. CASH FLOWS FROM INVESTING ACTIVITIES			
61	1. Purchase of fixed assets, investment property and other long-term assets		(4,081,260,300)	(5,306,476,909)
62	2. Proceeds from disposals of fixed assets, investment property and other assets		-	125,454,545
65	3. Dividends and profits are divided from long-term financial in		1,550,409,379	1,766,627,707
70	<i>Net cash flows from investing activities</i>		(2,530,850,921)	(3,414,394,657)
	III CASH FLOWS FROM FINANCING ACTIVITIES			
73	1. Proceeds from borrowings		6,450,417,029,740	6,675,440,000,000
73.1	1.1 Other loans		6,450,417,029,740	6,675,440,000,000
74	2. Repayment of borrowings		(6,615,787,029,740)	(5,939,870,000,000)
74.1	2.1 Other loan principal payments		(6,615,787,029,740)	(5,939,870,000,000)
80	<i>Net cash flows from financing activities</i>		(165,370,000,000)	735,570,000,000
90	IV. Net decrease/increase in cash and cash equivalents		228,726,771,374	39,022,943,552
101	V. Cash and cash equivalents at beginning of the year		52,555,942,778	13,530,681,344
101.1	- Cash		52,555,942,778	13,530,681,344
102	- Exchange rate differences		(14,042,382)	2,317,882
103	VI. Cash and cash equivalents at end of the year	4	281,268,671,770	52,555,942,778
103.1	- Cash		281,268,671,770	52,555,942,778

CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE INVESTORS

Year 2022

Code	ITEM	Note	Year 2022	Year 2021
			VND	VND
	I. Cash flows from brokerage and trust activities of the investors			
01	1.	Cash receipts from disposal of brokerage securities of customers	24,670,763,781,732	42,504,870,376,145
02	2.	Cash payments for acquisition of brokerage securities of customers	#####	#####
08	3.	Cash payments for settlement of securities transaction of customers	(1,757,375,276,182)	(4,173,506,121,307)
11	4.	Cash payments for custodian fees of customers	(7,545,360,810)	(6,911,978,448)
14	5.	Cash receipt from securities issuers	1,391,380,352,807	1,229,068,830,152
15	6.	Cash payments to securities issuers	(1,391,480,812,457)	(1,229,020,858,002)
20	Net increase/decrease in cash during the year		(219,609,896,280)	(559,237,185,555)
30	II Cash and cash equivalents of investors at the beginning of year		605,143,807,901	1,164,380,993,456
31	Cash at banks:		605,143,807,901	1,164,380,993,456
32	- Investors' deposits managed by the Company for securities trading activities		548,215,355,938	1,109,153,908,468
34	- Investors' deposits for securities transaction clearing and settlement		56,827,992,313	55,174,597,488
35	- Deposits of securities issuers		100,459,650	52,487,500
40	III. Cash and cash equivalents of investors at the end of year		385,533,911,621	605,143,807,901
41	Cash at banks:		385,533,911,621	605,143,807,901
42	- Investors' deposits managed by the Company for securities trading activities		377,949,819,419	548,215,355,938
44	- Investors' deposits for securities transaction clearing and settlement		7,584,092,202	56,827,992,313
45	- Deposits of securities issuers		-	100,459,650



Le Thi Thanh Tam
 Preparer



Pham Thi Van
 Chief Accountant



Phan Quynh Nga
 Standing Deputy Director

Hanoi, 30 March 2023

STATEMENT OF CHANGES IN OWNERS' EQUITY
 Year 2022

ITEMS	Note	Beginning balance		Increase / Decrease		Ending balance	
		Year 2021		Year 2022		31/12/2021	
		Increase	Decrease	Increase	Decrease	VND	VND
1.	Contributed legal capital						
1.1	Ordinary shares with voting rights					624,576,190,150	624,576,190,150
1.2	Share Premium					598,413,000,000	598,413,000,000
2.	Charter capital supplementary reserve fund					26,163,190,150	26,163,190,150
3.	Operational risk and financial reserve fund					3,375,291,013	3,375,291,013
4.	Asset revaluation differences					3,364,941,013	4,721,738,575
5.	Retained earnings					(15,000,000,000)	(15,000,000,000)
5.1	Realized earnings					2,652,706,367	2,652,706,367
5.2	Unrealized earnings					2,619,905,083	30,823,863,664
						32,801,284	(5,807,574,162)
TOTAL		584,316,277,312	618,969,128,543	500,000,000	44,290,773,383	618,969,128,543	659,046,306,802



Le Thi Thanh Tam
 Preparer

Pham Thi Van
 Chief Accountant

Phan Quynh Nga
 Standing Deputy Director

Hanoi, 30 March 2023

NOTES TO THE FINANCIAL STATEMENTS

Year 2022

1 . BACKGROUND

1.1 . Forms of Ownership

PetroVietnam Securities Incorporated which was established pursuant to Securities Trading License No.26/UBCK-GPHDKD dated 19 December 2006 and Amended Securities Trading License No.62/GPDC-UBCK dated 24 September 2020 issued by the State Securities Commission. The company operates under Business Certificate No. 0102095561, first registered on December 6, 2006, registered for the 13th change on December 30, 2022.

The Company’s head office is located at: No.18 Ly Thuong Kiet Street, Hoan Kiem District, Hanoi, Vietnam.

Company's charter capital under Business License: VND 598,413,000,000, contributed charter capital as at 31 December 2022 is VND 598,413,000,000; equivalent to 59,841,300 shares with the price of VND 10,000 per share.

The total number of employees of the Company as at 31 December 2022 is: 167 people (as at 31 December 2021: 159 people).

The Company's shares were officially registered for trading at the Hanoi Stock Exchange Center (now the Hanoi Stock Exchange) from July 21, 2010 with the stock symbol PSI.

The Company’s member entities are as follows:

Name of member entities	Place of establishment and operation
Ho Chi Minh Branch	1 st Floor, PVFCCo Building, No. 43 Mac Dinh Chi Street, 1 District, Ho Chi Minh City
Vung Tau Branch	5 th Floor, Silver Sea Building, No. 47 Ba Cu Street, Vung Tau City
Da Nang Branch	Floor G and Floor 1 of PVComBank Danang Building, Lot A2.1, 30/4 Street, Hoa Cuong Bac Ward, Hai Chau District, Da Nang City

1.2 . Business field

The Company’s business activities include: securities brokerage; securities trading; securities investment advisory; custodian services and underwriting for securities issues.

2 . ACCOUNTING SYSTEM AND ACCOUNTING POLICY

2.1 . Accounting period and accounting monetary unit

Annual accounting period commences from 1st January and ends as at 31st December.

The Company maintains its accounting records in VND.

2.2 . Accounting Standards and Accounting system

Accounting System

The Company applies the accounting system applicable to securities companies issued by the Ministry of Finance in accordance with Circular No. 210/2014/TT-BTC dated December 30, 2014 ("Circular 210") on guiding accounting applicable to securities companies and Circular No. 334/2016/TT-BTC dated December 27, 2016 ("Circular 334") amending, supplementing and replacing Appendix 02 and 04 of Circular No. Circular 210. These Circulars provide regulations related to accounting documents, accounting account system as well as the method of preparing and presenting financial statements of the Securities Company.

Announcement on compliance with Vietnamese standards and accounting system

The Company applies Vietnamese Accounting Standards and supplement documents issued by the State. Financial statements are prepared in accordance with regulations of each standard and supplement documents as well as with current accounting system.

Form of accounting record

The Company is applying accounting record by computer.

2.3 . Basis for preparation of Financial Statements

Financial statements are presented based on historical cost principle.

2.4 . Apply new guidelines

On December 17, 2021, the Ministry of Finance issued Circular No. 114/2021/TT-BTC ("Circular 114") repealing the entire Circular No. 146/2014/TT-BTC dated October 6, 2014, guiding the financial regime for securities companies and fund management companies promulgated by the Ministry of Finance. Circular 114 takes effect from February 1, 2022.

Some of the major changes in Circular 114 that affect the Company's financial statements during the operating period include:

- Regulations on setting up and handling provisions for devaluation of inventories, loss of investments, and bad debts shall comply with Circular 48/2019/TT-BTC dated August 8, 2019 ("Circular 48") issued by the Ministry of Finance and amendments, supplements and replacement documents (if any);
- Regulations on the use of the balance of the reserve fund to supplement charter capital, financial reserve fund and professional risks set up according to the provisions of Circular No. 146/2014/TT-BTC. balance of reserve fund supplementing charter capital, financial reserve fund and operational risks as presented in Note 2.14.

On April 7, 2022, the Ministry of Finance issued Circular No. 24/2022/TT-BTC ("Circular 24") amending and supplementing a number of articles of Circular 48 guiding the setting up and handling of accounts receivable. provision for devaluation of inventories, loss of investment contracts, bad debts. Accordingly, Circular 24 amends the object of making provision, excluding government bonds, government-guaranteed bonds, local government bonds and Circular 24 takes effect from May 25, 2022.

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2.5 . Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash in banks and short-term, highly liquid investments with an original maturity of less than three months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

Cash deposit for disposing underwriting securities is the money receive from disposing underwriting securities at the designated commercial bank by the function of the Company - Securities underwriting organizations (underwriting principal or secondary) (including proceeds from securities sale agents) and principal, interest and dividend payments of the Issuing Organizations.

Deposits for clearing payment for securities transactions are amounts ready for clearing and settlement of the Company and investors at T + x at the request of the Vietnam Securities Depository Center (VSD). It may be opened at the designated bank to make payment for the purchases or sale of securities according to the net deduction result.

Investors' deposits on securities trading are presented at the non-financial statements (Off - statement of financial accounts).

2.6 . Financial assets and Financial liabilities*a) Initial recognition*

Financial assets

Financial assets of the Company including cash and cash equivalents, financial assets at fair value through profit and loss (FVTPL), held-to-maturity investments (HTM), loans, available for sale financial assets (AFS) and receivables. At initial recognition, financial assets are identified by purchasing price/issuing cost plus other expenses directly related to the purchase and issuance of those assets, except financial assets at fair value through profit and loss (FVTPL) are identified by purchasing price/issuing cost.

Financial liabilities

Financial liabilities of the Company including loans, trade payables and other payables, accrued expenses. At initial recognition, financial liabilities are determined by issuing price plus other expense directly related to the issuance of those liabilities.

b) Classification principles

Financial assets at fair value through profit or loss (FVTPL): financial asset is classified as FVTPL if it was held for the purpose of selling or repurchasing in financial market through researching and analyzing with profit-taking expectation. The other financial assets are not classified to FVTPL when they are sold, they must be reclassified to FVTPL.

Financial assets FVTPL is a debt instrument at maturity which must be recognized as receivables and provision as doubtful debts (if any).

Financial assets held to maturity (HTM): are non-derivative financial assets with fixed or determinable payments, with fixed term fixed assets that the Company intends to accumulate. Extreme and capable of holding until the due date, except:

- Non-derivative financial assets which, at the date of initial recognition, have been classified into the recognition group by the Company as value through profit / loss (FVTPL);
- Non-derivative financial assets have been classified as available for sale (AFS) by the Company;
- Non-derivative financial assets satisfy the definition of loans and receivables.

After initial recognition, financial assets held to maturity (HTM) are determined at amortized cost using real interest rate method.

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Loans: are non-derivative financial assets with fixed or identifiable payments and not listed on the perfect market.

Types of loan commitments made:

- Margin contract;
- Prepaid of selling securities contract.

After initial recognition, loans are measured at amortized cost using the real interest rate method, except for loans to financial assets recognized at fair value through profit or loss; Financial liabilities arising from the transfer a financial asset that are not eligible for discontinuance or when applicable in accordance with the continued relevant regulations; financial guarantee contracts.

Available for sale financial assets (AFS): are the non-derivative financial assets that are determined as available for sale or are not classified as:

- Loans or Receivables;
- Held to maturity investments;
- Financial assets at fair value through profit and loss (FVTPL).

Financial assets that are invested by the Company but have no short-term investment objectives and long-term objectives have not been identified. Therefore, this is a limited financial asset classified in the Company's operations.

Financial liabilities recognized through profit or loss: are financial liabilities that meet one of the following conditions:

- Financial liabilities are classified by The Board of Management into the holding group for business;
- At the time of initial recognition, the Company classified financial liabilities into groups that recognized through profit or loss.

Financial liabilities recognized by amortized value: financial liabilities are not classified as financial liabilities recognized through profit or loss.

c) Revalue financial asset principles

Revaluation of financial assets FTVPL and AFS at market value or fair value is according to the method of valuation in accordance with the law. In case, there is no market prices at the most recent trading date, the Company uses fair value to revalue its financial assets. The fair value is determined on the base of respect for the principle, method or model of valuation theory of financial assets approved by the Board of Management.

The fair value/market value of financial assets is determined in accordance as follows:

- The market value of the securities listed on the Hanoi Stock Exchange and the Ho Chi Minh City Stock Exchange is the closing price of the last trading day counted to the date of revaluation;
- For securities of unlisted companies on the stock market but registered for trading on the trading market of unlisted public companies (UPCOM), the market value is determined as average reference in the last 30 consecutive trading days before the time of re-evaluation announced by the Stock Exchange.
- For listed securities that are canceled or suspended from trading or are stopped from trading from the sixth trading day on, the actual securities price is the book value at the date of the latest statement of financial position.
- For unlisted and unregistered securities on the trading market of unlisted public companies (UPCom), the stock price as the basis for re-evaluation is the price collected from sources. reference information that the Board of Management considers that this price represents the market price of these securities.

Securities without a reference price from the above sources will be evaluated for the possibility and extent of discounting based on the consideration of the financial position and book value of the issuer as at 31 December 2022.

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The difference in increase/decrease dues to revalue FVTPL are recorded according to the principle of non-offset and presented in the Statement of Comprehensive Income on 02 items: the item "Loss from financial assets at fair value through profit and loss (FVTPL)" - details "Loss from revaluation of financial assets at FVTPL" (if the assessment decreases) and the item "Gain from financial assets at fair value through profit and loss (FVTPL)" - Details "Gain from revaluation of financial assets at FVTPL" (if the assessment increases).

The difference in increase/decrease dues to revalue AFS are recognized directly in equity of the Statements of Financial Position on the item "Asset revaluation differences".

At the reporting date, the Company also assesses whether there is objective evidence that AFS financial assets are impaired. An increase or decrease in the provisioning account balance is recognized in the income statement under the item "Expenses of provision for financial assets, handling of loss of bad receivables and loss of impairment of financial assets. and borrowing costs of loans".

- In the case of equity instruments classified as available for sale, objective evidence includes a substantial or persistent decrease in the fair value of the investment below its carrying amount. "Significant" is used to measure the cost of an investment and "extended" is used to refer to the period during which fair value is below cost. When there is evidence of impairment, a provision is made based on the difference between cost and fair value at the time of assessment.

- In the case of debt instruments classified as available for sale, impairment assessment is made on the same criteria as HTM investments. When there is evidence of impairment, provision is made based on the difference between the amortized amount and the fair value at the time of assessment.

Held-to-maturity financial assets are assessed for impairment at the balance sheet date. Provisions are made for these investments when there is objective evidence that the investment is recoverable or recoverable as a result of one or more loss events occurring in the adverse effect on expected future cash flows. Objective evidence of impairment may include the market value/fair value (if any) of the impaired debt, signs that the debtor or group of debtors is experiencing financial difficulties. significant financial exposure, default or late repayment of interest or principal, the possibility of the debtor becoming bankrupt or a financial restructuring, and observable data indicating that there is a decline It is possible to quantify expected future cash flows, such as changes in repayment conditions, financial position associated with the possibility of default. When there is evidence of impairment, provision is made on the basis of the difference between the amortized value and the fair value at the time of assessment. An increase or decrease in the provisioning account balance is recognized in the income statement under the entry "Expenses of provision for financial assets, handling of loss of bad receivables, loss of impairment of financial assets. and borrowing costs of loans".

Loans are made provision of impairment at the Statement of Financial Position date. Provision for loans is made on the basis of the estimated loss, calculated as the difference between the market value of the security used as collateral for the loan and the balance of the loan. Increases and decreases of provision are recognized in the Statement of Comprehensive Income on the "Provision expenses for diminution in value and impairment of financial assets, doubtful receivables and borrowing costs of loans".

2.7 . Short-term and long-term deposits received

Deposits received are recording amounts enterprises received deposits related to business to be performed in compliance with regulations of law in force. Deposits received are not under assets of the Company, the Company has to manage separately from monetary assets of the Company.

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2.8 . Short-term and long-term receivables

Receivables from disposal of financial assets: reflects the total value of receivables from the sale of financial assets in the Company's financial asset portfolio (not through the Stock Exchanges), including the maturity value of the financial assets or liquidation. manage these financial assets.

Receivables from and accruals for dividend and interest income: reflecting receivables from and accruals for dividend and interest income belonging to the Company's financial asset list.

Receivables of services rendered by the Company: reflecting receivables of the Company with the Stock Exchange, the Vietnam Securities Depository (VSD), the Investors are clients of the Company, with Securities issuing organizations or underwriters of securities and receivables from securities trading activities.

Receivables are tracked in detail by receivable term, receivable object, receivable currency type, and other factors according to the Company's management needs. Receivables are classified as short-term and long-term in the financial statements based on the remaining maturity of the receivables at the reporting date.

Provision for impairment of receivables: The provision for doubtful debts is made for receivables that are overdue under an economic contract, a loan agreement, a contractual commitment or a promissory note and for receivables that are not due but difficult to be recovered. Accordingly, the provisions for overdue debts shall be based on the due date stipulated in the initial sale contract, exclusive of the debt rescheduling between contracting parties and the case where the debts are not due but the debtor is in bankruptcy, in dissolution, or missing and making fleeing.

The level of provision for bad debts is determined according to Circular No. 48/2019/TT-BTC issued by the Ministry of Finance on August 8, 2019 and Circular 24/2022/TT-BTC issued by the Ministry of Finance. The financials issued on April 7, 2022 are as follows:

Overdue period	Provision rate
From over six (06) months to less than one (01) year	30%
From one (01) year to less than two (02) years	50%
From two (02) years to less than three (03) years	70%
From three (03) years and above	100%

2.9 . Fixed assets

Fixed assets (tangible and intangible) are initially stated at the historical cost. During the using time, fixed assets (tangible and intangible) are recorded at cost, accumulated depreciation and carrying amount.

Depreciation is provided on a straight-line basis. Annual rates calculated to write off the cost of each asset evenly over its expected useful life as follows:

- Transportation equipment	06 - 10	year
- Office equipment and furniture	03 - 07	year
- Management software	02 - 06	year
- Other fixed assets	03 - 05	year

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2.10 . Prepaid expenses

Prepaid expenses only related to present fiscal year are recognised as short-term prepaid expenses and are recorded into operating costs.

Prepaid expenses incurred during the year but related to business operations of several years are recorded as long-term prepaid expenses and are amortised to the income statement in several years.

The Company's prepaid expenses include:

- Tools and supplies include assets held by the Company for use in the ordinary course of business, with cost of each asset less than VND 30 million and therefore ineligible for recording. Received as fixed assets according to current regulations. Cost of tools and equipment is amortized on a straight-line basis over a period of 1 to 3 years.
- Other prepaid expenses including office rental, royalties and other prepaid expenses are stated at cost and amortized on a straight-line basis over their useful lives from 1 year to 5 years.

2.11 . Short-term and long-term payables

Payables is presented according to term of payables, details for every entity, details for each type of currency and the other factors due to the management of the Company.

Loans: reflects the situation of bond issuance and bond payment; reflect the temporary borrowings and repayment the loans of the Company to the Bank, Vietnam Securities Depository Center, Settlement Assistance Fund or other borrowers in accordance with the regulations on lending activities applicable to securities companies.

Payables for securities transaction activities: reflect the payment situation about Fees for securities trading activities, Securities services for the Stock Exchange, Vietnam Securities Depository (VSD), payable to the Securities release agent.

Payables to a securities issuing organization: reflecting the Securities Issuing Organization payable's receipt and payment of disposing underwriting securities by The Company in the primary or secondary issuing company Primary or secondary securities, including the circumstance which the issued company disposed securities through agents.

2.12 . Borrowing costs

Borrowing costs are recognized as operating expenses in the year, in which it is incurred excepting those which are directly attributable to the construction or production of a qualifying asset are capitalized as part of the cost of that asset in accordance with VAS No. 16 “Borrowing costs”. Besides, regarding borrowings serving the construction of fixed assets and investment properties, the interests shall be capitalized even when the construction duration is under 12 months.

2.13 . Accrued expenses

Accrued expenses include payables to goods or services received from the suppliers or provided for the customers during the reporting period, but the payments for such goods or services have not been made and other payables such as annual leave salary, expenses arising from seasonal cessation of production, interest expenses, etc. which are recorded as operating expenses of the reporting period.

The recording of accrued expenses as operating expenses during the year shall be carried out under the matching principle between revenues and expenses during the year. Accrued expenses are settled with actual expenses incurred. The difference between accrued and actual expenses is reverted.

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2.14 . Owner’s equity

Owner’s equity is stated at actually contributed capital of owners.

Share premium is recorded at the difference between the par value with costs directly attributable to the issuance of shares and issue price of shares (including the case of re-issuing treasury shares) and can be a positive premium (if the issue price is higher than par value and costs directly attributable to the issuance of shares) or negative premium (if the issue price is lower than par value and costs directly attributable to the issuance of shares).

Differences in revaluation of assets at fair value are reflected when revaluation of financial assets at fair value. Revalued assets include: available-for-sale financial assets; fixed assets; or re-assess assets when there is a decision of the State on re-evaluation of assets (if any).

Retain earnings of the Company include realized profits and unrealized profits. Accumulated realized profit of the Company at the end of the previous period is the basis for distributing profit to the owner. Accumulated unrealized profit at the end of the previous period is not the basis for distribution to the owner.

Realised profit during the period is the net difference between total revenue and income, and total expenses in the statement of comprehensive income of the Company. The profit is used to allocate for the owner will not contains losses realized at the beginning and losses not yet realized until distributing of interest to the owners. The distribution of the Company's profits to the owner must be transparent and in accordance with the securities law and other relevant laws applicable to the securities company, Charter of the securities company, Resolution of the General Meeting of Shareholders. Profits have distributed income to capital contributing members or shareholders after subtracting the tax liabilities to be calculated on the income they are entitled to.

On December 17, 2021, the Ministry of Finance issued Circular No. 114/2021/TT-BTC to annul Circular No. 146/2014/TT-BTC of the Minister of Finance guiding the financial regime for securities companies, fund management companies. Accordingly:

- For the balance of the reserve fund to supplement charter capital set up according to the provisions of Circular No. 146/2014/TT-BTC: Used to supplement charter capital in accordance with the Securities Law No. 54/2019/QH14, guiding documents and the Company's operating charter.
- For the balance of the financial reserve fund and professional risks set up according to the provisions of Circular No. 146/2014/TT-BTC: Used to supplement charter capital or used under the decision of the General Meeting shareholders, the Board of members or the President of the Company in accordance with the provisions of the Law on Securities No. 54/2019/QH14, guiding documents and the charter of the organization and operation of the enterprise, ensuring that the company's targets are met. financial safety in accordance with the securities law.

Dividends to be paid to shareholders are recognised as a payable in Statement of Financial position after the announcement of dividend payment from the Board of Management and announcement of cut-off date for dividend payment of Vietnam Securities Depository Center.

2.15 . Foreign currency transactions

Transactions in currencies other than accounting unit of the Company (VND) are recorded at the rate of exchange ruling at the dates of transactions. Monetary items denominated in foreign currencies are revalued as

- For accounts classifies as asset: applies exchange rates of purchases of commercial banks where Company regularly conducts transaction;
- For accounts classified as liabilities: applies exchange rates of selling foreign currency of commercial banks where Company regularly conducts transaction.

All sums of real exchange rates for foreign currency transactions in the period and real exchange rate upon re-determining accounts derived from foreign currencies at the end of the year are recorded immediately to Statement of Comprehensive Income.

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2.16 . Revenue*Rendering of services*

Revenue from rendering of services is recognized when the outcome of that transaction can be measured reliably. Where a transaction involving the rendering of services is attributable to several periods, each period's revenue should be recognized by reference to the stage of completion at the balance sheet date. The outcome of a transaction can be estimated reliably when all the following conditions are satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Company;
- The stage of completion of the transaction at the balance sheet date can be measured reliably;
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

The stage of completion of a transaction may be determined by surveys of work completed method.

Income from securities trading

Income from disposing of proprietary financial assets FVTPL is determined as the difference between the selling price and the cost of the number of FVTPL financial assets sold. Income from sale of financial assets is income earned.

Income from an increasing revalue of FVTPL proprietary financial assets at fair value. Income from revaluation financial asset in FVTPL proprietary financial assets are unrealized income.

Income derived from FVTPL, HTM, loans including: loan interest arising on loans in accordance with the Law on Securities; Dividends, dividends distributed from stock, bond interest; Interest derived from fixed deposits.

Dividends and dividends arising from financial assets belonging to the Company's portfolio: FVTPL, HTM, and AFS are recognized when the Company is entitled to receive dividends from the ownership of the shares already established.

Income from business cooperation contracts

Income is recognized when the parties in the business cooperation contracts announce the distributed income to the parties under the terms of the contract.

2.17 . Operating expenses and general and administrative expenses

Costs are recognized into operating costs when it may decrease economic benefits at the generating time or it may be determined in a certain way, no distinction it was paid or not.

2.18 . Financial income, financial expense*Financial income*

- Exchange income difference;
- Income from interest is recognized in the Statement of Comprehensive Income on accrual basis;
- Dividends, profit is distributed from subsidiaries, joint ventures and associates;
- Other financial income from investment;
- Bonus shares or dividends paid by stocks: No earnings are recognized when the rights to receive bonus shares or stock dividend is established.

Income from business cooperation contracts

- Exchange expenses;
- Interest expenses;
- Loss from disposal the investment in subsidiaries, joint ventures and associates;
- Provision for devaluation of long-term investments;
- Other financial expenses (transfer fees, ...)

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2.19 . Taxation

- a) Current corporate income tax expenses

Current corporate income tax expenses are determined based on taxable income during the year and current corporate income tax rate.

- b) Current corporate income tax rate

The Company is subject to corporate income tax of 20% on business activities for the fiscal year ended as at 31 December 2022.

2.20 . Earnings per share

Basic earnings per share amounts are calculated by dividing net profit or loss after tax for the year attributable to ordinary shareholders of the Company (after adjusting for the bonus and welfare fund and allowance for Board of Directors) by the weighted average number of ordinary shares outstanding during the year.

2.21 . Related Parties

The parties are regarded as related parties if that party has the ability to control or significantly influence the other party in making decisions about the financial policies and activities. The Company's related parties include:

- Companies, directly or indirectly through one or more intermediaries, having control over the Company or being under the control of the Company, or being under common control with the Company, including the Company's parent, subsidiaries and associates;
- Individuals, directly or indirectly, holding voting power of the Company that have a significant influence on the Company, key management personnel including directors and employees of the Company, the close family members of these individuals;
- Enterprises that the above-mentioned individuals directly or indirectly hold an important part of the voting power or have significant influence on these enterprises.

In considering the relationship of related parties to serve for the preparation and presentation of Financial Statements, the Company should consider the nature of the relationship rather than the legal form of the

2.22 . Segment information

A segment is a distinguishable component of the Company that is engaged in providing an individual or group of related products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from other components.

Segment information should be prepared in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Company in order to help users of financial statements better understand and make more informed judgments about the Company as a whole.

3 . VALUE OF SECURITIES TRANSACTION THIS YEAR

	Volume of securities transaction this year	Volume of securities transaction this year
		VND
Securities company	45,836,900	5,295,667,979,000
- Shares	754,900	21,702,880,000
- Bonds	45,082,000	5,273,965,099,000
Investors	1,969,640,596	47,790,916,016,482
- Shares	1,891,744,050	41,246,804,883,920
- Bonds	64,499,338	6,538,989,223,362
- Other securities	13,397,208	5,121,909,200
	2,015,477,496	53,086,583,995,482

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4 . CASH AND CASH EQUIVALENTS

	31/12/2022	01/01/2022
	VND	VND
Cash on hand	164,649,478	188,371,714
Cash at bank	182,787,378,159	21,274,993,999
Cash at bank for securities transaction compensation payment	98,316,644,133	31,092,577,065
	281,268,671,770	52,555,942,778

5 . FINANCIAL ASSETS
a) Financial assets at fair value through profit and loss (FVTPL)

	31/12/2022		01/01/2022	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Listed securities	21,965,904,352	16,158,330,190	16,195,727,436	16,228,528,720
Unlisted securities	178,326,523,285	178,326,523,285	178,106,781,839	178,106,781,839
Certificates of deposit	-	-	111,594,600,000	111,594,600,000
	200,292,427,637	194,484,853,475	305,897,109,275	305,929,910,559

b) Available for sale financial assets (AFS)

	31/12/2022		01/01/2022	
	Book value	Fair value	Book value	Fair value
	VND	VND	VND	VND
Unlisted securities	141,693,812,833	79,698,078,304	155,796,548,218	89,711,985,394
Trust Portfolio Management	4,900,000,000	4,900,000,000	4,900,000,000	4,900,000,000
	146,593,812,833	84,598,078,304	160,696,548,218	94,611,985,394

c) Held-to-maturity investments (HTM)

	31/12/2022	01/01/2022
	VND	VND
Term deposits with 01 year term (1)	577,400,000,000	432,400,000,000
Certificate of Deposit of Joint Stock Commercial Bank for Investment and Development of Vietnam (2)	50,558,487,897	-
	627,958,487,897	432,400,000,000

(1) Including 1-year term deposit contracts deposited at Joint Stock Commercial Bank for Investment and Development of Vietnam with interest rates from 5%/year to 6.6%/year.

(2) Certificate of deposit has a term of 1 year from June 30, 2022 to June 30, 2023 with an interest rate of 5.5%/year.

d) Loans

	31/12/2022	01/01/2022
	VND	VND
Margin operation	679,498,984,168	1,021,910,491,903
Prepaid of selling securities operation	71,731,475,339	137,136,109,268
	751,230,459,507	1,159,046,601,171

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Change in market value of financial assets

	Book value		Market value		Increase		Decrease		Revaluation value	
	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VN
FVTPL	200,292,427,637	305,897,109,275	194,484,853,475	305,929,910,559	809,256,310	809,256,310	(6,997,807,985)	(776,455,026)	194,484,853,475	305,929,910,559
Listed Upcom	21,965,904,352	16,195,727,436	16,158,330,190	16,228,528,720	809,256,310	809,256,310	(6,997,807,985)	(776,455,026)	16,158,330,190	16,228,528,720
PPY	723,795	723,795	323,900	767,600	43,805	43,805	(399,895)	(6,000,000)	323,900	767,600
PVI	-	3,184,500,000	-	3,178,500,000	-	-	-	-	-	3,178,500,000
PAI	5,018,100,000	5,018,100,000	-	4,265,385,000	-	-	-	(752,715,000)	6,122,082,000	4,265,385,000
PAN	9,750,116,561	3,701,937,500	4,783,760,800	3,852,849,000	-	150,911,500	(4,966,355,761)	-	4,783,760,800	3,852,849,000
OIL	-	3,215,000,000	-	3,420,000,000	-	205,000,000	-	-	3,420,000,000	3,420,000,000
VPB	4,748,817,890	14,094,930	3,570,745,700	18,759,200	-	4,664,270	(1,178,072,190)	-	3,570,745,700	18,759,200
Others	2,448,146,106	1,061,371,211	1,681,417,790	1,492,267,920	-	4,664,270	(852,980,139)	(17,740,026)	1,681,417,790	1,492,267,920
Unlisted Bonds	178,326,523,285	178,106,781,839	178,326,523,285	178,106,781,839	86,251,823	448,636,735	-	-	178,326,523,285	178,106,781,839
Phuc Dong Housing Development JSC	-	15,290,048,144	-	15,290,048,144	-	-	-	-	-	15,290,048,144
No Ya Land Investment Group Corporation(*)	51,130,411,662	41,946,729,091	51,130,411,662	41,946,729,091	-	-	-	-	51,130,411,662	41,946,729,091
FECON Corporation	37,130,399,205	6,199,427,089	37,130,399,205	6,199,427,089	-	-	-	-	37,130,399,205	6,199,427,089
Kinh Bac Development Corporation - JSC	46,951,778,062	48,095,099,226	46,951,778,062	48,095,099,226	-	-	-	-	46,951,778,062	48,095,099,226
Song Da Corporation - JSC	-	66,536,678,289	-	66,536,678,289	-	-	-	-	-	66,536,678,289
Hai Phat Investment JSC	43,113,934,356	38,800,000	43,113,934,356	38,800,000	-	-	-	-	43,113,934,356	38,800,000
Certificate of deposit	-	111,594,600,000	-	111,594,600,000	-	-	-	-	-	111,594,600,000
Registered Certificate of Deposit No.VPB/CCTG-11901	-	50,219,600,000	-	50,219,600,000	-	-	-	-	-	50,219,600,000
Certificate of Deposit Vietnam Joint Stock Commercial Bank for	-	61,375,000,000	-	61,375,000,000	-	-	-	-	-	61,375,000,000

h) . Change in market value of financial assets

	Book value		Market value		Increase		Decrease		Revaluation value	
	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022	31/12/2022	01/01/2022
					VND	VND	VND	VND	VND	VN
AFS(**)	146,593,812,833	160,696,548,218	84,598,078,304	94,611,985,394	-	-	(61,995,734,529)	(66,084,562,824)	84,598,078,304	94,611,985,39
Unlisted	141,693,812,833	155,796,548,218	79,698,078,304	89,711,985,394	-	-	(61,995,734,529)	(66,084,562,824)	79,698,078,304	89,711,985,39
High Tech Concrete Investment JSC (I)	5,000,000,000	5,000,000,000	-	-	-	-	(5,000,000,000)	(5,000,000,000)	-	-
Petrovietnam Power Project Consultant JSC	-	2,000,000,000	-	-	-	-	-	(2,000,000,000)	-	-
Petroleum Mechanical Executing and Assembly JSC	-	3,000,000,000	-	-	-	-	-	(3,000,000,000)	-	-
Petrovietnam Trade Union Finance Investment Corporation (I)	25,392,900,028	25,392,900,028	-	-	-	-	(25,392,900,028)	(25,392,900,028)	-	-
Vietnam Industrial Gas Joint Stock Company (I)	-	4,800,000,000	-	-	-	-	-	-	-	4,800,000,00
Mai Linh Quang Ngai Minerals JSC (I)	7,650,000,000	7,650,000,000	-	-	-	-	(7,650,000,000)	(7,650,000,000)	-	-
Thanhson Cement Company (I)	10,000,000,000	10,000,000,000	-	-	-	-	(10,000,000,000)	(10,000,000,000)	-	-
Phu Yen Cashew Nust JSC (I)	-	4,316,900,000	-	-	-	-	-	(4,316,900,000)	-	-
Duyen Hai Petro Construction Investment Joint Stock Company (I)	18,750,000,000	18,750,000,000	10,403,504,109	10,390,697,766	-	-	(8,346,495,891)	(8,359,302,234)	10,403,504,109	10,390,697,76
PetroVietnam Insurance Finance Investment Joint	10,835,250,000	10,835,250,000	10,835,250,000	10,835,250,000	-	-	-	-	10,835,250,000	10,835,250,00
Sai Gon Technologies, INC	13,981,000,000	13,981,000,000	13,981,000,000	13,981,000,000	-	-	-	-	13,981,000,000	13,981,000,00
Vinaconex Trading Development Joint Stock Company (I)	34,000,000,000	34,000,000,000	34,000,000,000	33,634,539,438	-	-	-	(365,460,562)	34,000,000,000	33,634,539,43
Vietnam Oil and Gas Trading Investment Joint Stock Company (I)	16,068,000,000	16,068,000,000	10,461,661,390	16,068,000,000	-	-	(5,606,338,610)	-	10,461,661,390	16,068,000,00
Others	16,662,805	2,498,190	16,662,805	2,498,190	-	-	-	-	16,662,805	2,498,19
Entrust investments portfolio	4,900,000,000	4,900,000,000	4,900,000,000	4,900,000,000	-	-	-	-	4,900,000,000	4,900,000,00
	346,886,240,470	466,593,657,493	279,082,931,779	400,541,895,953	1,190,233,823	809,256,310	(68,993,542,514)	(66,861,017,850)	279,082,931,779	400,541,895,95

e) . Change in market value of financial assets

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Note:

(1) Investments the Company has made provision for according to the guidance in Circular No. 48/2019/TT-BTC dated August 8, 2019 of the Minister of Finance guiding the setting up and handling management of provisions for devaluation of inventories, loss of investments, bad debts and warranties of products, goods, services and construction works at the enterprise. Accordingly, the market value of these investments is determined by the difference between the purchase price and the provision made.

(*) As of December 31, 2022, the Company is holding 617,783 bonds including bond codes issued by Nova Real Estate Investment Group Joint Stock Company and is being monitored on the following items: Financial assets recognized through profit/loss (FVTPL) totaled 51.13 billion VND. In which, including VND 6.72 billion of bonds NVLH2130009 matured for payment in February 2023. Currently, the Issuer is in the process of handling collateral assets to fulfill payment obligations to bondholders. For the remaining bonds, the Issuing Organization has sent a written request to the bondholders for their opinions on extending the bond payment period in accordance with Decree 08/2023/ND-CP dated March 5, 2023.

(**) As of December 31, 2022, the Company is directly investing in unlisted stocks with the amount of VND 141.7 billion, entrusting investment in unlisted stocks with the amount is 4.9 billion dong, accounting for 22.2% of equity, arising from 2012 or earlier and no further investment up to now. In 2022, the Company has transferred some unlisted shares and the Company is trying to negotiate with investors and interested shareholders wishing to buy back the remaining shares to make the transfer. In order to bring the ownership rate to the right threshold specified in Circular 121/2020/TT-BTC dated December 31, 2020 of the Ministry of Finance regulating the operation of securities companies.

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6 . PROVISION FOR IMPAIRMENT OF FINANCIAL ASSETS AND MORTGAGE ASSETS

	31/12/2022	01/01/2022
	VND	VND
Provision for impairment of available for sale financial assets (AFS)	61,995,734,529	51,084,562,824
<i>High Tech Concrete Investment Joint Stock Company</i>	<i>5,000,000,000</i>	<i>5,000,000,000</i>
<i>PetroVietnam Trade Union Finance Investment Corporation</i>	<i>25,392,900,028</i>	<i>25,392,900,028</i>
<i>Mai Linh Quangngai Minerals Joint Stock Company</i>	<i>7,650,000,000</i>	<i>7,650,000,000</i>
<i>Thanh Son Cement Joint Stock Company</i>	<i>10,000,000,000</i>	-
<i>Duyen Hai Petro Construction Investment Joint Stock Company</i>	<i>8,346,495,891</i>	<i>8,359,302,234</i>
<i>Vinaconex Trading Development Joint Stock Company</i>	-	<i>365,460,562</i>
<i>Petro Vietnam Commerce Investment Joint Stock Company</i>	<i>5,606,338,610</i>	-
<i>Phu Yen Cashew Nuts Joint - Stock Company</i>	-	<i>4,316,900,000</i>
	61,995,734,529	51,084,562,824

7 . RECEIVABLES

	31/12/2022	01/01/2022
	VND	VND
Receivables from and accruals for dividend and interest income	14,808,530,729	9,446,304,971
Receivables from interest of margin activities	5,404,728,477	4,581,881,140
Receivables from interest of prepaid of selling securities contracts	7,129,722,211	7,129,722,211
Receivables from services provided by the Company	8,538,624,877	10,444,495,767
- <i>Receivables from brokerage activities</i>	<i>172,235,492</i>	<i>419,186,070</i>
- <i>Receivables from consulting activities</i>	<i>7,033,649,931</i>	<i>7,670,159,868</i>
- <i>Other receivables from other financial services</i>	<i>1,332,739,454</i>	<i>2,355,149,829</i>
Other receivables	11,160,437,706	21,143,305,331
- <i>Receivables from cooperation contract</i>	-	<i>10,000,000,000</i>
- <i>Other receivables</i>	<i>11,160,437,706</i>	<i>11,143,305,331</i>
	47,042,044,000	52,745,709,420

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For the fiscal year ended as at 31/12/2022**8 . PROVISION FOR IMPAIRMENT OF RECEIVABLES**

	Amount of doubtful debt	Current year			Last year
		Beginning	Provision	Reversal	
	VND	VND	VND	VND	VNE
Provision for doubtful debts and provision for collection of dividends and interest due	7,129,722,211	7,129,722,211	-	7,129,722,211	7,129,722,211
- PetroVietnam Insurance Finance Investment Joint Stock Company	7,129,722,211	-	-	-	7,129,722,211
Provision for bad debts for other receivables	9,230,669,762	9,412,975,180	258,681,383	(544,246,956)	9,412,975,180
- Receivables from consulting activities	6,052,949,931	6,100,059,868	101,337,019	(137,446,956)	6,100,059,868
- Receivables for other services	662,739,454	797,934,935	157,344,364	(406,800,000)	797,934,935
- Receivable Margin Trading Contracts	2,514,980,377	2,514,980,377	-	-	2,514,980,377
	16,360,391,973	16,542,697,391	258,681,383	(544,246,956)	16,542,697,391

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9 . SHORT-TERM PREPAYMENTS TO SUPPLIERS

	31/12/2022	01/01/2022
	VND	VND
BrotherCapital Investment Consulting Joint Stock Company	-	10,000,000,000
Goline Service And Informatics Technology Corporation	-	597,000,000
HD design & build interior design and construction Co., Ltd	451,831,105	-
Others	739,701,185	522,716,435
	1,191,532,290	11,119,716,435

10 . PREPAID EXPENSES
a) Short-term prepaid expenses

	31/12/2022	01/01/2022
	VND	VND
Fees for internet line rental and information provision service	727,661,262	134,782,013
Office renovation costs	136,501,140	272,749,310
Others	3,457,540,821	-
	4,321,703,223	407,531,323

b) Long-term prepaid expenses

	31/12/2022	01/01/2022
	VND	VND
Tools and consumables awaiting for allocation	981,224,419	1,143,630,266
Prepaid expenses for renting office	1,373,131,794	2,615,138,604
Prepaid expenses for leased line Internet	220,449,032	491,192,297
Others	978,970,965	138,264,779
	3,553,776,210	4,388,225,946

11 . LONG-TERM DEPOSITS, COLLATERALS AND PLEDGES

	31/12/2022	01/01/2022
	VND	VND
Deposit for renting office and others	1,917,052,250	1,933,797,250
	1,917,052,250	1,933,797,250

12 . TAX AND TAX RECEIVABLE

	31/12/2022	01/01/2022
	VND	VND
Value-added tax	22,729,448	-
Corporate income tax	85,580,739	-
	108,310,187	-

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13 . TANGIBLE FIXED ASSETS

	Machinery, equipment	Transportation equipment	Total
	VND	VND	VND
Original cost			
As at 01/01/2022	3,398,642,200	23,801,917,592	27,200,559,792
Purchase	-	662,760,300	662,760,300
As at 31/12/2022	3,398,642,200	24,464,677,892	27,863,320,092
Accumulated depreciation			
As at 01/01/2022	1,337,812,876	17,429,567,293	18,767,380,169
Depreciation	424,420,008	2,360,651,744	2,785,071,752
As at 31/12/2022	1,762,232,884	19,790,219,037	21,552,451,921
Net carrying amount			
As at 01/01/2022	2,060,829,324	6,372,350,299	8,433,179,623
As at 31/12/2022	1,636,409,316	4,674,458,855	6,310,868,171

In which:

- Cost of fully depreciated tangible fixed assets but still in use: VND 14,030,876,664.

The Company has not determined the fair value of tangible fixed assets because Vietnamese's Accounting Standards, Vietnamese Accounting System applied for securities companies has not guided in detail on the determination of the fair value.

14 . INTANGIBLE FIXED ASSETS

	Trading software, accounting software	Others	Total
	VND	VND	VND
Original cost			
As at 01/01/2022	27,980,640,035	1,040,000,000	29,020,640,035
Purchase	3,418,500,000	-	3,418,500,000
As at 31/12/2022	31,399,140,035	1,040,000,000	32,439,140,035
Accumulated depreciation			
As at 01/01/2022	18,756,100,464	1,040,000,000	19,796,100,464
Depreciation	3,866,195,309	-	3,866,195,309
As at 31/12/2022	22,622,295,773	1,040,000,000	23,662,295,773
Net carrying amount			
As at 01/01/2022	9,224,539,571	-	9,224,539,571
As at 31/12/2022	8,776,844,262	-	8,776,844,262

- Cost of fully depreciated tangible fixed assets but still in use: VND 14,870,001,295.

The Company has not determined the fair value of intangible fixed assets because Vietnamese's Accounting Standard, Vietnamese Accounting System applied for securities companies has not guided in detail on the determination of the fair value.

15 . DEPOSITS TO SETTLEMENT ASSISTANCE FUND

	31/12/2022	01/01/2022
	VND	VND
Initial deposit	120,000,000	120,000,000
Additional payment and accumulated amortized interest	17,977,539,212	15,605,204,601
Ending balance	18,097,539,212	15,725,204,601

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16 . BORROWING AND FINANCIAL LEASES LIABILITIES

	01/01/2022	Increase in the year	Decrease in the year	31/12/2022
	VND	VND	VND	VND
Short-term borrowings	332,050,000,000	6,089,417,029,740	(5,589,687,029,740)	831,780,000,000
Bank overdrafts	332,050,000,000	6,089,417,029,740	(5,589,687,029,740)	831,780,000,000
	332,050,000,000	6,089,417,029,740	(5,589,687,029,740)	831,780,000,000

Detail short-term borrowings	31/12/2022	01/01/2022
	VND	VND
Joint Stock Commercial Bank for Investment and Development of Vietnam – Ha Thanh Branch (1)	541,800,000,000	302,050,000,000
Joint Stock Commercial Bank for Investment and Development of Vietnam – Thai Ha Branch (2)	79,980,000,000	30,000,000,000
Bao Viet Commercial Joint Stock Bank (3)	210,000,000,000	-
	831,780,000,000	332,050,000,000

Detail information on bank borrowing is as follows:

- (1) Overdraft contracts signed between the Company and the Joint Stock Commercial Bank for Investment and Development of Vietnam - Ha Thanh Branch with the following detailed terms:
- + Borrowing purpose: To serve investment and business activities of government bonds, government-guaranteed bonds, valuable papers and other securities (excluding corporate bonds and stocks);
 - + Term of the contract: 12 months;
 - + Interest rate: determined in each specific credit contract according to the Bank's interest rate regime from time to time;
 - + Forms of loan security: Mortgage/mortgage/guarantee contracts with the Bank.
- (2) Overdraft contracts signed between the Company and Bank for Investment and Development of Vietnam - Thai Ha Branch with the following detailed terms:
- + Borrowing purpose: to make up for the temporary shortfall in payment (short-term capital) due to the failure to keep up with the payment cash flow;
 - + Term of the contract: 12 months;
 - + Interest rate: determined in each specific credit contract according to the Bank's interest rate regime from time to time;
 - + Forms of loan security: Mortgage/mortgage/guarantee contracts with the Bank.
- (3) Line credit contract number: 0664-2022-HDTD1-BVB005 signed on September 30, 2022, with the following detailed terms:
- + Credit limit: VND 300,000,000,000;
 - + Borrowing purpose: Investing in Government Bonds, Government Guaranteed Bonds, Certificates of Deposit. Including the purpose of offsetting the investment made;
 - + Term of the contract: maximum 03 months/loan contract;
 - + Interest rate: determined in each Debt Acceptance Agreement.

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17 . SHORT-TERM ISSUED BONDS

	31/12/2022	01/01/2022
	VND	VND
Non-convertible corporate bonds (*)	214,200,000,000	879,300,000,000
	214,200,000,000	879,300,000,000

- (*) Information about individual bond issuance results in:
- + Par value: VND 100,000,000/bond;
 - + Number of bonds issued until 31/12/2022 : 2,142,000 bonds;
 - + Nominal interest rate: Fixed rate from 9%/year to 9.5%/year;
 - + Bond maturity date: April 1, 2023 and October 1, 2023;
 - + Issuing purpose: increasing scale of working capital of the Company.

18 . PAYABLES FOR SECURITIES TRADING ACTIVITIES

	31/12/2022	01/01/2022
	VND	VND
Payable to Hanoi Stock Exchange	262,336,470	280,573,139
Payable to Ho Chi Minh City Stock Exchange	952,885,663	1,710,807,397
Payable to the Securities Depository Center	627,431,353	607,183,035
	1,842,653,486	2,598,563,571

19 . SHORT - TERM TRADE PAYABLES
Trade payables detailed by suppliers with large account balances

	31/12/2022	01/01/2022
	VND	VND
CMC System Integration Company Limited	-	1,077,350,000
Goline Service And Informatics Technology Corporation	435,020,000	-
Others	1,095,420,326	3,051,948,626
	1,530,440,326	4,129,298,626

20 . SHORT-TERM PREPAYMENT FROM CUSTOMER

	31/12/2022	01/01/2022
	VND	VND
Prepayment for buying and selling proprietary shares	5,559,999,990	1,560,000,000
Prepayment for consulting	721,600,000	577,442,500
Others	8,867,520	-
	6,290,467,510	2,137,442,500

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21 . TAXATION AND STATUTORY OBLIGATIONS

	31/12/2022	01/01/2022
	VND	VND
Value added tax	-	59,573,848
Business income tax	-	4,993,568,466
Personal income tax	5,606,213,360	11,459,149,478
Other taxes	292,905,642	64,325,766
	5,899,119,002	16,576,617,558

The Company's tax settlements are subject to examination by the tax authorities. Because the application of tax laws and regulations on many types of transactions is susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities.

22 . SHORT - TERM ACCRUED EXPENSES

	31/12/2022	01/01/2022
	VND	VND
Accrued interest expenses	4,272,024,319	9,132,561,282
Brokerage expenses	12,428,456,747	10,039,165,758
	16,700,481,066	19,171,727,040

23 . LONG-TERM DEPOSITS, COLLATERAL RECEIVED

	31/12/2022	01/01/2022
	VND	VND
Receive an office leasing deposit, others	90,000,000	90,000,000
	90,000,000	90,000,000

24 . SHORT - TERM OTHER PAYABLES

	31/12/2022	01/01/2022
	VND	VND
Dividend, interest from dividend payables to investors	14,027,934,271	18,901,259,095
Payable for service contracts provided by the securities company (*)	231,307,012,292	255,748,160,452
Surplus of assets awaiting resolution	1,027,648,903	1,027,648,903
Margin discount for customers	-	2,525,900,617
Payable on behalf of customers	17,342,544,432	18,480,395,412
Others	7,911,060,263	2,807,207,279
	271,616,200,161	299,490,571,758

(*) Payables related to the contracts signed between the Company and customers through the Company's search and introduction of securities codes for customers with investment needs; or doing business for the appropriate purpose as prescribed by law.

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25 . OWNER'S EQUITY
a) Details of owner's invested capital

	Rate	31/12/2022	Rate	01/01/2022
	(%)	VND	(%)	VND
Vietnam Public Joint Stock Commercial Bank	51.17%	306,226,740,000	51.17%	306,226,740,000
SMBC Nikko Securities Inc.	14.90%	89,163,000,000	14.90%	89,163,000,000
Thanh Viet Financial Investment Joint Stock Company	6.57%	39,312,000,000	6.77%	40,498,000,000
Other shareholders	27.36%	163,711,260,000	27.16%	162,525,260,000
	100%	598,413,000,000	100%	598,413,000,000

b) Undistributed earnings

	31/12/2022	01/01/2022
	VND	VND
Realized earnings	30,823,863,664	2,619,905,083
Unrealized earnings	(5,807,574,162)	32,801,284
	25,016,289,502	2,652,706,367

c) The situation of income distribution for shareholders or capital contributors

	31/12/2022	01/01/2022
	VND	VND
Realized earnings undistributed previous year	2,619,905,083	(30,831,721,212)
Unrealized loss accumulated to the end of the fiscal year	(5,807,574,162)	32,801,284
Realized gain/loss accumulated to the beginning of the year	32,417,553,705	33,951,626,295
Earnings distributed to shareholders accumulate to the end of the fiscal year	35,037,458,788	3,119,905,083
The deduction of funds from profit	(4,213,595,124)	(500,000,000)
- Charter capital supplementary reserve fund	(1,356,797,562)	-
- Operational risk and financial reserve fund	(1,356,797,562)	-
- Bonus and welfare fund	(1,500,000,000)	(500,000,000)
Realized earning undistributed accumulated to the end of the fiscal year	30,823,863,664	2,619,905,083

According to Resolution No.01/NQ-DHDCD-CKDK dated 28 April 2022, issued by General Meeting of Shareholders, the Company announced the distribution of undistributed after-tax profit in 2021 as follows:

	Amount
	VND
Charter capital supplementary reserve fund (*)	1,356,797,562
Operational risk and financial reserve fund (*)	1,356,797,562
Bonus and welfare fund	1,500,000,000

(*) For the balance of the reserve fund to supplement charter capital and the balance of the financial reserve fund and operational risks already set up, the Company intends to use it to supplement the charter capital or use it according to the decision of the Company. Decision of the General Meeting of Shareholders in accordance with the provisions of the Securities Law No. 54/2019/QH14, guiding documents and the charter of the organization and operation of the enterprise, ensuring to meet the financial safety criteria in accordance with the provisions of law provisions of the securities law.

d) Capital transactions with owners and distribution of dividends and profits

	Year 2022	Year 2021
	VND	VND
Owner's invested capital	624,576,190,150	624,576,190,150
- At the beginning of year	624,576,190,150	624,576,190,150
- At the ending of year	624,576,190,150	624,576,190,150

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e) Stocks

	31/12/2022	01/01/2022
Quantity of Authorized issuing stocks	59,841,300	59,841,300
Quantity of issued stocks	59,841,300	59,841,300
- <i>Common stocks</i>	<i>59,841,300</i>	<i>59,841,300</i>
Quantity of circulation stocks	59,841,300	59,841,300
- <i>Common stocks</i>	<i>59,841,300</i>	<i>59,841,300</i>
Par value per stock (VND)	10,000	10,000

26 . FOREIGN CURRENCIES

	31/12/2022	01/01/2022
Foreign currencies		
- USD	5,956.06	38,631.37

27 . INVESTORS' DEPOSITS

	31/12/2022	01/01/2022
	VND	VND
Investors' deposits for securities trading activities managed by the Company	377,949,819,419	548,215,355,938
1. Domestic investors	377,949,819,419	548,215,355,938
Investors' deposits for securities transaction clearing and settlement	7,584,092,202	56,827,992,313
1. Domestic investors	3,352,248,266	52,664,029,605
2. Foreign investors	4,231,843,936	4,163,962,708
Deposits of securities issuers	-	100,459,650
2. Foreign investors	-	100,459,650
	385,533,911,621	605,143,807,901

28 . PAYABLES TO INVESTORS

	31/12/2022	01/01/2022
	VND	VND
1. Payables to investors - Investors' deposits for securities trading activities managed by the Company	385,533,911,621	605,043,348,251
1.1. Domestic investors	372,388,380,989	576,412,047,890
1.2. Foreign investors	13,145,530,632	28,631,300,361
	385,533,911,621	605,043,348,251

29 . LOAN PAYABLES OF INVESTORS TO THE COMPANY

	31/12/2022	01/01/2022
	VND	VND
1. Margin transaction payables	684,903,712,645	1,026,492,373,043
1.1 Principal of margin transaction	679,498,984,168	1,021,910,491,903
<i>Domestic investors</i>	<i>679,498,984,168</i>	<i>1,021,910,491,903</i>
1.2 Interest of margin transaction	5,404,728,477	4,581,881,140
<i>Domestic investors</i>	<i>5,404,728,477</i>	<i>4,581,881,140</i>
2. Prepaid of selling securities operation payables	71,731,475,339	137,136,109,268
2.1 Principal of prepaid of selling securities operation	71,731,475,339	137,136,109,268
<i>Domestic investors</i>	<i>71,731,475,339</i>	<i>137,136,109,268</i>
	756,635,187,984	1,163,628,482,311

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For the fiscal year ended as at 31/12/2022**30 . OPERATING INCOME**
a) Profit, loss of financial assets

	Quantity	Total amount	Cost	Gain, loss from trading shares of current year		Gain, loss from trading shares of previous year	
				Gain	Loss	Gain	Loss
						VND	VND
- Shares of Vietnam Technological and Commercial Joint-stock Bank	-	-	-	-	-	513,831,759	-
- Shares of PVI Holdings	65,000	3,332,390,000	3,184,500,000	147,890,000	-	2,991,890,000	-
- Petrovietnam Oil Phu Yen Joint Stock Company	-	-	-	-	-	-	2,686,786,256
- FECON Corporation	-	-	-	-	-	895,301,981	-
- Shares of Petrovietnam Power Corporation	200,000	4,150,000,000	3,215,000,000	935,000,000	-	-	-
- Certificates of deposit	150,003	318,303,188,356	317,687,250,000	615,938,356	-	3,024,448,862	4,857,534
- Petroleum Mechanical Executing and Assembly Joint Stock Company	300,000	7,389,600	3,000,000,000	-	2,992,610,400	-	-
- Phu Yen Cashew Nuts Joint - Stock Company	215,845	5,316,481	4,316,900,000	-	4,311,583,519	-	-
- PetroVietnam Power Project Consultant Joint Stock Company	200,000	4,926,400	2,000,000,000	-	1,995,073,600	-	-
- Vietnam Industrial Gas Joint Stock Company	240,000	4,800,000,000	4,800,000,000	-	-	-	-
- Other listed stocks/bonds	22,876,000	2,667,706,270,000	2,609,781,610,979	60,804,588,934	2,879,929,913	100,590,500,000	-
- Unlisted Bonds	41,865,851	4,781,032,225,790	4,760,726,306,164	102,606,705,795	82,300,786,169	17,934,360,031	13,642,566,917
		7,779,341,706,627	7,708,711,567,143	165,110,123,085	94,479,983,601	125,950,332,633	16,334,210,707

b) . Difference from revalued financial assets

	Original cost	Market value/Fair value	Revaluation difference at 31/12/2022		Revaluation difference at 01/01/2022		Recorded in current year	
	VND	VND	Increase	Decrease	Increase	Decrease	Increase	Decrease
			VND	VND	VND	VND	VND	VND
FVTPL	21,965,904,352	16,158,330,190	1,190,233,823	(6,997,807,985)	809,256,310	(776,455,026)	13,359,046,685	(19,199,422,131)
Listed/Upcom	21,965,904,352	16,158,330,190	1,190,233,823	(6,997,807,985)	809,256,310	(776,455,026)	13,359,046,685	(19,199,422,131)
- <i>PPY</i>	723,795	323,900	-	(399,895)	43,805	-	149,100	(592,800)
- <i>PAI</i>	5,018,100,000	6,122,082,000	1,103,982,000	-	-	(752,715,000)	3,412,308,000	(1,555,611,000)
- <i>VPB</i>	4,748,817,890	3,570,745,700	-	(1,178,072,190)	-	-	1,761,606,790	(2,944,343,250)
- <i>PAN</i>	9,750,116,561	4,783,760,800	-	(4,966,355,761)	-	-	2,609,861,600	(7,727,128,861)
- <i>PVI</i>	-	-	-	-	-	(6,000,000)	-	-
- <i>Others</i>	2,448,146,106	1,681,417,790	86,251,823	(852,980,139)	809,212,505	(17,740,026)	5,575,121,195	(6,971,746,220)
	21,965,904,352	16,158,330,190	1,190,233,823	(6,997,807,985)	809,256,310	(776,455,026)	13,359,046,685	(19,199,422,131)

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c) Dividends, interests income from financial assets at FVTPL, loans, HTM, AFS	Year 2022	Year 2021
	VND	VND
Financial assets at fair value through profit or loss (FVTPL)	1,952,538,147	564,349,680
Held-to-maturity investments (HTM)	29,512,478,048	19,399,621,478
Loans	147,272,043,962	120,784,816,832
	178,737,060,157	140,748,787,990
d) Revenue outside of financial assets income	Year 2022	Year 2021
	VND	VND
- Revenue from dividend, bond principal and interest payables for investors of securities issuers	-	384,299,089
- Other revenue	14,102,686,190	13,347,355,774
Net revenue from operating activities	14,102,686,190	13,731,654,863
31 . FINANCIAL INCOME	Year 2022	Year 2021
	VND	VND
Exchange rate difference	161,322,326	8,482,883
- <i>Gain of realized rate exchange difference</i>	161,322,326	6,165,001
- <i>Gain of unrealized rate exchange difference</i>	-	2,317,882
Income from interest on demand deposits	1,550,409,379	1,766,627,707
	1,711,731,705	1,775,110,590
32 . FINANCIAL EXPENSES	Year 2022	Year 2021
	VND	VND
Exchange rate difference	24,615,592	42,882,547
- <i>Loss of realized exchange rate difference</i>	10,573,210	42,882,547
- <i>Loss of unrealized exchange rate difference</i>	14,042,382	-
Interest expenses	87,923,251,848	59,070,026,764
	87,947,867,440	59,112,909,311

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33 . GENERAL ADMINISTRATIVE EXPENSES

	Year 2022	Year 2021
	VND	VND
Labor expenses	20,630,939,436	20,738,719,445
Office supplies expenses	308,664,803	337,110,043
Tools, supplies	722,750,293	535,989,182
Depreciation and amortisation	2,164,709,314	1,390,404,593
Tax, fees and charge	147,932,909	6,075,800,930
Provision expenses/reversal of provision	(316,800,000)	125,400,000
Expenses from external services	8,929,995,097	8,033,301,725
Other expenses	9,544,248,236	12,421,535,957
	42,132,440,088	49,658,261,875

34 . CURRENT CORPORATE INCOME TAX EXPENSES

	Year 2022	Year 2021
	VND	VND
Total profit before tax	26,577,178,259	43,565,670,387
Increase	6,443,875,447	264,000,020
- <i>Unreasonable expenses</i>	<i>603,500,001</i>	<i>264,000,020</i>
- <i>Unrealized profit increase adjustment</i>	<i>5,840,375,446</i>	-
Decrease	(38,771,539,471)	(1,765,574,616)
- <i>Dividend</i>	<i>(336,976,647)</i>	<i>(564,349,680)</i>
- <i>Provision for devaluation of investments in accordance with Circular 114/2021/TT-BTC applicable to fiscal year 2022</i>	<i>(38,434,562,824)</i>	-
- <i>Adjustment to decrease unrealized profits</i>	-	<i>(1,201,224,936)</i>
Taxable income	(5,750,485,765)	42,064,095,791
Current corporate income tax expense (tax rate 20%)	-	8,412,819,156
Tax payable at the beginning of year	4,993,568,466	(419,250,690)
Tax paid in the year	(5,079,149,205)	(3,000,000,000)
Corporate income tax payable end of the year	(85,580,739)	4,993,568,466

35 . BASIC EARNINGS PER SHARE

Earning per share distributed to common shareholders of the company is calculated as follows :

	Year 2022	Year 2021
	VND	VND
Undistributed earnings	26,577,178,259	35,152,851,231
Profit distributed for common stocks	26,577,178,259	35,152,851,231
Average circulated common stocks in the year	59,841,300	59,841,300
Basic earnings per share	444	587

The Company has not yet planned to deduct the Bonus and Welfare Fund on Profit after tax at the time of preparation of the Financial Statements.

As at 31 December 2022, the Company did not have shares with dilutive potential for earnings per share.

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36 . FINANCIAL INSTRUMENTS
Financial risk management

The Company's financial risks include market risk, credit risk and liquidity risk. The Company has developed its control system to ensure the reasonable balance between cost of incurred risks and cost of risk management. The Board of Directors of the Company is responsible for monitoring the risk management process to ensure the appropriate balance between risk and risk control.

Market risk

The Company's business operations will bear the risks of changes in prices, exchange rates and interest rates.

Price Risk

The Company bears price risk of equity instruments from short-term and long-term investments in securities due to the uncertainty of future prices of the securities. As regards, long-term securities held for long-term strategies, at the end of the fiscal year, the Company has no plan to sell these investments.

	Under 1 year VND	From 1 to 5 years VND	From more than 5 years VND	Total VND
As at 31/12/2022				
Financial assets at fair value through profit or loss (FVTPL)	194,897,721,108	-	-	194,897,721,108
	194,897,721,108	-	-	194,897,721,108
As at 01/01/2022				
Financial assets at fair value through profit or loss (FVTPL)	305,929,910,559	-	-	305,929,910,559
	305,929,910,559	-	-	305,929,910,559

Exchange rate risk

The Company bears the risk of exchange rate due to the fluctuation in fair value of future cash flows of a financial instrument in line with changes in exchange rates if loans, revenues and expenses of the Company are denominated in foreign currencies other than VND.

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36 . FINANCIAL INSTRUMENTS
Financial risk management

The Company's financial risks include market risk, credit risk and liquidity risk. The Company has developed its control system to ensure the reasonable balance between cost of incurred risks and cost of risk management. The Board of Directors of the Company is responsible for monitoring the risk management process to ensure the appropriate balance between risk and risk control.

Market risk

The Company's business operations will bear the risks of changes in prices, exchange rates and interest rates.

Price Risk

The Company bears price risk of equity instruments from short-term and long-term investments in securities due to the uncertainty of future prices of the securities. As regards, long-term securities held for long-term strategies, at the end of the fiscal year, the Company has no plan to sell these investments.

	Under 1 year	From 1 to 5 years	From more than 5	Total
	VND	VND	years VND	VND
As at 31/12/2022				
Financial assets at fair value through profit or loss (FVTPL)	194,897,721,108	-	-	194,897,721,108
	194,897,721,108	-	-	194,897,721,108
As at 01/01/2022				
Financial assets at fair value through profit or loss (FVTPL)	305,929,910,559	-	-	305,929,910,559
	305,929,910,559	-	-	305,929,910,559

Exchange rate risk

The Company bears the risk of exchange rate due to the fluctuation in fair value of future cash flows of a financial instrument in line with changes in exchange rates if loans, revenues and expenses of the Company are denominated in foreign currencies other than VND.

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Interest rate risk

The Company bears the risk of interest rates due to the fluctuation in fair value of future cash flow of a financial instrument in line with changes in market interest rates if the Company has time or demand deposits, borrowings and debts subject to floating interest rates. The Company manages interest rate risk by analyzing the market competition situation to obtain interest beneficial for its operation purpose.

Credit Risk

Credit risk is the risk of financial loss to the Company if a counterparty fails to perform its contractual obligations. The Company has credit risk from operating activities (mainly to trade receivables) and financial activities (including deposits, loans and other financial instruments), detailed as follows:

	Under 1 year	From 1 to 5 years	From more than 5	Total
	VND	VND	years VND	VND
As at 31/12/2022				
Cash and cash equivalents	281,268,671,770	-	-	281,268,671,770
Held-to-maturity investments (HTM)	627,958,487,897	-	-	627,958,487,897
Loans	748,715,479,130	-	-	748,715,479,130
Receivables	33,299,892,559	-	-	33,299,892,559
	1,691,242,531,356	-	-	1,691,242,531,356
As at 01/01/2022				
Cash and cash equivalents	52,555,942,778	-	-	52,555,942,778
Held-to-maturity investments (HTM)	432,400,000,000	-	50,012,500,000	482,412,500,000
Loans	1,156,531,620,794	-	-	1,156,531,620,794
Receivables	38,717,992,406	-	-	38,717,992,406
	1,680,205,555,978	-	50,012,500,000	1,730,218,055,978

Liquidity Risk

Liquidity risk is the risk that the Company has trouble in settlement of its financial obligations due to the lack of funds. Liquidity risk of the Company is mainly from different maturity of its financial assets and liabilities.

Due date for payment of financial liabilities based on expected payment under the contracts (based on cash flow of the original debts) as follows:

	Under 1 year	From 1 to 5 years	From more than 5	Total
	VND	VND	years VND	VND
As at 31/12/2022				
Borrowings and debts	1,045,980,000,000	-	-	1,045,980,000,000
Payables to supplier, payables for securities transaction activities	274,989,293,973	-	-	274,989,293,973
Accrued expenses	16,700,481,066	-	-	16,700,481,066
	<u>1,337,669,775,039</u>	<u>-</u>	<u>-</u>	<u>1,337,669,775,039</u>
As at 01/01/2022				
Borrowings and debts	1,211,350,000,000	-	-	1,211,350,000,000
Payables to supplier, payables for securities transaction activities	306,218,433,955	-	-	306,218,433,955
Accrued expenses	19,171,727,040	-	-	19,171,727,040
	<u>1,536,740,160,995</u>	<u>-</u>	<u>-</u>	<u>1,536,740,160,995</u>

The Company believes that risk level of loan repayment is low (or controllable). The Company has the ability to pay due debts from cash flows from its operating activities and cash received from mature financial assets.

37 . EVENTS AFTER REPORTING PERIOD

There have been no significant events occurring after the reporting period, which would require adjustments or disclosures to be made in the financial statements.

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38 .	SEGMENT REPORTING		
	Under business fields		
		Brokage, Deposit securities	Other activities
		VND	VND
	Net revenue from operating activities	224,140,869,923	77,598,084,293
	Segment expenses	202,703,583,559	26,173,063,596
	Unallocated revenue		1,711,731,705
	Unallocated expenses		42,157,055,680
	Net profit from operating activities	21,437,286,364	51,425,020,697
	Segment assets	762,563,132,705	627,711,664,298
	Unallocated assets		1,669,357,728,782
			345,969,224,790
	Total assets	762,563,132,705	627,711,664,298
	Segment liabilities	273,458,853,647	1,327,259,761,483
	Unallocated liabilities		29,020,885,287
	Total liabilities	273,458,853,647	1,356,280,646,770
	Under geographical areas		
All business activities of the Company take place in the territory of Vietnam, therefore, the Company does not report segment by geographical area.			

All business activities of the Company take place in the territory of Vietnam, therefore, the Company does not report segment by geographical area.

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39 . TRANSACTION AND BALANCES WITH RELATED PARTIES

During operation, there are a number of transactions between the companies with related parties as follows:

	Relation	Year 2022 VND	Year 2021 VND
Revenue			
Vietnam Oil and Gas Group	Related parties of the Parent Company	6,289,589,260	4,136,562,322
Vietnam Public Joint Stock Commercial Bank	Parent Company	1,323,012,562	1,814,129,040
PVcomBank Fund Management JSC	Same parent company	-	2,850,903,305

Up to financial statements date, payments which have not been made with related parties are as follows:

	Relation	31/12/2022 VND	01/01/2022 VND
Deposits			
Vietnam Public Joint Stock Commercial Bank	Parent company	50,644,326,073	15,244,516,864
Receivables from securities company services			
Vietnam Oil and Gas Group	Related parties of	243,048,868	202,548,868
Vietnam Public Joint Stock Commercial Bank	Parent Company	152,183,475	152,183,475

Transactions with other related parties:

	Relation	31/12/2022 VND	01/01/2022 VND
Mr. Nguyen Anh Tuan	Chairman	852,993,750	938,836,000
Mrs. Ho Viet Ha	Member of the Board of Directors	120,000,000	48,000,000
Mr. Trinh The Phuong	Member of the Board of Directors	120,000,000	48,000,000
Mr. Pham Anh Duc	Member of the Board of Directors	40,000,000	48,000,000
Mr. Tran Tuan Anh	Member of the Board of Directors	80,000,000	-
Mr. Nguyen Xuan Hung	Member of the Board of Directors/ Director	979,884,850	884,026,413
Mrs. Pham Quynh Nga	Standing Deputy Director	803,924,220	709,901,243
Mr. Bui Huy Long	Deputy Director	-	181,964,500
Mr. Nguyen Manh Cuong	Deputy Director	769,649,603	765,258,734
Mr. Nguyen Van Nhiem	Head of Control Department	452,105,000	473,666,000
Mr. Bui The Anh	Member of Control	60,000,000	36,000,000
Mrs. Nguyen Thi An	Member of Control	60,000,000	36,000,000

In addition to the above related party transactions, other related parties did not have any transactions during the period and have no balance at the end of the financial year with the Company.

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40 . COMPARATIVE FIGURES

The comparative figures are figures in the Financial Statements for the fiscal year ended as at 31 December 2021, which was audited by AASC Auditing Firm Company Limited.

From February 1, 2022, Circular 114/2021/TT-BTC takes effect, repealing Circular No. 146/2014/TT-BTC dated October 6, 2014 guiding the financial regime for the Company securities, fund management company. Accordingly, regulations on determination of setting up and handling of provisions for loss of investments comply with Circular No. 48/2019/TT-BTC dated August 8, 2019 of the Minister of Finance guiding guide the setting up and handling of provisions for devaluation of inventories, loss of investments, bad debts and warranties for products, goods, services, construction works at the enterprise and other revised, supplemented or replaced text (if any).

Those figures were reclassified in order to compare with figures of this year.

	Code	Figures in the Financial Statements of previous year VND	Adjusted figures VND	Difference VND	Note
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STATEMENT OF FINANCIAL POSITION

Available for sale financial assets (AFS)	115	140,179,648,218	145,696,548,218	5,516,900,000	(*)
Provision for impairment of financial assets and mortgage assets	116	(12,650,000,000)	(51,084,562,824)	(38,434,562,824)	(*)
Differences from revaluation of assets at fair value	412	(20,516,900,000)	(15,000,000,000)	5,516,900,000	(*)
Retained earnings	417	41,087,269,191	2,652,706,367	(38,434,562,824)	(*)

STATEMENT OF COMPREHENSIVE INCOME

Gain/(Loss) from revaluation of AFS financial assets	301	(8,016,900,000)	-	8,016,900,000	(*)
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(*) Additional adjustment of provision for impairment of financial assets and collateral in accordance with Circular 114/2021/TT-BTC.

Le Thi Thanh Tam
Preparer
 Pham Thi Van
Chief Accountant
 Phan Quynh Nga
Standing Deputy Director

Hanoi, 30 March 2023

CONFIRMED BY THE LEGAL REPRESENTATIVE

Chairman of the Board of Directors

A red circular stamp from the State of Vietnam (S.O.P. 26 - G.T.C.P.) for PetroVietnam Securities Inc. (CHỨNG KHOÁN DẦU KHÍ) is positioned to the left of a blue ink signature. The stamp includes the text "CÔNG TY CỔ PHẦN CHỨNG KHOÁN DẦU KHÍ" and "HÀNG KIỂM - TP. HÀ NỘI".

Nguyen Anh Tuan






PSI

CHỨNG KHOÁN DẦU KHÍ
PETROVIETNAM SECURITIES INC.



CHỨNG KHOÁN DẦU KHÍ
PETROVIETNAM SECURITIES INC.

PETROVIETNAM SECURITIES INCORPORATED

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