



2024

ANNUAL REPORT

JAPAN SECURITIES CO., LTD.

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MESSAGE FROM THE COMPANY PRESIDENT

Dear Fellow Shareholders,

The year 2024 was a tumultuous one, often referred to as the “Year of Elections,” as more than 60 countries and regions around the world held elections. Notably, in the United States, former President Donald Trump returned to office, bringing with him a renewed focus on “America First” policies. This development is expected to result in significant shifts in U.S. policies regarding trade, diplomacy, and security, with widespread speculation about the uncertain impact these changes may have on other nations.

Turning to Vietnam, the country experienced a pivotal leadership change in July with the passing of Mr. Nguyễn Phú Trọng, who had served as the Communist Party General Secretary since 2011. Mr. Tô Lâm, the President of Vietnam, was chosen to succeed him as the country’s top leader. On the economic front, despite global uncertainties in 2024, Vietnam demonstrated remarkable resilience, achieving an estimated GDP growth rate of 7.09%, according to the General Statistics Office. Although slightly below the growth rates of 2018, 2019, and 2022, this figure underscores the country’s robust recovery.

In our industry, the Ministry of Finance has made significant strides toward Vietnam's upgrade from a Frontier Market to an Emerging Market by global rating agencies such as FTSE and MSCI. One of the key barriers – pre-funding requirement for foreign institutional investors – was eliminated, and Non-Prefunding transactions were officially launched in November.



At **Japan Securities Co., Ltd.**, we are aligning our strategy with these developments by prioritizing our engagement with foreign institutional investors and strengthening our front-office operations to better serve their needs.

Finally, I would like to extend my heartfelt wishes to you and your families for good health, peace, and prosperity. **Rest assured that Japan Securities Co., Ltd. will continue to move forward with determination and innovation.**

Thank you for your continued trust and confidence in our company.

TSUYOSHI IMAI

Company President & Chief Executive Officer
Japan Securities Co., Ltd.



COMPANY OVERVIEW

JAPAN SECURITIES CO., LTD. (JSI) is proud to be the first and only Japanese securities company licensed by the State Securities Commission of Vietnam (SSC) to operate in Vietnam. Currently, JSI is a wholly owned subsidiary of **Aizawa Securities Group Co., Ltd.**, one of Japan's longstanding and reputable financial institutions, with extensive experience in securities and financial investment. With strong backing from its parent company, JSI continues to expand its network, connecting thousands of investors from Japan and across Asia with Vietnam's promising capital market.

Despite having a relatively modest capital scale, JSI continues to strengthen its position as a trusted bridge connecting institutional and individual investors across the region with Vietnam's financial market. With transparency, professionalism, and efficiency as its core values, JSI is committed to providing optimal investment solutions and contributing to the sustainable development of Vietnam's stock market.

COMPANY INFORMATION

Vietnamese name
**CÔNG TY TNHH
CHỨNG KHOÁN NHẬT BẢN**

English name
**JAPAN SECURITIES
CO., LTD.**

Establishment date
January 16th, 2009

Business license No.
129/GP-UBCK (SSC)

Charter capital
VND 300 BILLION

Address
Suite 701, Tower 1, Capital Place
Building, 29 Lieu Giai Street, Ngoc
Khanh Ward, Ba Dinh District, Hanoi,
Vietnam

Contact
+84.24.3791.1818
www.japan-sec.vn/
info@japan-sec.vn



OWNER INFORMATION

Japanese name
**アイザワ証券グループ
株式会社**

English name
**AIZAWA SECURITIES
GROUP CO., LTD.**

Establishment date
October 3rd, 1933

Business license No.
0100-01-036574 (Japan)

Charter capital
JPY 8 BILLION

Address
Tokyo Shiodome Building, 1-9-1
Higashi Shimbashi, Minato-ku,
Tokyo, 105-7307 Japan

Contact
+81.3.6852.7744
www.aizawa-group.jp

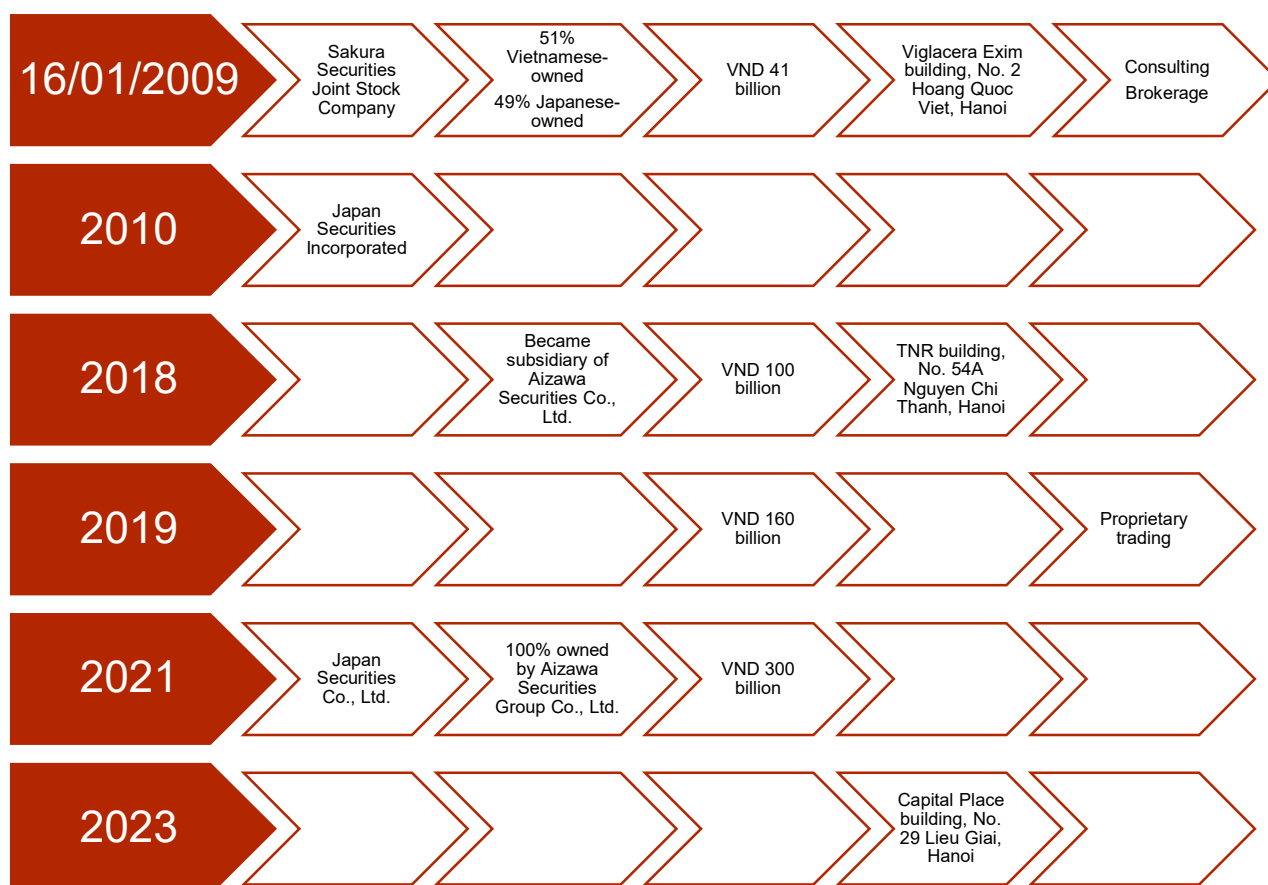
1. DEVELOPMENT HISTORY

2009 - JSI was established as Sakura Securities Joint Stock Company, with charter capital of VND 41 billion, 51% owned by Viglacera and Vietnamese shareholders, while the remaining 49% was held by Japanese enterprises.

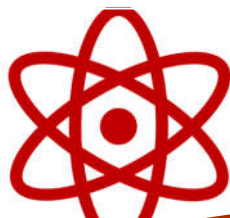
2010 - Sakura Securities Joint Stock Company renamed Japan Securities Incorporated, focusing on brokerage services for listed stocks on HOSE and HNX.

2018 - Aizawa Securities Co., Ltd. (Japan) acquired 95% of JSI's shares. JSI increased charter capital to VND 100 billion and added proprietary trading to its business operations.

2021 - Aizawa Securities Co., Ltd. restructured into Aizawa Securities Group Co., Ltd., acquiring 100% ownership of JSI and raising JSI's charter capital to VND 300 billion.



2. VISION



CORE PHILOSOPHY



DEVELOPMENT ORIENTATION

Society

JSI is committed to contributing to the development of a transparent, strong, and sustainable stock market, fostering a safe, efficient, and investor-friendly environment that enables global investors to easily access and capitalize on the potential of Vietnam's stock market.

Capital connection

By focusing on professional and reliable services, modern and secure technology, JSI aims to develop a trusted and effective financial platform, expanding Vietnam's capital market connectivity with the global financial community.

Customer

With a diverse portfolio of financial products and services, flexibly designed to meet each client's investment needs and goals, JSI also integrates advanced technology solutions to ensure the security and efficiency of clients' asset management.

Outstanding

JSI's development strategy is technology-driven, ensuring stability, security, efficiency, and superior order-matching speed, providing maximum competitive advantages for investors.















Employee

JSI fosters a safe and professional work environment, where every employee has the opportunity to develop and refine their skills.

Global

As a member of Aizawa Securities Group Co., Ltd., JSI is committed to establishing a corporate governance framework aligned with global standards.

3. BUSINESS ACTIVITIES

SECURITIES SERVICES		RESEARCH SERVICES		PROPRIETARY TRADING	
	Opening securities trading accounts		Update reports		Stocks
	Securities brokerage		Stock pick reports		Bonds
	Investment advisory		Enterprise meeting arrangement		Fund certificates
	Securities custody		Bespoke research for institutional clients		Securities derivatives
	Distribution of fund certificates		Research portal on Bloomberg		

JSI is proud to be one of the leading financial services and securities investment providers in Vietnam. With a team of experienced experts and modern technology, JSI is committed to delivering optimal, transparent, and efficient investment solutions through a comprehensive service ecosystem that meets the needs of both individual and institutional investors.

❖ SECURITIES SERVICES

- JSI provides professional securities brokerage services, backed by a dedicated team of market-savvy specialists.
- As a member of the Vietnam Securities Depository and Clearing Corporation, JSI offers a full range of depository services, including securities management, clearing and settlement, rights transferring, and shareholder rights execution support. We ensure to maximum security and benefits for clients.
- JSI helps investors optimize cash flow through securities advance payment services, allowing them to access funds immediately after order execution. The process is fast, flexible, tailored to various investment needs.

- JSI provides a transparent and secure cash management service in compliance with legal regulations. Clients can manage cash directly at JSI or through partner banks, maximizing cash flow and investment opportunities.
- JSI acts as an authorized distributor of open-ended funds in Vietnam. This service gives investors access to safe investment channels, diversified portfolios, and risk mitigation strategies. A professional advisory team assists clients in selecting the best products to match their financial goals.

❖ RESEARCH SERVICES

- JSI supports businesses in mergers and acquisitions with comprehensive advisory services, including due diligence, valuation, negotiation, and transaction completion. We help clients optimize business strategies and maximize corporate value.
- With an extensive business network, JSI organizes corporate access activities, helping investors gain insights and expand collaboration opportunities. Services include on-site company visits, online seminars, and meetings with potential investors.
- JSI offers customized market research reports, providing investors with deep and accurate insights into investment opportunities. These reports are prepared by highly experienced analysts, ensuring objectivity and practical value.

❖ PROPRIETARY TRADING

JSI engages in proprietary trading with a flexible strategy, focusing on capital preservation and profitability. We strictly adhere to legal regulations and maintain a clear separation between proprietary trading and brokerage operations, ensuring transparency.

With a commitment to service excellence and continuous innovation, JSI is ready to support clients on their investment journey and drive sustainable growth.

A photograph of a modern office interior. In the foreground, there is a long, curved reception desk with a dark wood top and a light-colored base. Behind the desk, a large glass wall features the JSI logo (a red square with a white star and the letters 'JSI') and the company name in Vietnamese and English: 'CÔNG TY TNHH CHỨNG KHOÁN NHẬT BẢN' and 'JAPAN SECURITIES CO., LTD.'. To the left of the desk, there is a seating area with two grey armchairs and a small round table with a vase of white flowers. The background wall is decorated with a grid of red and white squares. A large vase with red flowers is on the right side of the desk.

STRUCTURE OF ORGANIZATION & HUMAN RESOURCES

The three key aspects of JSI's organizational structure can be summarized as:
Flat management model – High quality workforce – Competitive benefits policy.

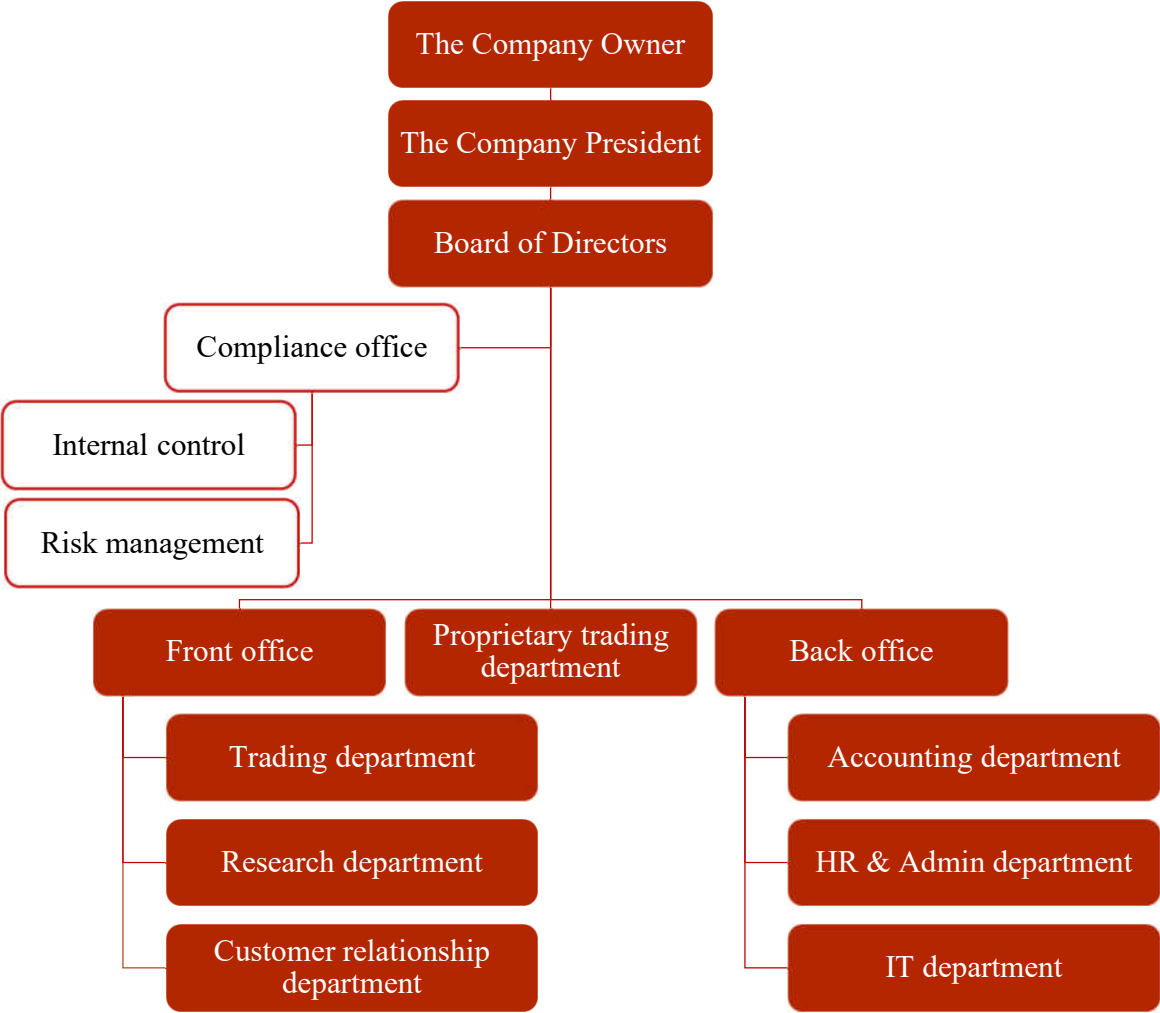
JSI implements a flat management model, optimizing decision-making processes and enhancing connectivity between employees and the company leadership. This ensures that all strategic directions and development goals are communicated clearly and consistently across the organization.

Additionally, JSI has a highly experienced workforce with diverse nationalities and strong expertise. The company places great emphasis on recruitment, structured training, and employee development to maintain professionalism and adaptability in a constantly evolving market.

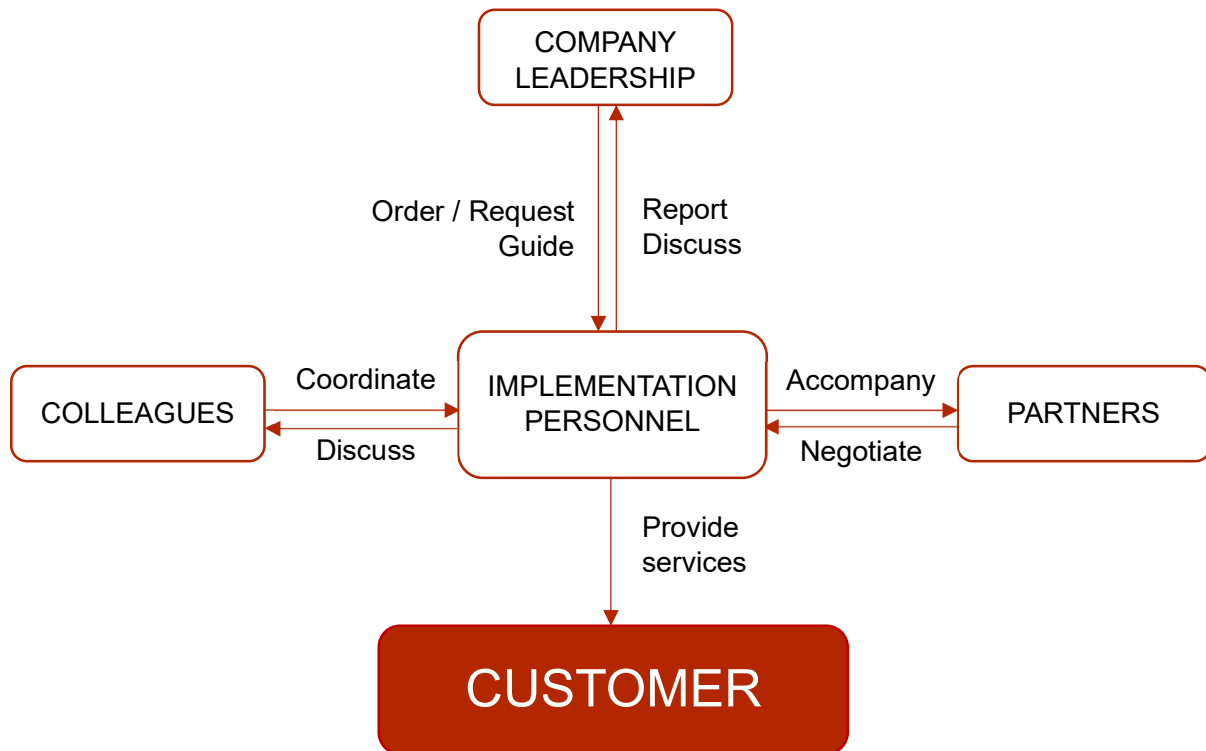
JSI has also established a competitive benefits policy, ensuring not only compliance with legal labor rights but also fostering a fair, stable, and engaging work environment. The company continuously enhances its compensation, reward, and training programs to attract and retain top talent, laying a solid foundation for sustainable growth.

1. MANAGEMENT MODEL

JSI operates under a single-member limited liability company owned by an organization. The company’s management and operations comply with Point a, Clause 1, Article 79 of the 2020 Law on Enterprises, with a corporate structure consisting of Company President and the CEO. The company does not have a Supervisory Board and Internal Audit.



The management model of JSI is built upon the distinctive communication style of Japanese corporate culture. This structure emphasizes close coordination among offices/departments, ensuring that information flows consistently, efficiently, and with a strong customer-oriented approach.



Under this model, the relationship between company leadership and implementation personnel is structured through orders / requests, guidance, reports and discussions. This ensures that all critical decisions are made based on transparent communication and shared understanding.

A distinctive feature of this model is its multi-dimensional information exchange between company leadership, colleagues, and partners. Implementation personnel are not only recipients of information but also actively contribute ideas, feedback, and process improvements. This fosters a dynamic and flexible work environment while ensuring consistency in operations.

Most importantly, JSI's model prioritizes the relationship between employees and customers. Through structured workflows and clear communication channels, JSI ensures that customer needs and feedback are well received and addressed

promptly and effectively. This strengthens customer trust, enhances satisfaction, and provides a strong competitive advantage for JSI in the market.

By maintaining this transparent and efficient communication system, JSI can continuously improve work performance and service quality, ensuring to meet customer and market demands effectively.

To support this management model, JSI focuses on developing and refining its **competency framework for employees training**.



JSI's competency framework for employee training is designed to ensure that its workforce meets stringent requirements in expertise, skills, and adaptability to the dynamic business environment. Accordingly, JSI employees must meet criteria such as in-depth professional knowledge, effective teamwork skills, flexible thinking, and multicultural communication abilities. Additionally, foreign language proficiency, especially in English and Japanese, is also an important requirement to meet the demands of international cooperation.

JSI's management model plays a crucial role in supporting employees in meeting these criteria. With a flat management structure and an open communication system, the company enables employees to access information, receive direct guidance from the company leadership, as well as actively contribute ideas and innovations. A continuous training system, covering both professional knowledge and skills, helps employees develop comprehensively, meet job requirements, and build a sustainable competitive advantage for JSI in the market.

2. HUMAN RESOURCES STRUCTURE

JSI takes pride in its young, dynamic, and highly skilled workforce, ready to deliver breakthrough value to clients and partners.

❖ **YOUNG WORKFORCE** – Driving innovation

With 83% of employees under 40 years old, JSI is a vibrant and flexible organization that stays ahead of market trends. This young team enables us to adapt quickly to changes and continuously innovate to provide optimal solutions.

❖ **EDUCATION AND EXPERTISE** – Commitment to quality

100% of JSI employees hold a university degree or higher, with 75% possessing securities practicing licenses, demonstrating professionalism and a strong commitment to service quality.

❖ **LANGUAGE PROFICIENCY** – Global connectivity

JSI is confident in our ability to integrate internationally, as 75% of our employees are proficient in at least two languages. This enables JSI to seamlessly collaborate with multinational partners and stay up to date with the latest global trends.

❖ **BALANCE** – Youth and experience

Alongside its dynamic young workforce, JSI also has experienced professionals, with 54% of employees having over 5 years of tenure. This perfect balance of innovation and expertise ensures sustainable and stable development.

❖ **WORK ENVIRONMENT** – Professional, respect diversity

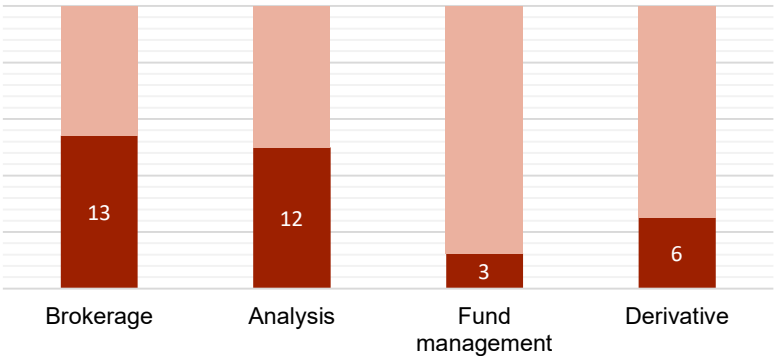
JSI fosters a modern and inclusive work environment, where everyone has equal opportunities for growth. With 67% of employees being women, we embrace diversity and create conditions for each individual to maximize their potential.

JSI'S HUMAN RESOURCE STRUCTURE AT DECEMBER 31, 2024

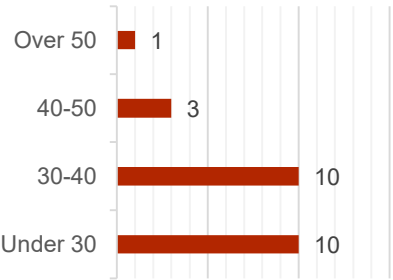
TOTAL NUMBER
OF EMPLOYEES

24

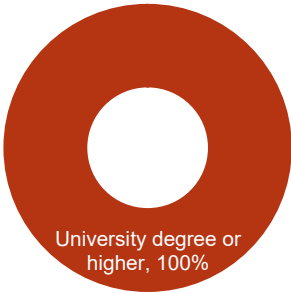
NUMBER OF
SECURITIES PRACTICING CERTIFICATES



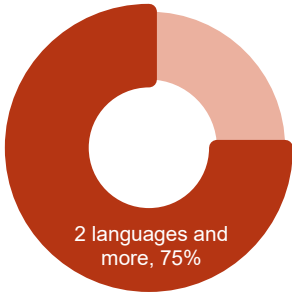
Age



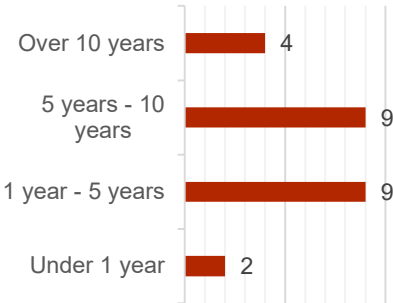
Education



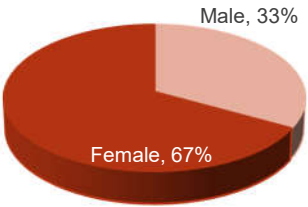
Language



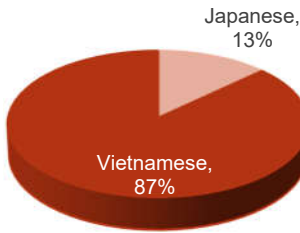
Tenure



Gender



Nationality



3. BENEFITS POLICY

Beyond our tangible information technology infrastructure, human resource are JSI's most valuable asset. Therefore, the company is committed to building a professional and sustainable work environment that fosters employee growth and long-term engagement. JSI's human resource policies are designed to attract and retain top talent, ensuring that every individual is valued, treated fairly, and provided with opportunities to maximize their potential. With a people-centered approach, JSI continuously improves our employee benefits, enhances workplace transparency, and promotes fairness and inclusivity.

❖ RECRUITMENT

At JSI, recruitment is the first and most crucial step in building a high-quality workforce.

Our recruitment policy is designed to be flexible and effective, ensuring that we meet the diverse needs of each position while adapting to labor market changes. JSI continuously refines and enhances our recruitment processes to attract the best-suited talent.



We employ a variety of recruitment methods, ranging from online to in-person approaches, depending on the specific requirements of each position. This strategy expands our talent search, fosters a competitive hiring environment, and attracts outstanding candidates. As a result, we not only recruit efficiently but also build a strong, capable workforce that is prepared to tackle challenges in an ever-evolving business landscape.

❖ TRAINING

We believe that lifelong learning is the key to sustainable growth. That is why JSI not only offers fair support policies but also creates opportunities for employees to participate in training and development programs. Investing in personal and professional development not only helps each employee advance but also directly contributes to the overall success of the company.

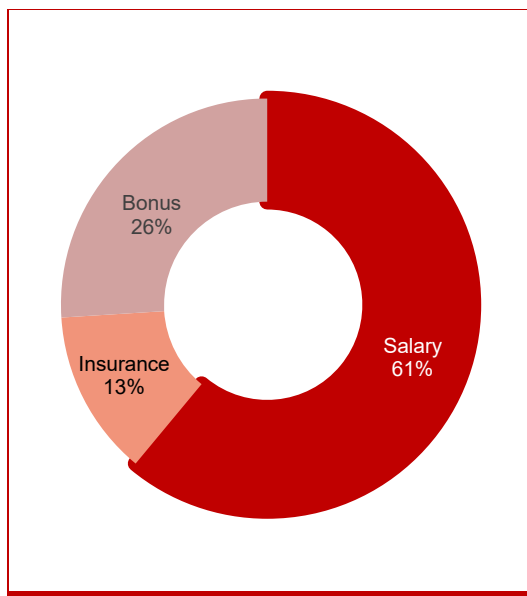
Competency framework for employee training at JSI is designed to ensure that its workforce meets stringent requirements in expertise, skills, and adaptability to the dynamic business environment. This is achieved through specific training activities and programs, including:

Professional competency	Interaction competency	Leadership competency
<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
<div><input type="checkbox"/> Professional problem solving skills</div>	<div><input type="checkbox"/> Teamwork skills</div>	<div><input type="checkbox"/> Planning and organizing skills</div>
<div><input type="checkbox"/> Time management and balancing skills</div>	<div><input type="checkbox"/> Reporting and discussion skills</div>	<div><input type="checkbox"/> Current and next generation team building skills</div>
<div><input type="checkbox"/> Problem solving skills</div>	<div><input type="checkbox"/> Customer relationship building and consulting skills</div>	<div><input type="checkbox"/> Team leadership and management skills</div>
Professional skills training	Corporate culture training	Ethics and compliance training
<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
<div><input type="checkbox"/> Industry fundamentals</div>	<div><input type="checkbox"/> Corporate core values and vision</div>	<div><input type="checkbox"/> Code of professional ethics</div>
<div><input type="checkbox"/> Working processes and professional practices</div>	<div><input type="checkbox"/> Code of conduct and professional ethics</div>	<div><input type="checkbox"/> Information security and privacy</div>
<div><input type="checkbox"/> Company policies on professional practices</div>	<div><input type="checkbox"/> Internal rules, regulations, and policies</div>	<div><input type="checkbox"/> Controlling conflicts of interest and anti-money laundering</div>

JSI is committed to creating a positive and diverse learning environment, with an average of 42 training hours per employee in 2024. The training program is comprehensively designed and continuously updated to ensure alignment with industry practices and the latest trends.

❖ REWARDS AND BENEFITS

JSI places great importance on attracting and retaining talent through competitive rewards and benefits policies. We are committed to ensuring stable income growth for employees year after year, while also fairly recognizing and rewarding their efforts and achievements. Additionally, JSI continuously creates opportunities for employees to learn, develop, and advance in their careers. We believe that investing in people is the most important foundation for the company's success and sustainable growth.



The total investment in human resources and per capita costs at JSI has shown continuous growth over the years. In 2024, this upward trend continued, with an 8% increase compared to 2023, reaching VND 10.6 billion. On average, each JSI employee received over VND 440 million for basic labor-related expenses, excluding advanced professional training costs. Of this total expenditure, salaries accounted for the largest share at 61%, while bonuses, insurance, and other benefits made up the remaining 39%.

JSI is committed to fully complying with legal regulations on social insurance, health insurance, and unemployment insurance, placing employee benefits as a top priority. Our salary, bonus, and benefits policies not only provide employees with financial security but also ensure easy access to healthcare and social welfare services in accordance with regulations.

To encourage continuous employee development, JSI has established attractive allowance policies, including foreign language support (English, Japanese), professional certification allowances, and seniority bonuses. These policies not only motivate employees to enhance their skills but also strengthen their commitment and long-term engagement with the company.

Additionally, JSI regularly organizes team-building activities such as company trips, internal events, and charity programs, fostering a positive and engaging work environment. These activities not only provide employees with the opportunity to connect and interact but also strengthen team spirit, contributing to a strong and united collective. We believe that a dynamic and people-centered working environment is the key to sustainable and far-reaching growth in the financial sector.

❖ SAFETY

The safety and health of employees are always the top priority for the company leadership. In 2024, we continued collaborating with reputable partners to implement occupational safety measures, ensuring a safe and healthy working environment for all employees.



Premium health check-up packages for all employees are conducted annually. Ensuring employee health and safety is an essential factor in building a positive and sustainable work environment.

JSI is committed to ensuring workplace safety through awareness programs and fire safety training. Continuing our annual safety initiatives, in 2024, employees participated in a fire prevention and firefighting training course organized by the local Fire Prevention and Rescue Police Department. This activity not only helps the company manage risks but also contributes to creating a safe workplace, protecting employees' health, and ensuring peace of mind.

4. ORIENTATION FOR 2025

JSI understands that human resources are the key factor in determining a company's competitiveness. In 2025 development plan, JSI will continue to focus on enhancing workforce quality, emphasizing training in both professional expertise and managerial skills. We recognize that developing a high-quality workforce is a crucial element in meeting the stringent demands of international clients.

JSI human resource development The foundation for sustainable success



An outstanding workforce can only reach its full potential in a high-quality work environment. Therefore, JSI is committed to building a fair, safe, and healthy workplace where employees not only feel a sense of belonging but are also encouraged to develop comprehensively. We invest in professional training and managerial skills development, ensuring that employees are well-equipped with solid knowledge and can adapt quickly to market changes.

With the guiding principle of "respect for the law," JSI ensures that all employee rights are protected and upheld, creating a sense of security and long-term commitment for our workforce.

In addition to strict compliance with legal regulations, we actively develop labor policies, focusing on professional training, managerial skill development, personal growth, and career advancement opportunities. This fosters a work environment that encourages continuous self-improvement, where every employee has the

opportunity to thrive, grow, and contribute to the strong and sustainable development of the JSI family.

This approach not only lays a solid foundation for JSI's long-term growth but also helps strengthen customer trust and satisfaction, ultimately contributing to societal stability and economic progress.



A photograph of a modern office interior. In the foreground, there is a long, dark wooden reception desk with a curved front. Behind the desk, a large white wall features the JSI logo (a red star with 'JSI' inside a red square) and the text 'CÔNG TY TNHH CHỨNG KHOÁN NHẬT BẢN' and 'JAPAN SECURITIES CO., LTD.' below it. To the left of the desk, there is a seating area with two grey armchairs and a small round table with a vase of white flowers. The background wall is decorated with a grid of red and white squares. A large potted plant with red flowers is on the right side of the image.

RISK MANAGEMENT ACTIVITIES

In compliance with legal regulations as well as in alignment with the guidance of the Owner and the Company President, JSI is committed to maintaining and enhancing its risk management system to adapt to market fluctuations and operational realities. Each year, the company conducts assessments and updates its risk management policies and procedures, striving for transparency, efficiency, and sustainability in business operations. JSI's risk management system is built on a consistent approach from the highest leadership level down to each operational departments, ensuring close supervision and synchronized implementation.

2024 marked a significant transition as the non-prefunding mechanism officially came into effect, leading to adjustments in various legal regulations. To adapt to these changes, the Risk Management Department closely collaborated with operational departments to review and update procedures according to new regulations while also developing appropriate mechanisms to meet the company's risk management requirements.

Entering 2025, the new KRX trading system is expected to be implemented, presenting JSI with an opportunity to enhance customer experience and optimize operations. However, system changes will undoubtedly bring new operational risk management challenges. The company is committed to proactively adapting, ensuring readiness for all scenarios, and maintaining stable and sustainable operations.

1. RISK MANAGEMENT POLICY

In the context of a constantly evolving financial market and frequent regulatory updates, a comprehensive risk management policy is a key factor in ensuring JSI's operational stability and sustainable development.

JSI's risk management policy is built on the following principles:

- Compliance with and application of legal regulations in risk management;
- Operational strategy aligned with the Owner's direction;
- Quality of internal control and risk management activities;
- Financial tools subject to risk;
- The company's risk tolerance capacity.



Below are the key components of the risk management policy, designed to optimize operational efficiency and control risks effectively:

CONTENT	DETAILS
Identifying types of risks	Identify and analyze various types of risks that may impact the company's operations, assess potential emerging risks, and evaluate the impact and likelihood of each risk.
Assessing risk tolerance	Determine the company's risk tolerance based on financial resources, risk-bearing capacity, and strategic objectives set by the Company's owner.

CONTENT	DETAILS
Establishing risk limits	Set risk thresholds for overall company operations and specific business activities, define warning levels and maximum risk limits, and implement timely risk control and mitigation measures.
Evaluating and managing risk-exposed financial Instruments	Identify financial instruments and their associated risks, assess market fluctuations' impact on each instrument, and apply risk management strategies such as hedging, portfolio diversification, or insurance tools, etc. to optimize returns.
Risk identification and measurement methods	Use quantitative and qualitative methods to identify, measure, and forecast risks, supported by technology and software for risk analysis and monitoring.
Risk handling principles and measures	Develop principles and response scenarios for risk management, including preventive, mitigation, and corrective actions. Define responsibilities of each department and establish rapid response procedures to minimize potential losses.
Risk governance structure	Establish a risk management governance framework, ensuring clear role delineation, reporting procedures, and supervision mechanisms from top leadership to individual departments and offices to enhance risk control across the entire system.

2. RISK MANAGEMENT PROCESS

Developing a structured and effective risk management process not only helps identify and assess potential risks but also ensures timely monitoring, control, and response measures. Below are the key steps in JSI's risk management process, designed to minimize negative impacts and optimize operational efficiency:



3. RISK CLASSIFICATION

During its operations, the company faces various types of risks that may impact business performance and sustainable development. Classifying risks plays a crucial role in risk management, allowing the company to proactively implement control measures and timely responses. Below are the main risk categories that the company may encounter, along with corresponding identification and management approaches:



RISKS	IDENTIFICATION	MANAGEMENT
Market risk	Occurs when the company's asset value changes unfavorably due to fluctuations in stock prices, interest rates (bonds, bank deposits), exchange rates, and market trends.	Operational departments monitor price fluctuations and report promptly to the company leadership for appropriate solutions.
Liquidity risk	Arises when the company is unable to meet its financial obligations on time or cannot convert assets into cash at a reasonable price in the short term due to market illiquidity.	The company maintains an appropriate ratio of demand deposits and cash equivalents, establishes liquidity monitoring criteria, and optimizes capital usage for quick decision-making.
Legal risk	Stems from non-compliance with legal regulations, contract cancellations due to missing clauses, or invalid contract terms violating legal provisions.	The company regularly updates legal documents, conducts internal controls, revises operational procedures, and consults legal experts.
Payment risk	Occurs when a counterparty fails to make timely payments or does not deliver assets as committed.	The company manages receivables through strict policies and control processes. In particular, the only financial product offered - advance payment on securities sales - is tightly monitored to mitigate risks.

RISKS	IDENTIFICATION	MANAGEMENT
Operational risk	Results from technical failures, system malfunctions, operational process errors, human mistakes, or IT-related issues, causing losses to the company.	The company establishes specific workflows, conducts regular reviews and revisions, as well as provides ongoing employee training to enhance professional knowledge.
Information security risk	Arises from hacking, malware, human errors, or security vulnerabilities, leading to data breaches, loss, or unauthorized access.	The company implements security measures, monitors systems, trains employees on cybersecurity, and utilizes security tools such as encryption and firewalls. Additionally, JSI conducts periodic security assessments to strengthen defenses against cyber threats.
Natural disaster and epidemic risk	Causes by natural disasters or pandemics, which can disrupt business continuity.	The company develops contingency plans and response policies, including remote work procedures, asset protection and data security measures, and training sessions to ensure continuous operations.
<p>Risk management is an essential factor in ensuring business stability and sustainable development. Each risk type has different impacts on business operations. Early identification and strict control measures help the company minimize losses and capitalize on opportunities in a volatile market. Through continuous monitoring, policy updates, and workforce development, JSI ensures quick adaptation, maintains operational efficiency, and strengthens its competitive advantage in the market.</p>		

4. 2024 REVIEW AND 2025 ORIENTATION

The year 2024 marked the introduction of two significant regulatory documents in the securities sector: the Law No. 56/2024/QH15 which introduced key amendments to the 2019 Securities Law, and the Circular 68/2024/TT-BTC which revised and supplemented regulations on trading, settlement, securities company operations, and information disclosure. These changes have positively contributed to market development, with the most notable reform being the implementation of the non-prefunding mechanism, leading to adjustments in related legal regulations.

At JSI, to adapt to this new regulatory environment, internal processes and policies were updated accordingly. The Risk Management Department actively collaborated with other departments to assess risks, ensure legal compliance, and maintain the company's competitiveness. However, as these regulations are still relatively new, JSI recognizes the need to continuously learn from market practices and make flexible adjustments. As of now, JSI's operations remain well-aligned with the company's governance requirements, as well as market and customer demands.

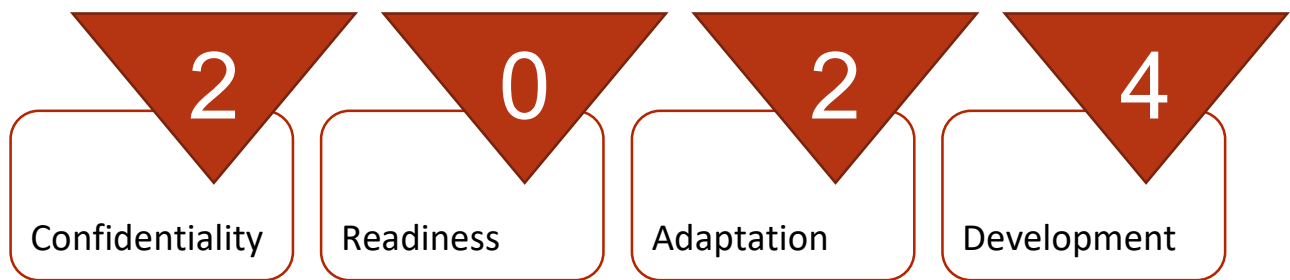
Looking ahead to 2025, the KRX trading system is expected to be implemented, offering opportunities to enhance customer experience and optimize operations. However, this technological transformation will also bring new operational risk management challenges, requiring closer supervision and oversight. JSI is fully prepared to embrace these challenges, viewing them as opportunities to expand the market and attract more international investors to Vietnam's financial sector. Emerging risks will be tightly controlled to ensure safe and efficient operations.

A photograph of a modern office interior. In the foreground, there is a long, curved reception desk with a dark wood top and a light-colored base. Behind the desk, a large white wall features the JSI logo, which consists of a red square with a white star and the letters 'JSI'. Below the logo, the text 'CÔNG TY TNHH CHỨNG KHOÁN NHẬT BẢN' and 'JAPAN SECURITIES CO., LTD.' is visible. To the left of the desk, there is a seating area with two grey armchairs and a small round table with a vase of white flowers. The background wall is decorated with a grid of red and white squares. A large potted plant with red flowers is on the right side of the image.

INFORMATION TECHNOLOGY SYSTEM

The information technology (IT) system is a core foundation that plays a critical role in all operations of a securities company. Regardless of whether a company pursues a stable growth strategy or aims for rapid breakthroughs, its IT infrastructure must be robust and highly scalable, laying the groundwork for efficient, secure, and sustainable operations. In the context of a constantly evolving stock market and increasing demands for security, stability, and flexibility, JSI has identified information technology as a key pillar to ensure the company's sustainable development.

In 2024, under the direction of the Owner and the Executive Board, JSI's IT system was successfully developed and maintained, supported by a highly skilled workforce, modern infrastructure, and stringent processes. The company continued making substantial investments in security, improving system readiness, optimizing performance, and rapidly adapting to market changes. At the same time, JSI focused on developing advanced technology solutions to enhance the customer experience. JSI's server system is located at the Data Backup Center of the Ho Chi Minh Stock Exchange, meeting international standards for physical security and optimized order-processing speed for clients. Although not located near JSI's headquarters in Hanoi, the system is operated and maintained by a team of experienced professionals, ensuring uninterrupted and highly secure operations, fully meeting customer demands.



1. ENHANCING CONFIDENTIALITY – The foundation for sustainable development

JSI continues to prioritize investments in system security to protect data and ensure information safety amid increasing cybersecurity risks. The company has implemented a range of measures to strengthen its defenses against potential threats:

- Completed the information security classification process as required by the Authority of Information Security – Ministry of Information and Communications.
- Collaborated with the Vietnam National Cyber Security Technology Corporation to identify and address security vulnerabilities in servers, network devices, and software systems.
- Invested in a new firewall system, following the recommendations of the State Securities Commission, to enhance secure connectivity between the headquarter and the Data Backup Center of the Ho Chi Minh Stock Exchange.
- Increased cybersecurity awareness across all employees through multiple channels such as emails, chat tools, and internal communications materials.

These measures allow JSI to proactively prevent risks, ensuring system stability and resilience against cyberattacks.

2. ENSURING READINESS – Prepared for all scenarios

To ensure continuity and reliability of its IT system, JSI has undertaken key infrastructure upgrades:

- Upgraded server storage drives, improving performance and data backup capabilities to maintain system readiness under all conditions.
- Completed operational connection procedures with the core KRX system, in line with the regulatory plan. Although the official go-live implementation has been delayed, JSI continues close monitoring to keep the system ready for deployment as soon as directed.

These initiatives allow JSI to remain proactive, optimize system operations, and ensure full compliance with market requirements.

3. FLEXIBLE ADAPTATION – Meeting market demands

JSI has further strengthened the adaptability of its IT infrastructure in 2024 through:

- Adjusted and optimized systems to align with technical requirements and the evolving KRX implementation schedule, despite regulatory timeline changes.
- Ensured the stability of trading systems and order processing, allowing clients to maintain a smooth and seamless experience, while minimizing disruptions caused by market infrastructure upgrades.

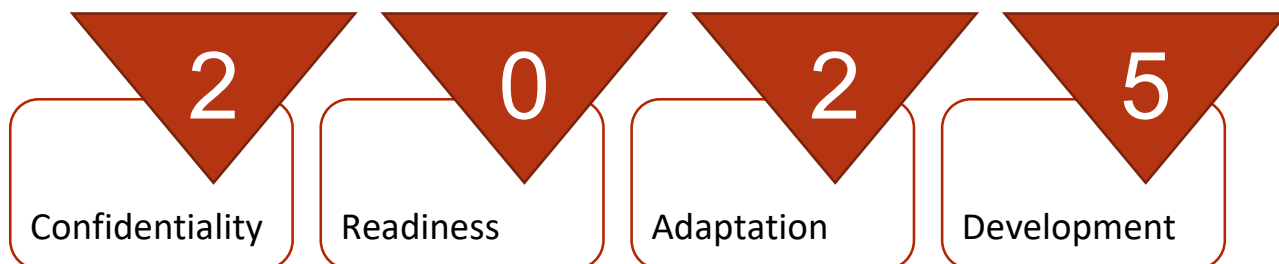
JSI committed to maintaining flexibility and proactively adjusting its systems to respond swiftly to financial market fluctuations.

4. DEVELOPMENT AND INNOVATION – Customer-oriented

Beyond enhancing security and optimizing infrastructure, JSI has accelerated the development of customer-focused technology solutions. In 2024, the company launched two key projects:

- A mobile securities trading application, enabling clients to access the market easily, conduct fast, secure, and convenient transactions.
- A collection and payment service integrated with BIDV, streamlining fund transfer processes to enhance investment efficiency for clients.

These products not only improve the customer experience but also reaffirm JSI's commitment to leveraging technology to maximize value for investors.



Continuing its strategic direction from previous years, JSI aims to enhance its IT capabilities in 2025, ensuring Confidentiality – Readiness – Adaptation – Development. The company will focus on the following key initiatives:

1. ENHANCE CONFIDENTIALITY – Proactively addressing cybersecurity risks

JSI will continue investing in cutting-edge technology solutions to strengthen system monitoring capabilities, minimize cybersecurity threats, and protect customer data effectively. Key initiatives include:

- Researching and implementing advanced security technologies to improve threat detection and rapid response capabilities.
- Strengthening network defense systems to enhance server protection against increasingly sophisticated cyberattacks.
- Conducting regular security assessments to ensure strict compliance with information security regulations.

2. ENSURING READINESS – Seamless operations, no disruptions

To maintain uninterrupted system performance, JSI will continue monitoring and maintaining the highest level of operational readiness:

- Closely tracking the KRX system go-live plan by regulatory authorities and proactively adjusting internal systems to seamlessly integrate with the new Stock Exchange's platform.
- Enhancing system resilience and upgrading infrastructure to minimize operational disruptions.
- Reviewing and optimizing operational processes to improve transaction processing efficiency.

3. FLEXIBLE ADAPTATION – Boosting performance, market responsiveness

JSI will further accelerate digital transformation to enhance productivity and streamline operations:

- Implementing automation technologies to reduce processing time, improve accuracy, and increase efficiency.
- Integrating digital solutions into internal operations to minimize manual processes and optimize performance in a highly competitive environment.
- Enhancing end-user interface and experience across trading platforms, making it easier for clients to access the market.

4. DEVELOPMENT AND INNOVATION – Elevating customer experience

JSI is committed to continuously developing technology solutions to create greater value for customers:

- Planning launch of a mobile trading application and an electronic fund transfer system connected with BIDV in 2Q2025, enabling faster, safer, and more convenient transactions.
- Expanding smart trading features, optimizing order matching speed, and enhancing investment experiences.
- Upgrading data infrastructure to ensure fast processing speeds and transaction accuracy, helping customers maximize investment efficiency.

With these initiatives, JSI is committed to accelerating technological advancements, strengthening system capabilities, and ensuring sustainable development in an increasingly competitive market environment.

A photograph of a modern office interior. In the foreground, there is a long, curved reception desk with a dark wood top and a light-colored base. Behind the desk, a large glass wall features the JSI logo (a red square with a white star and the letters 'JSI') and the company name in Vietnamese and English: 'CÔNG TY TNHH CHỨNG KHOÁN NHẬT BẢN' and 'JAPAN SECURITIES CO., LTD.'. To the left of the desk, there is a seating area with two grey armchairs and a small round table with a vase of white flowers. The background wall is decorated with a grid of red and white squares. A large potted plant with red flowers is on the right side of the image.

PERFORMANCE OF BUSINESS ACTIVITIES

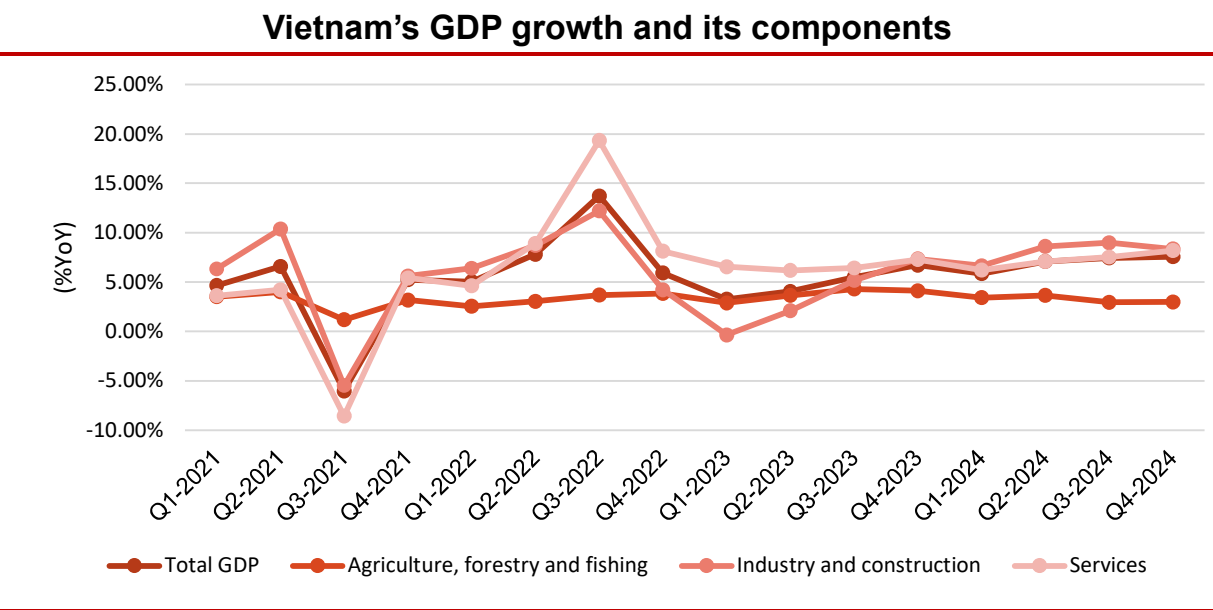
In 2024, JSI maintained stability despite market volatility. Amid economic challenges, the company focused on strengthening its financial foundation, optimizing its portfolio, and enhancing service quality.

Total assets saw slight growth, while revenue structure shifted towards diversification, with notable growth from individual investors. JSI reinforced relationships with foreign institutional clients - its largest brokerage revenue source - while expanding its domestic and foreign individual investors base. Additionally, the company upgraded its trading system, improved operational efficiency, and optimized costs.

With a strong foundation and flexible strategy, JSI is well-positioned for future growth.

1. GENERAL MARKET OVERVIEW

In 2024, **the global economy** faces numerous challenges. Geopolitical tensions between Russia and Ukraine, along with conflicts in the Middle East, have hindered global economic growth. Additionally, the significant rise in public debt worldwide, combined with China's sluggish recovery, has further impacted economic and political stability in many countries.



Source: GSO

Amid a highly volatile environment, **Vietnam's economy** encountered several difficulties, notably the damages caused by Typhoon Yagi. However, the country achieved significant milestones, such as upgrading comprehensive strategic partnerships with three countries and collaborating with NVIDIA to establish two AI development centers. The government introduced favorable policies to boost economic growth, including amendments to the Credit Institution Law and three real estate laws, among others. Key achievements of Vietnam's economy:

- **Vietnam's GDP** grew by over 7% in 2024, surpassing initial targets.
- **Total retail sales of goods and services** reached VND 6,391 trillion, up 9% from the previous year.

- **Record import-export** turnover of USD 783 billion, up over USD 100 billion from the previous year, with a USD 25 billion trade surplus for the ninth consecutive year.
- **Public investment disbursement** reached VND 548,569 billion, accounting for 72.9% of the plan and 80.3% of the target set by the Prime Minister.
- **The CPI** rose 3.63% YoY, meeting the National Assembly's target.
- **FDI disbursement** hit a record USD 25.35 billion, up 9.4% YoY.

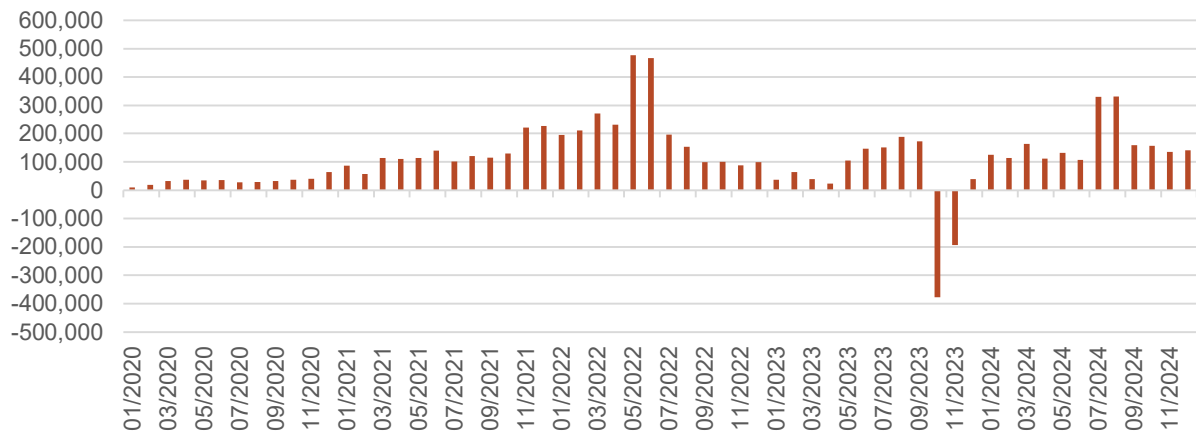
Vietnam's stock market experienced notable changes that influenced its growth and liquidity:

- The National Assembly passed **the revised Securities Law**, a significant step towards the market's upgrade.
- The Ministry of Finance issued **Circular 68/2024/TT-BTC**, addressing key market obstacles and brings the market closer to the goal of an international-standard upgrade.
- **Major stock market fraud cases** were prosecuted, reflecting efforts to clean up the market and improve transparency.

Regarding the market's movement, the VN-Index increased 12.11%, closing the year at 1,266.78 points. Market liquidity improved significantly, with the average daily trading value reaching nearly VND 21 trillion, a 19% increase from the previous year:

- **The number of securities accounts** surged by 2 million, bringing the total closer to the government's target of 9 million accounts by 2025 and 11 million accounts by 2030. Every month recorded positive growth in new account openings, with over 330,000 new accounts in July and August alone.

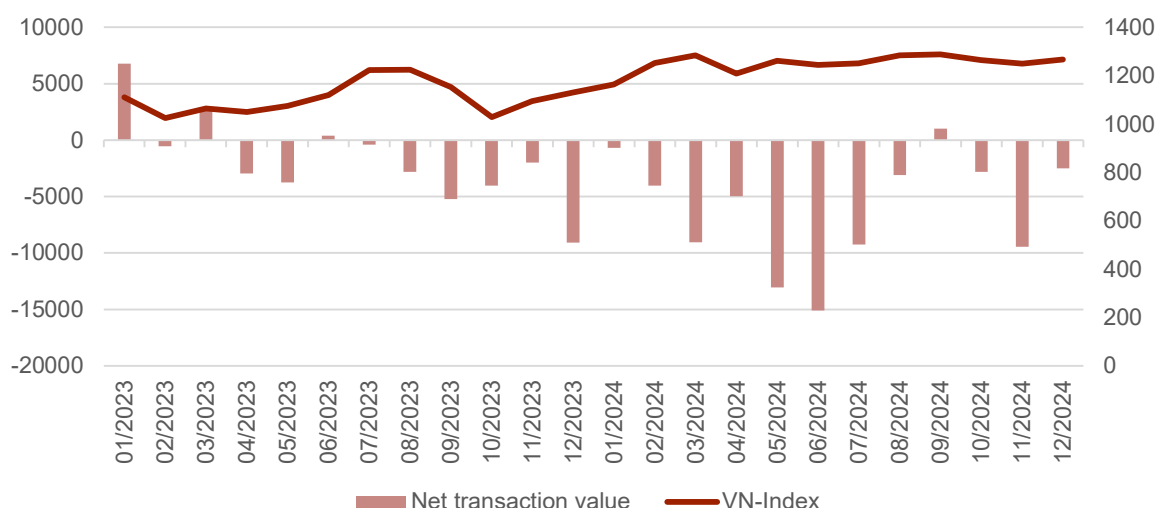
The change in number of securities accounts



Source: SSC

- **Foreign individual investors and foreign institutional investors** recorded growth rates in trading value of 22% and 49%, respectively, compared to the previous year. Despite increased trading activity, this investor group continued its net-selling trend, with a total net sell value exceeding VND 90 trillion in 2024. The strongest selling pressure occurred in 2Q2024.

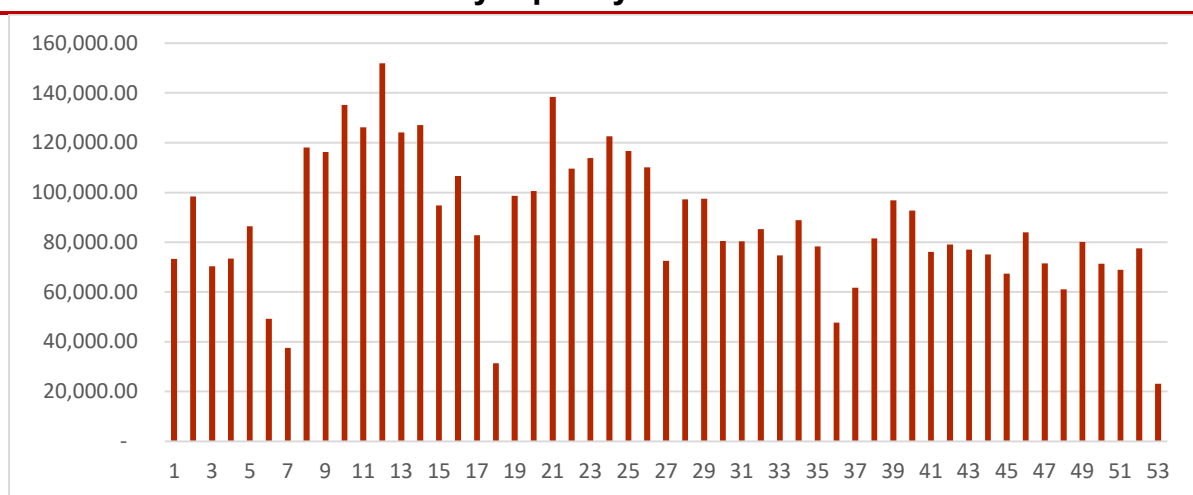
Net foreign transactions



Source: FiinPro

- **Domestic individual investors** continued to play a dominant role, accounting for 81% of total trading value. Their total trading value increased by 18% compared to 2023.
- **Domestic institutions** experienced strong growth, with total trading value increasing by 45%.
- **The weekly liquidity** of the VN-Index showed a weakening trend in 2024. Without significant capital inflows or a return of foreign investment, the VN-Index will struggle to surpass 1,300 points, facing selling pressure from domestic investors.

Weekly liquidity of VN-Index



Source: FiinPro

- **The corporate bond market** in 2024 experienced strong growth, with total issuance value reaching VND 443,458 billion, a significant 42% increase compared to 2023. Throughout the year, there were 429 private placements worth VND 410,544 billion and 22 public issuances totaling VND 32,914 billion. This recovery continued following the issuance of Decree No. 08/2023/NĐ-CP, which aimed to resolve difficulties and stimulate capital flow in Vietnam's corporate bond market.

2. FINANCIAL PERFORMANCE IN 2024

At the end of the 2024 financial year, JSI recorded results below its Owner's expectations, despite maintaining stability and efficiency. Specifically, net revenue reached VND 31 billion, down from VND 37 billion in the previous year. Profit before tax was approximately VND 2.93 billion, a decrease from VND 9.1 billion in 2023. Although profit fell short of expectations, the company maintained a stable foundation amid global economic challenges, demonstrating its resilience and operational sustainability.

Unit: Vietnam Dong

Indicators	2023	2024	Changes (%)
Total asset value	338,503,853,916	340,779,195,852	0.67%
Net revenue	36,972,389,771	31,023,024,761	-16.09%
Profit from operating activities	9,446,436,081	2,926,086,130	-69.02%
Other profits	-288,909,062	1,955,518	100.68%
Profit before tax	9,157,527,019	2,928,041,648	-68.03%
Profit after tax	7,256,206,848	2,340,228,780	-67.75%

One of the key factors that helped JSI maintain stability over the past year was its prudent and secure investment strategy. By selecting low-risk and stable investments, the company ensured a reliable cash flow, even as revenue from core activities declined. While external factors impacted financial performance, JSI remained financially stable and capable of executing long-term strategies.

Additionally, diversified business segments played a crucial role in JSI's performance. Securities services and financial investments remained core revenue drivers. Despite an unfavorable stock market, the securities segment sustained stable trading activities, while financial investment services contributed to sustainable income.

Although results fell short of expectations, JSI upheld its market position. By maintaining a cautious investment strategy and a flexible management approach,

the company aims to overcome challenges and achieve future growth. Its diverse business portfolio will be a key factor in ensuring stability and driving expansion in the coming years.

❖ ASSETS STRUCTURE

Unit: Vietnam Dong

Indicators	2023		2024		Growth (%)
	Value	Pro-portion (%)	Value	Pro-portion (%)	
Current assets	174,306,662,274	51.5	228,604,385,781	67.1	31.15
Current financial assets	170,758,106,517	50.4	225,875,547,956	66.3	32.28
Other current assets	3,548,555,757	1.0	2,728,837,825	0.8	-23.1
Non-current assets	164,197,191,642	48.5	112,174,810,071	32.9	-31.68
Non-current financial assets	155,000,000,000	46	105,000,000,000	31	-32.26
Fixed assets	4,248,106,433	1.3	1,674,427,790	0.5	-60.58
Other non-current assets	4,949,085,209	1.5	5,500,382,281	1.6	11.14
Total assets	338,503,853,916	100	340,779,195,852	100	0.67

In 2024, the company's total assets saw a slight increase of 0.67%, rising from VND 338.5 billion to VND 340.8 billion. However, significant changes in asset structure reflect the company's key strategic adjustments, particularly in increasing current assets and current financial assets while reducing non-current assets.

Specifically, current assets grew significantly by 31.15%, from VND 174.3 billion to VND 228.6 billion, accounting for 67.1% of total assets. This indicates the company's increased focus on liquidity. Among them, current financial assets rose by 32.28%, from VND 170.8 billion to VND 225.9 billion, reflecting greater investment in highly liquid financial instruments such as bank deposits.

Conversely, non-current assets declined sharply by 31.68%, from VND 164.2 billion to VND 112.2 billion, with their proportion decreasing from 48.5% to 32.9%. This decline was mainly due to a reduction in non-current financial investments, as

non-current financial assets dropped by 32.26%, from VND 155 billion to VND 105 billion, along with a significant 60.58% decrease in fixed assets (from VND 4.2 billion to VND 1.7 billion). This shift demonstrates the company's move towards more liquid current assets and a reduction in less profitable non-current investments.

❖ OWNER'S EQUITY STRUCTURE

Unit: Vietnam Dong

Indicators	2023		2024		Growth (%)
	Value	Pro-portion (%)	Value	Pro-portion (%)	
Owner's equity	334,607,403,092	98.8	336,947,631,872	98.9	0.7
Owner's capital	300,000,000,000	88.6	300,000,000,000	88.0	0.0
Financial provision and operational risk reserve	325,801,831	0.1	325,801,831	0.1	0.0
Other equity funds	344,013,296	0.1	344,013,296	0.1	0.0
Retained earnings	33,937,587,965	10.0	36,277,816,745	10.0	6.9
Total liabilities and equity	338,503,853,916	100	340,779,195,852	100	0.7

In 2024, the company's total liabilities and equity saw a slight increase from VND 338.5 billion to VND 340.8 billion. However, there were minor adjustments in the equity structure, reflecting a stable financial strategy.

Owner's equity continued to account for the majority of total liabilities and equity (98.9%), rising slightly by 0.7% compared to 2023, from VND 334.6 billion to VND 336.9 billion. This indicates that the company maintains stability and does not rely on loans or external funding. Although equity increased slightly, the owner's capital remained unchanged at VND 300 billion. This increase was primarily driven by other equity components, such as retained earnings. The financial provision and operational risk reserve, along with other equity funds, remained unchanged from 2023 at VND 325.8 million and VND 344 million, respectively, accounting for 0.1% of total liabilities and equity.

Retained earnings saw a modest increase from VND 33.94 billion to VND 36.28 billion; however, its proportion remained at 10% of total liabilities and equity, reflecting the company's ability to steadily accumulate profits. Although total liabilities and equity did not change significantly, the company's financial structure remained stable, with strong equity and substantial profit accumulation, ensuring a solid financial foundation for future strategies.

❖ LIABILITIES

In 2024, the company's total liabilities decreased slightly by 1.67%, from VND 3.896 billion to VND 3.832 billion, indicating an adjustment in its current liabilities management strategy. Although total liabilities declined, the structure of liabilities underwent significant changes.

Unit: Vietnam Dong

Indicators	2023		2024		Growth (%)
	Value	Pro-portion (%)	Value	Pro-portion (%)	
Current liabilities	3,896,450,824	100	3,831,563,980	100	-1.67
Current trade payables	116,923,155	3.0	155,910,892	4.1	33.34
Taxes and other current payables to the State	1,178,031,788	30.2	830,648,197	21.7	-29.49
Current payable to employees	1,959,748,951	50.3	2,230,799,119	58.2	13.83
Current employee benefit obligations	108,282,400	2.8	118,485,200	3.1	9.42
Current accrued expenses	399,492,460	10.3	405,425,077	10.6	1.49
Other current payables	133,972,070	3.4	90,295,495	2.4	-32.6
Non-current liabilities	0	0	0	0	0
Total liabilities	3,896,450,824	100	3,831,563,980	100	-1.67

Specifically, current trade payables increased by 33.34%, from VND 116.9 million to VND 155.9 million, accounting for 4.1% of total liabilities. This reflects the company's business expansion, leading to a rise in payments owed to suppliers.

Current payable to employees, which represent a significant portion of current liabilities, rose by 13.83%, from VND 1.96 billion to VND 2.23 billion, making up 58.3% of total liabilities. This increase demonstrates the company's commitment to employee welfare and benefits. Additionally, current employee benefit obligations saw a slight rise of 9.42%, from VND 108.3 million to VND 118.5 million, representing 3.1% of total liabilities. This reasonable increase ensures the company continues to support employee welfare.

accrued expenses increased by 1.49%, from VND 399.5 million to VND 405.4 million, accounting for 10.6% of total liabilities. Although the proportion remained relatively stable, this growth may reflect a slight increase in operating expenses in 2024. Meanwhile, other current payables saw a sharp decline of 32.6%, from VND 134 million to VND 90.3 million, making up 2.4% of total liabilities. This suggests that the company has either settled or adjusted certain obligations, reducing its current financial burdens. Although total liabilities decreased slightly, there were significant structural adjustments in the composition of debt. These changes reflect a flexible and prudent financial strategy, enabling the company to maintain efficient operations without a substantial increase in current liabilities.

❖ KEY FINANCIAL RATIOS

In 2024, JSI continued to maintain a stable financial foundation. Although there was no significant growth, the company demonstrated strong risk control capabilities. The capital adequacy ratio remained high at 757.70%, while liquidity improved significantly. The quick ratio increased from 44.73 to 59.66 times, reflecting strong cash flow and enhanced liquidity. While total asset turnover slightly declined from 0.11 to 0.09, this was a result of prudent investment activities and asset portfolio optimization. Although profitability decreased, with net profit margin dropping from 0.2 to 0.08, JSI maintained financial efficiency and ensured sustainable growth with a solid foundation. The company remains well-positioned to seize future growth opportunities.

Indicators	Unit	2023	2024
1. Capital size			
Charter capital	VND	300,000,000,000	300,000,000,000
Owner's equity	VND	334,607,403,092	336,947,631,872
Total assets	VND	338,503,853,916	340,779,195,852
Capital adequacy ratio	%	763.83	757.70
2. Results of business activities			
Total deposits mobilized	VND	22,182,421,921	16,854,594,518
Total loan disbursement	VND	33,996,758	42,587,321
3. Liquidity			
Quick ratio	Times	44.73	59.66
Overall liquidity ratio	Times	86.87	88.94

Unite: Times

Indicators	2023	2024
1. Liquidity ratios		
Current ratio: $\frac{\text{Current assets}}{\text{Current liabilities}}$	44.73	59.66
Quick ratio: $\frac{\text{Current assets} - \text{Inventories}}{\text{Current liabilities}}$	44.73	59.66
2. Capital structure ratios		
$\frac{\text{Total liabilities}}{\text{Total assets}}$	0.01	0.01
$\frac{\text{Total liabilities}}{\text{Owner's equity}}$	0.01	0.01
3. Efficiency ratios		
Asset turnover: $\frac{\text{Net revenue}}{\text{Average total assets}}$	0.11	0.09
4. Profitability ratios		
$\frac{\text{Profit after tax}}{\text{Net revenue}}$	0.2	0.08
$\frac{\text{Profit after tax}}{\text{Owner's equity}}$	0.02	0.01
$\frac{\text{Profit after tax}}{\text{Total assets}}$	0.02	0.01
$\frac{\text{Profit from operating activities}}{\text{Net revenue}}$	0.26	0.09

3. SECURITIES BROKERAGE AND TRADING ACTIVITIES

In 2024, the VNIndex saw a slight recovery; however, foreign investors recorded the highest net selling in the history of Vietnam's stock market. The domestic market failed to meet expectations, while international factors such as the strengthening USD, trade wars, and geopolitical tensions caused investors to become more cautious, leading to a decline in trading value.

Amid these unfavorable conditions, the company's brokerage fee revenue in 2024 decreased by 25.14% YoY, reaching VND 8.4 billion.

BROKERAGE REVENUE 2024
Unit: Million Vietnam Dong

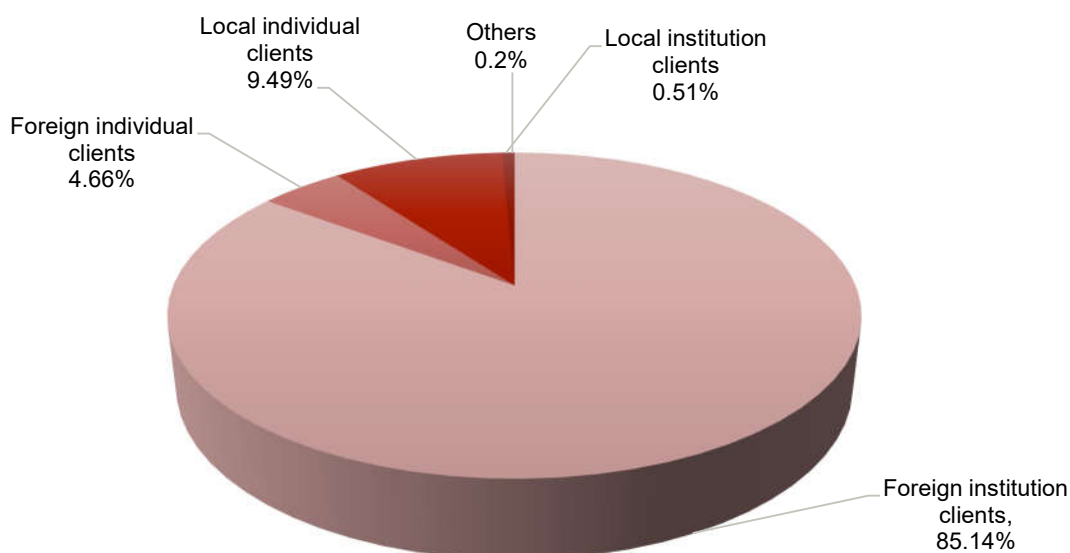


Although revenue from **foreign institutional clients** declined, they still dominated the revenue structure, accounting for 85.14%. This indicates that JSI continues to maintain strong relationships with foreign institutional investors, one of the company's key strengths. Providing specialized services and meeting the needs of this client group will be crucial for JSI to sustain stable brokerage revenue in the long run.

A highlight in JSI's 2024 brokerage revenue structure was the significant growth from **local individual clients**. Revenue from this segment increased by 39.93%, raising its share of total brokerage revenue from 5.08% to 9.49%. While this proportion remains relatively modest, the strong growth signals an opportunity for JSI to further expand in this segment.

In addition to growth from domestic individual clients, **foreign individual clients** also recorded a notable increase. Revenue from this group rose by 26.02%, boosting their share of brokerage revenue from 2.77% to 4.66%. This positive trend presents an opportunity for JSI to strengthen its presence in this segment moving forward.

BROKERAGE REVENUE'S PROPORTION IN 2024



Although JSI experienced a decline in total brokerage revenue in 2024, the company maintained a stable operational foundation and has strong growth opportunities ahead. The shift in revenue structure, particularly the rise in individual client contributions, highlights potential for market expansion and service enhancement. To ensure sustainable growth, JSI remains committed to improving customer experience, enhancing trading systems, expanding partnerships, and

leveraging support from its Japanese owner to strengthen capabilities and attract international investors. Key activities include:

- Enhancing order execution quality for institutional clients by proactively engaging with them to better understand their needs and expectations, thereby increasing customer satisfaction;
- Providing clients with timely and accurate updates from reliable sources on market trends, companies, and securities, enabling informed investment decisions;
- Collaborating with the owner to promote Vietnam's investment opportunities globally, attracting more foreign investors;
- Upgrading systems to comply with regulatory changes and diversifying service offerings;
- Improving the online trading platform to ensure seamless transactions while maintaining compliance with current legal regulations;
- Refining and updating processes to enhance service quality for clients;
- Strengthening employee training through international programs to improve expertise and adopt best practices from the Japanese owner.

4. SECURITIES RESEARCH ACTIVITIES

JSI aims to be a trusted source of information for foreign institutional clients, leveraging its experienced professionals from developed markets and a young team with strong foreign language skills. In 2024, JSI continuously improved the quality and speed of information delivery, helping clients make more effective investment decisions while gradually aligning its reports with international standards.

JSI proactively expanded the scope and format of its reports, providing a more comprehensive view of the Vietnamese market and helping investors identify profit opportunities regularly. Its diverse report system includes potential stock portfolios, stock recommendations, periodic updates, and monthly summaries, catering to clients' diverse information needs. These reports are distributed through multiple channels, including Bloomberg, JSI's official website, direct emails, and in-depth client presentations.

For both existing and potential clients, JSI provides daily market reports with timely updates on Vietnam's stock market. Its monitored securities portfolio covers the entire VN30, nearly all of VN100, and various small-cap stocks, ensuring comprehensive and accurate insights for investors.

JSI also offers multilingual reports in Vietnamese, Japanese, and English, receiving positive feedback from clients. Many new investors have entered Vietnam's stock market through these in-depth reports.

Additionally, JSI actively strengthens relationships with listed companies, proactively exchanging information to update business strategies and future directions. This enables JSI to provide valuable insights that are not easily accessible through public sources, enhancing investment efficiency for clients.

5. PROPRIETARY TRADING ACTIVITIES

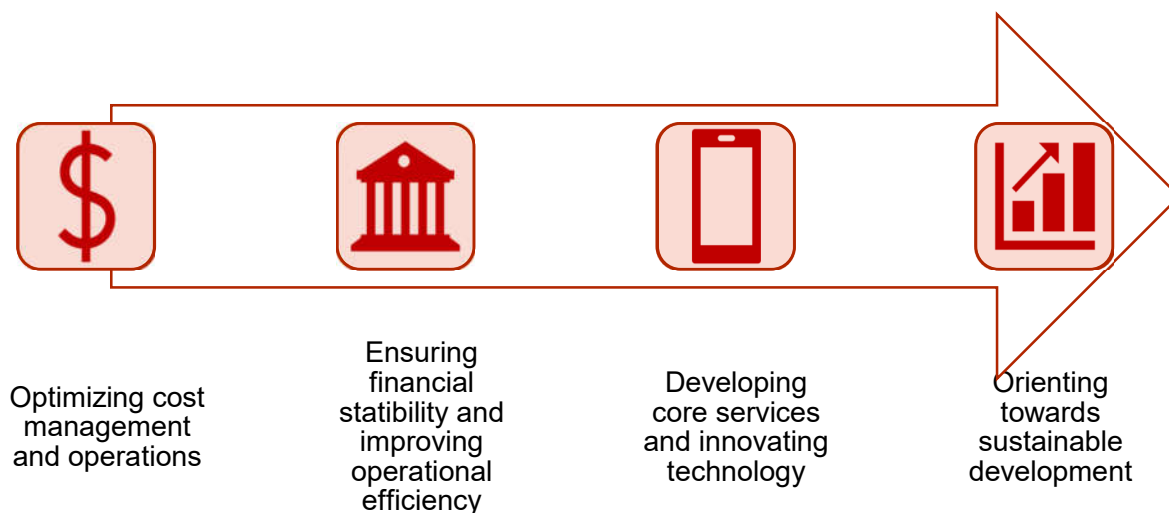
In 2021, Aizawa Securities Co., Ltd., headquartered in Japan and the owner of JSI, underwent a restructuring and expansion to Aizawa Securities Group Co., Ltd. This transformation aimed to specialize each subsidiary, clearly defining roles and responsibilities to enhance the overall efficiency of the Group. Under this new strategy, JSI was designated as a specialized brokerage firm, focusing on serving professional institutional clients from Japan and other Asian countries trading in the Vietnamese stock market.

As part of the restructuring process, JSI temporarily suspended proprietary trading to fully concentrate on its core responsibilities in line with the Group's direction. This ensures strict adherence to established procedures and strategies. Once approved by the Group, JSI will resume proprietary trading according to a well-planned roadmap.

6. GUIDANCES FOR 2025

Entering 2025, JSI remains committed to its sustainable development strategy, focusing on financial stability, operational optimization, and service quality enhancement. Despite ongoing economic and financial market challenges, the company will continue leveraging its strong foundation built over the years to

maintain stable growth, improve operational efficiency, and strengthen its position in the securities brokerage sector, particularly for foreign institutional clients.



❖ **Optimizing cost management and operations**

JSI prioritizes optimizing operating costs to enhance business efficiency. The company will continue to implement stringent cost control measures, from personnel management to process optimization, to ensure stable profitability even in challenging market conditions. However, JSI remains ready to invest in essential areas to improve service quality and drive growth, ensuring that its optimization strategy does not hinder long-term development.

❖ **Ensuring financial stability and improving operational efficiency**

In 2024, JSI maintained financial stability with total assets reaching VND 340.8 billion, marking a slight increase from the previous year. JSI's capital adequacy ratio of 757.70% in 2024 demonstrates a healthy financial foundation, enabling the company to withstand market fluctuations. This trend is expected to continue in 2025, as the company remains focused on financial risk management, maintaining a high capital adequacy ratio, and ensuring strong liquidity.

JSI will continue to maintain a well-balanced asset structure, focusing on highly liquid investments to ensure flexibility in changing market conditions. Strengthened

financial management will help sustain stable profitability, prioritizing sustainable growth over short-term breakthroughs.

In the Financial Business and Financial Investment Services segments, JSI will continue developing specialized financial advisory services to help clients optimize their investment portfolios. The company will leverage its strengths in providing financial services to foreign institutional clients, ensuring stable revenue and maintaining a strong industry position.

For securities research and investment advisory, JSI will further expand its reports tailored to foreign institutional clients, meeting their growing demand for high-quality market insights. Specific activities include:

- Actively engaging with clients to gather feedback and adjust report frequency and content to maximize service value.
- Strengthening relationships with listed companies, organizations, and industry associations to expand data sources and provide exclusive, high-value insights.
- Increasing the publication of stock recommendations and reports, particularly focusing on mid – and small-cap stocks – the securities with limited market information but strong growth potential.

❖ **Developing core services and innovating technology**

In 2025, JSI will continue strengthening its core businesses, including Securities Services and Financial Investments. For brokerage services, the company will enhance service quality and optimize transaction processes to provide a superior experience for clients. JSI will also maintain a prudent investment strategy and expand its client network, ensuring stable brokerage revenue amid market fluctuations.

A key milestone for JSI in 2025 will be the launch of a mobile trading application. This application will allow clients to execute trades quickly, monitor their investment portfolios, and receive real-time market updates. By improving user experience and convenience, JSI's mobile trading app will be a crucial tool for retaining existing clients and attracting new investors.

❖ Orienting towards sustainable development

JSI remains committed to sustainable development, not only in business operations but also in corporate governance and social responsibility. The company will continue upholding high standards in risk management, financial transparency, and regulatory compliance.

In 2025, JSI aims for stability and efficiency, leveraging technology to enhance client experience. With a solid financial foundation, clear strategic direction, and a strong commitment to clients, JSI is confident in its ability to sustain growth in 2025 and beyond.

A photograph of a modern office interior. In the foreground, there is a long, sleek reception desk with a dark wood top and a light-colored base. Behind the desk, a large glass wall features the JSI logo, which consists of a red square with a white star and the letters 'JSI'. Below the logo, the text 'CÔNG TY TNHH CHỨNG KHOÁN NHẬT BẢN' and 'JAPAN SECURITIES CO., LTD.' is visible. To the left of the desk, there are two grey armchairs and a small round table with a vase of white flowers. To the right, a large white vase holds a bouquet of red flowers. The background wall is decorated with a grid of small red and white squares. The ceiling has recessed lighting.

REPORT ON ENVIRONMENTAL AND SOCIAL IMPACT

As a subsidiary of Aizawa Securities Group Co., Ltd. – a Japanese enterprise committed to sustainable development – JSI prioritizes balancing economic growth, social responsibility, and environmental protection. This principle is not just a guideline but a core value shaping all company operations. JSI integrates environmental protection and community contributions into its strategy, aiming to enhance corporate value while generating lasting positive impacts on society.

Alongside sustainability, JSI upholds transparent and efficient governance as a key driver of long-term stability and growth. Inheriting a strong culture of discipline, responsibility, and commitment from its Japanese owner, JSI strictly adheres to governance principles, ensuring fairness, transparency, and sustainability. This approach underscores JSI's dedication to not only economic expansion but also to building a responsible enterprise that contributes to Vietnam's economic prosperity.

1. SOCIAL RESPONSIBILITY

JSI places social and environmental responsibility at the heart of its strategy – not only to drive sustainable corporate growth but also to support national development. This commitment reflects a long-term mission to build a greener, more sustainable future for future generations.



❖ THE ENVIRONMENT

As a financial company, JSI has minimal resource consumption, such as electricity and water. However, environmental protection remains a top priority. Every JSI employee actively engages in practical actions, including saving energy, reducing plastic bottle and bag usage, and promoting paper and carton recycling. In 2024, JSI reported no environmental regulation violations, reinforcing its commitment to a sustainable workplace that aligns social responsibility with long-term growth.

❖ THE SOCIETY

JSI values corporate responsibility to the local community, striving to minimize negative impacts while fostering sustainable social and economic benefits. The company focuses not only on business growth but also on strengthening social, economic, and political relationships to harmonize corporate and community development.

❖ THE STATE

JSI upholds the rule of law as its guiding principle, strictly adhering to the State regulations and industry standards in the securities sector. We are committed to transparent operations, ensuring that all management, trading, and reporting processes comply with legal requirements. Additionally, JSI fully meets its tax obligations and contributes to the national budget, supporting socio-economic development. Maintaining credibility and a strong relationship with the State is not only our responsibility but also the foundation for building a transparent, stable, and sustainable business environment.

❖ THE MARKET

JSI is committed to providing high-quality services and products, strictly adhering to legal regulations to enhance transparency and ensure the stable operation of the stock market. We continuously strive to create a fair, transparent, and secure trading environment, fostering absolute trust among investors.

Beyond improving the domestic market, JSI also focuses on expanding its international reach by attracting experienced and well-capitalized foreign investors to Vietnam's stock market. Strategic partnerships with global financial institutions help mobilize capital from developed economies, contributing to the sustainable growth of Vietnam's financial market and economy.

❖ THE CUSTOMERS

JSI is not just a financial advisory firm but also a trusted companion, always prioritizing the interests of its clients. We are committed to providing high-quality products and services that help clients manage their assets efficiently and optimally.

Beyond customer satisfaction, JSI aims to build unwavering trust by ensuring that all asset management processes are transparent, secure, and absolutely confidential. Adhering to the highest international standards, we continuously enhance service quality, offering peace of mind to clients and fostering long-term, sustainable partnerships.

❖ THE EMPLOYEES

JSI is committed to fostering a professional, safe, and equal workplace where every employee is respected and receives full benefits. We believe that individual well-being and personal growth form the foundation of a strong and efficient organization.

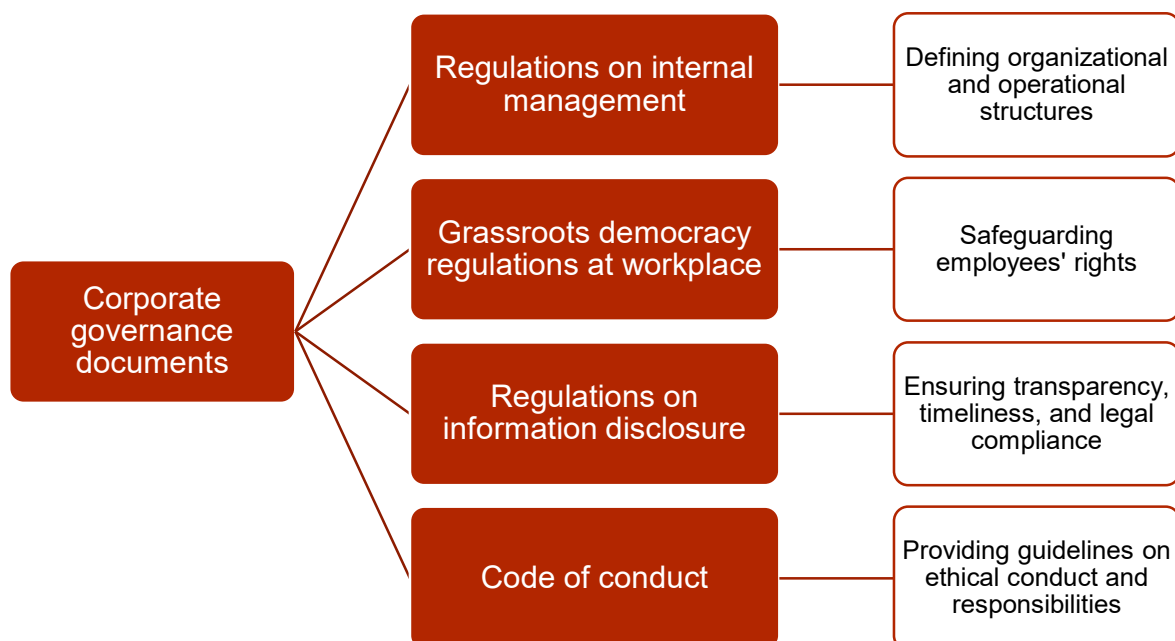
Beyond ensuring a safe work environment, JSI empowers employees to maximize their potential while enhancing their quality of life and positively impacting the community. This commitment is reflected in comprehensive support policies, specialized training programs, and meaningful community initiatives, all aimed at sustainable development.

JSI integrates social and environmental responsibility into its business strategy through rigorous governance policies (detailed in Section 2 below) to foster a professional work environment. With a long-term vision, JSI continuously innovates, enhances value, and adheres to global governance principles, ensuring sustainable development and delivering long-term benefits.

2. COMMUNITY RESPONSIBILITY

JSI recognizes that effective governance is crucial to an organization's survival and growth. Therefore, the company strictly adheres to and upholds governance principles, ensuring accountability to the communities in which it operates. JSI is committed to building a transparent, efficient, and responsible governance system that complies with legal regulations while supporting broader sustainable development goals.

To ensure sustainable governance and compliance with corporate governance regulations, JSI has implemented a comprehensive framework, including:



This governance framework helps JSI maintain its reputation, strengthen trust with clients and partners, and promote a sustainable corporate culture. Among these, the **Code of conduct** serves as a guiding principle for standard behavior, enhances individual responsibility, and contributes to building a strong corporate culture; while the **Regulations on information disclosure** guarantees transparency and compliance, reinforcing confidence in JSI's operations.

❖ CODE OF CONDUCT

JSI places great emphasis on maintaining ethical standards across all business activities. The company's Code of conduct, built on core values, serves as a guiding framework for all employees. Every JSI employee is required to adhere to this code to uphold both personal and corporate integrity. Additionally, ethical training is mandatory for all new employees.

The Code of conduct is based on key principles:

- Protecting human rights and acting in accordance with social ethical values;
- Complying with the law and behaving responsibly towards regulatory authorities and the media;
- Adhering to all internal regulations of JSI;
- Respecting and treating all clients fairly;
- Being honest, objective, fair, and transparent;
- Ensuring professional competence and due diligence.



❖ INFORMATION MANAGEMENT REGULATIONS

JSI strictly adheres to two fundamental principles in information management: **transparency in corporate disclosure** and **absolute confidentiality of client information**. The company is committed to providing accurate and timely information regarding its business operations while implementing the highest security measures to protect client data and prevent misuse.



Corporate information disclosure:

- JSI consistently **ensures transparent and timely information disclosure**, safeguarding clients' rights to access relevant information accurately and promptly. The company complies fully with Circular 96/2020/TT-BTC (and subsequent amendments) issued by the Ministry of Finance, which governs information disclosure in the securities market. JSI also follows relevant regulations set by the State Securities Commission. All disclosures are provided in Vietnamese, English, and Japanese on JSI's official website,

ensuring equal access to information for both domestic and international clients.

- Beyond mandatory disclosures, JSI proactively shares **important alerts and updates** affecting account security and trading activities. The company also provides dedicated support for foreign investors through its website.

Client data protection:

- As a financial services provider, data security is a top priority at JSI. The company enforces strict policies and procedures to safeguard sensitive client information and prevent cybersecurity threats. In 2024, JSI made **significant investments and collaborate with specialized cybersecurity firm to assess vulnerabilities** in its servers, network infrastructure, and software. This initiative ensures robust security measures to prevent cyberattacks and data breaches. JSI also proactively determines the information security level for its online trading system at Level 3, as required by the Department of Cybersecurity – Ministry of Information and Communications.

At the same time, JSI has developed a mobile application to assist investors in easily updating and verifying their ID verification, enhancing the customer experience while also aiming to increase security for online transactions.

- JSI **strictly adheres to information system security regulations** as stipulated in Circular 134/2017/TT-BTC (and its amendments) on electronic transactions in the securities market and Decree 13/2023/NĐ-CP on personal data protection. Accordingly, JSI has issued regulations on the Asset Protection and Information Security Policy, the General Terms and Conditions on Personal Data Protection and Processing, as well as establishing principles for access control and permission settings for users or groups within the transaction system.
- The company **closely monitors daily operational activities** related to information exchange to ensure compliance with security regulations. With the advantage of a streamlined governance and management model, supervision can be effectively implemented at all levels. JSI also focuses on enhancing employee awareness of customer information security by

detailing operational workflows across departments to maintain a high level of confidentiality.

- JSI understands that, beyond the company's security efforts, customers must also actively protect their personal information. In addition to implementing security guidelines for electronic securities transactions, JSI also **issues warnings** about online fraud techniques and cybercriminal methods used to steal transaction data, helping customers recognize risks and take preventive measures to safeguard their own information.

JSI firmly believes that effective governance is the foundation for sustainable development and long-term success. The company is committed to maintaining a transparent, ethical governance framework that adheres to high standards, ensuring that all activities align with the interests of owner, customers, and the community. We will continue to refine our governance practices to meet the growing expectations of stakeholders.



FINANCIAL STATEMENTS 2024

1. AUDITORS' OPINION

- Independent auditor: VACO Auditing Company Limited
- Auditor's opinion on the Company's 2024 Financial Statements: Unqualified opinion.

2. AUDITED FINANCIAL STATEMENTS

Attached documents./.



JAPAN SECURITIES CO., LTD.
CHIEF EXECUTIVE OFFICER
TSUYOSHI IMAI

JAPAN SECURITIES CO., LTD.

AUDITED FINANCIAL STATEMENTS

For the year ended 31 December 2024

March 2025

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STATEMENT OF THE BOARD OF DIRECTORS

The Board of Directors of Japan Securities Co., Ltd. ("the Company") presents this report together with the Company's financial statements for the year ended 31 December 2024.

COMPANY PRESIDENT AND BOARD OF DIRECTORS

The Company President and the Board of Directors who held office during the year and at the date of this report are as follows:

Mr. Tsuyoshi Imai	Company President and Chief Executive Officer
Mr. Tomonori Tsuchiya	Senior Executive Officer (Dismissed on 01 April 2024)
Mrs. Nguyen Thi Thu Trang	Senior Executive Officer
Mrs. Bui Thi Thanh Nhan	Acting Senior Executive Officer (Appointed on 01 April 2024)
	Acting Senior Executive Officer (Dismissed on 01 January 2025)
Mrs. Bui Thi Thanh Nhan	Senior Executive Officer (Appointed on 01 January 2025)

Legal representative

The legal representative of the Company during the year and to the date of this report is Mr. Tsuyoshi Imai - Company President and Chief Executive Officer.

BOARD OF DIRECTORS'S STATEMENT OF RESPONSIBILITY

The Board of Directors of the Company is responsible for preparing the financial statements of each year, which give a true and fair view of the financial position of the Company, its statement of operations, cash flows, and changes in equity for the year in accordance with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements. In preparing these financial statements, the Board of Directors is required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting principles have been followed, subject to any material departures disclosed and explained in the financial statements;
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business; and
- Design and implement effective internal control system for the purpose of properly preparing and presenting the financial statements so as to minimize errors and frauds.

The Board of Directors is responsible for ensuring that proper accounting records are kept, which disclose, with reasonable accuracy at any time, the financial position of the Company and to ensure that the financial statements comply with accounting regimes applied for securities company. The Board of Directors is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Directors confirms that the Company has complied with the above requirements in preparing these financial statements.

In the Board of Directors's opinion, the financial statements give a true and fair view of, in all material aspects, the financial position of the Company as at 31 December 2024, its statement of operations, cash flows, and changes in equity for the year then ended, in accordance with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements.

For and on behalf of the Board of Directors,



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

**VACO AUDITING COMPANY LIMITED**

12A Floor, 319 Corporation Tower, No. 63 Le Van Luong Street
Trung Hoa Ward, Cau Giay District, Hanoi City
Tel: (84-24) 3577 0781/ Fax: (84-24) 3577 0787
Website: www.vaco.com.vn

No.: 067 /VACO/BCKiT.NV2

INDEPENDENT AUDITORS' REPORT

To: The Company President and the Board of Directors
Japan Securities Co., Ltd.

We have audited the accompanying financial statements of Japan Securities Co., Ltd. ("the Company") prepared on 18 March 2025, as set out from page 03 to page 29, which comprise the statement of financial position as at 31 December 2024, the statement of operations, the cash flow statement, the statement of changes in equity for the year then end, and the notes to the financial statements (hereafter called "the financial statements").

Board of Directors's Responsibility

The Board of Directors of the Company is responsible for preparing and presenting the financial statements of the Company in accordance with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements and for such internal control as the Board of Directors determines to be necessary to enable the preparation of financial statements to be free from material misstatement, whether due to frauds or errors.

Auditors' Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We have conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with the regulations and standards of professional ethics, plan and perform the audit to obtain reasonable assurance that the financial statements are free of material misstatements.

An audit includes implementing procedures to collect evidence supporting the amounts and disclosures in the financial statements. Audit procedures are selected based on the auditors' judgment including the assessment of the risks of material misstatements in the financial statements due to fraud or confusion. When implementing risk assessment, the auditors have to consider internal control relating to the preparation and presentation of the financial statements, which give a true and fair view, to make audit procedures that are appropriate with the actual situation, but not for the purpose of expressing an opinion on the effectiveness of the internal control of the Company. An audit also includes assessing the accounting principles used and significant estimates made by the Board of Directors, as well as evaluating the overall financial statement presentation.

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

Auditors' opinion

In our opinion, the accompanying financial statements give a true and fair view of, in all material aspects, the financial position of the Company as at 31 December 2024, its statement of operations, cash flows, and changes in equity for the year then ended in accordance with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements.



Chu Manh Hoan
Deputy General Director
Audit Practising Registration Certificate
No. 1403-2023-156-1
For and on behalf of
VACO AUDITING COMPANY LIMITED
Hanoi, 18 March 2025

Nguyen Thi Huyen
Auditor
Audit Practising Registration Certificate
No. 3652-2021-156-1

STATEMENT OF FINANCIAL POSITION

As at 31 December 2024

Unit: VND

ITEMS	Codes	Notes	Closing balance	Opening balance
ASSETS				
A. CURRENT ASSETS (100 = 110 + 130)	100		228,604,385,781	174,306,662,274
I. Financial assets	110		225,875,547,956	170,758,106,517
1. Cash and cash equivalents	111	5	17,845,452,125	7,152,049,914
1.1. Cash	111.1		7,845,452,125	4,152,049,914
1.2. Cash equivalents	111.2		10,000,000,000	3,000,000,000
2. Held-to-maturity investments (HTM)	113	7	200,000,000,000	150,000,000,000
3. Loans	114	8	1,261,485,855	1,277,624,166
4. Provision for impairment of financial assets and collateral	116	9	(1,243,672,975)	(1,243,672,975)
5. Receivables	117	10	7,110,029,872	12,348,974,327
5.1. Receivables and accrued dividends, interests of financial assets	117.2		7,110,029,872	12,348,974,327
5.1.1. Dividend income, interest not yet received	117.4		7,110,029,872	12,348,974,327
6. Advances to suppliers	118	10	106,440,000	402,303,000
7. Receivables from the services provided by the Company	119	10	305,709,286	263,050,388
8. Other receivables	122	10	490,103,793	557,777,697
II. Other short-term assets	130		2,728,837,825	3,548,555,757
1. Advances	131		-	7,500,000
2. Short-term prepayments	133	11	2,718,837,825	2,696,220,877
3. Short-term mortgage, collateral, deposit	134		10,000,000	844,834,880
B. NON-CURRENT ASSETS (200 = 210 + 220 + 250)	200		112,174,810,071	164,197,191,642
I. Long-term financial assets	210		105,000,000,000	155,000,000,000
1. Investments	212	7	105,000,000,000	155,000,000,000
1.1. Held-to-maturity investments	212.1		105,000,000,000	155,000,000,000
II. Fixed assets	220		1,674,427,790	4,248,106,433
1. Tangible fixed assets	221	12	1,427,973,122	3,113,432,697
- Cost	222		11,758,417,754	11,758,417,754
- Accumulated depreciation	223.a		(10,330,444,632)	(8,644,985,057)
2. Intangible fixed assets	227	13	246,454,668	1,134,673,736
- Cost	228		8,158,142,220	8,149,142,220
- Accumulated amortisation	229.a		(7,911,687,552)	(7,014,468,484)
III. Other long-term assets	250		5,500,382,281	4,949,085,209
1. Long-term mortgage, collateral, deposit	251		1,218,026,302	1,159,044,800
2. Long-term prepayments	252	11	2,644,750,682	2,216,870,097
3. Deposit to payment support fund	254	14	1,637,605,297	1,573,170,312
TOTAL ASSETS (270 = 100 + 200)	270		340,779,195,852	338,503,853,916

The accompanying notes are an integral part of these financial statements

STATEMENT OF FINANCIAL POSITION (CONTINUED)

As at 31 December 2024

Unit: VND

ITEMS	Codes	Notes	Closing balance	Opening balance
C. LIABILITIES (300 = 310)	300		3,831,563,980	3,896,450,824
I. Short-term liabilities	310		3,831,563,980	3,896,450,824
1. Short-term trade payables	320		155,910,892	116,923,155
2. Taxes and amounts payable to the State budget	322	15	830,648,197	1,178,031,788
3. Payables to employees	323		2,230,799,119	1,959,748,951
4. Employee welfare payables	324		118,485,200	108,282,400
5. Short-term accrued expenses	325	16	405,425,077	399,492,460
6. Other short-term payables	329	17	90,295,495	133,972,070
D. EQUITY (400 = 410)	400		336,947,631,872	334,607,403,092
I. Owner's equity	410	18	336,947,631,872	334,607,403,092
1. Owner's investment capital	411		300,000,000,000	300,000,000,000
1.1. Owner's contributed capital	411.1		300,000,000,000	300,000,000,000
2. Financial reserve and operational risk fund	415		325,801,831	325,801,831
3. Other owner's capital	416		344,013,296	344,013,296
4. Retained earnings	417		36,277,816,745	33,937,587,965
4.1. Realized earnings	417.1		36,277,816,745	33,937,587,965
TOTAL LIABILITIES AND EQUITY (440 = 300 + 400)	440		340,779,195,852	338,503,853,916

OFF STATEMENT OF FINANCIAL POSITION ITEMS

As at 31 December 2024

Unit: VND

ITEMS	Codes	Notes	Closing balance	Opening balance
A. SECURITIES COMPANY'S ASSETS AND ASSETS MANAGEMENT UNDER COMMITMENTS				
1. Foreign currencies	005			
- USD			-	251.29
- JPY			78,971	94,096
B. CUSTOMER'S ASSETS AND LIABILITIES ON MANAGEMENT ASSETS UNDER COMMITMENTS				
1. Financial assets listed/registered for trading at VSDC of investors	021	19	1,142,845,960,000	193,877,020,000
a. Freely transferable of financial assets	021.1		1,141,910,950,000	193,342,920,000
b. Restricted transferrable financial assets	021.2		56,000,000	106,000,000
c. Financial assets awaiting settlement	021.5		879,010,000	428,100,000
2. Deposited and untraded financial assets at VSDC of investors	022	20	8,830,370,000	4,768,810,000
a. Freely transferable, untraded and deposited financial assets at VSDC	022.1		8,643,370,000	4,591,810,000
b. Untraded financial assets deposited at VSDC without blockade and seizure	022.4		187,000,000	177,000,000
3. Financial assets waiting return of investors	023	21	1,943,000,000	310,500,000
4. Undeposited financial assets at VSDC of investors	024	22	5,116,941,400	5,121,655,300
5. Deposits of customers	026	23	7,008,864,885	6,267,340,748
5.1. Investors' deposits on securities transactions managed by securities company	027		5,133,317,992	5,752,320,832
5.2. Deposits on securities transactions of customers	028		1,871,039,953	513,783,473
5.3. Deposits of securities issuing organization	030		4,506,940	1,236,443
6. Payables to investors on deposit for securities trading managed by securities company	031	24	7,004,357,945	6,266,104,305
6.1. Payables to domestic investors deposit for securities trading managed by securities company	031.1		6,281,571,094	6,143,346,012
6.2. Payables to foreign investors on deposit for securities trading managed by securities company	031.2		722,786,851	122,758,293
7. Dividends, bond interest and principal payables	035		4,506,940	1,236,443

Pham Ngoc Bich
Preparer

Khong Thi Huong
Chief Accountant

Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

STATEMENT OF OPERATIONS
For the year ended 31 December 2024

Unit: VND

ITEMS	Codes	Notes	Current year	Prior year
I. OPERATING REVENUE				
1.1 Profit from held-to-maturity investments (HTM)	02	25	16,854,594,518	22,182,421,921
1.2 Profit from loans and receivables	03	25	42,587,321	33,996,758
1.3 Revenue from securities brokerage services	06	26	8,405,343,981	11,228,581,982
1.4 Revenue from securities investment consultancy	08	26	3,766,661,957	2,274,457,130
1.5 Revenue from securities depository services	09	26	1,263,357,668	61,635,945
1.6 Others	11	26	690,479,316	1,191,296,035
Total operating revenue (20 = 02 => 11)	20		31,023,024,761	36,972,389,771
II. OPERATING EXPENSES				
2.1 Expenses for brokerage services	27	27	17,905,883,680	17,632,113,723
2.2 Expenses for securities investment consultancy	29	27	1,231,860,233	1,198,451,606
2.3 Expenses for depository services	30	27	410,446,084	64,810,455
2.4 Expenses for financial consulting	31	27	-	97,842,300
Total operating expenses (40 = 27 => 32)	40		19,548,189,997	18,993,218,084
III. FINANCIAL INCOME				
3.1 Realized and unrealized foreign exchange gain	41	28	5,106,855	-
3.2 Revenue, accrued dividends and interest income from demand deposits at banks	42	28	118,373,968	96,261,018
Total financial income (50 = 41 => 42)	50		123,480,823	96,261,018
IV. FINANCIAL EXPENSES				
4.1 Realized and unrealized foreign exchange loss	51		4,432,036	12,616,760
Total financial expenses (60 = 51)	60		4,432,036	12,616,760
V. MANAGEMENT COST OF SECURITIES COMPANY	62	29	8,667,797,421	8,616,379,864
VI. OPERATING RESULT (70 = 20 + 50 - 40 - 60 - 62)	70		2,926,086,130	9,446,436,081

STATEMENT OF OPERATIONS (CONTINUED)

For the year ended 31 December 2024

Unit: VND

ITEMS	Codes	Notes	Current year	Prior year
VII. OTHER INCOME AND OTHER EXPENSES				
7.1 Other income	71		1,955,518	920,136
7.2 Other expenses	72		-	289,829,198
Profit from other activities (80 = 71 - 72)	80		1,955,518	(288,909,062)
VIII. ACCOUNTING PROFIT BEFORE TAX	90		2,928,041,648	9,157,527,019
(90 = 70 + 80)				
8.1 Realized profit	91		2,928,041,648	9,157,527,019
IX. CORPORATION INCOME TAX EXPENSE	100		587,812,868	1,901,320,171
9.1 Current corporate income tax expense	100.1	30	587,812,868	1,901,320,171
X. ACCOUNTING PROFIT AFTER TAX	200		2,340,228,780	7,256,206,848
(200 = 90 - 100)				



Pham Ngoc Bich
Preparer



Khong Thi Huong
Chief Accountant



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

CASH FLOW STATEMENT*(Indirect method)**For the year ended 31 December 2024*

Unit: VND

ITEMS	Codes	Current year	Prior year
I. Cash flows from operating activities			
1. Profit before tax	01	2,928,041,648	9,157,527,019
2. Adjustments for:	02	2,421,717,354	3,115,182,359
- Depreciation and amortisation	03	2,582,678,643	2,955,610,937
- Profit or loss from investing activities	07	(118,373,968)	193,568,180
- Accrued interest	08	(42,587,321)	(33,996,758)
3. Operating profit before changes in working capital	30	5,326,833,713	(19,258,558,954)
- Increase (decrease) in held-to-maturity investments (HTM)	32	-	(10,000,000,000)
- Increase (decrease) in loans	33	16,138,311	(33,951,191)
- (-) Increase, (+) decrease in receivables, accrued dividends, interest of financial assets	36	5,374,096,248	(4,218,314,538)
- (-) Increase, (+) decrease in receivables from the services provided by the Company	37	(42,658,898)	32,843,186
- (-) Increase, (+) decrease in other receivables	39	1,139,390,282	206,800,254
- (-) Increase, (+) decrease in other assets	40	7,500,000	(7,500,000)
- Increase (decrease) in accrued expenses (not include interest expense)	41	5,932,617	6,691,271
- (Increase) decrease in prepaid expenses	42	(450,497,533)	(2,924,189,223)
- Paid corporate income tax	43	(1,101,320,171)	(2,454,272,781)
- Increase (decrease) in trade payables	45	38,987,737	(69,896,985)
- Increase (decrease) in payables to employee benefits	46	10,202,800	11,973,000
- Increase (decrease) in taxes and amounts payable to the State budget (not include corporate income tax paid)	47	166,123,712	(224,288,047)
- Increase (decrease) in payables to employees	48	271,050,168	453,635,612
- Increase (decrease) in other payables	50	(43,676,575)	15,498,449
- Other cash inflows	51	(64,434,985)	(53,587,961)
<i>Net cash flow from (used in) operating activities</i>	<i>60</i>	<i>10,676,592,715</i>	<i>(6,985,849,576)</i>
II. Cash flows from investing activities			
1. Acquisition and construction of fixed assets, investment real estate and other assets	61	(9,000,000)	(1,946,922,378)
2. Proceeds from sale, disposal of fixed assets, investment real estate and other assets	62	-	44,759,259
3. Proceeds from dividends and profits received from long-term financial investments	65	25,809,496	22,277,858
<i>Net cash flow from (used in) investing activities</i>	<i>70</i>	<i>16,809,496</i>	<i>(1,879,885,261)</i>

The accompanying notes are an integral part of these financial statements

CASH FLOW STATEMENT (CONTINUED)

(Indirect method)

For the year ended 31 December 2024

Unit: VND

ITEMS	Codes	Current year	Prior year
III. Cash flows from financing activities			
<i>Net cash from (used in) financing activities</i>	80	-	-
IV. Net increase/decrease in cash during the year	90	10,693,402,211	(8,865,734,837)
V. Cash and cash equivalents at the beginning of the year	101	7,152,049,914	16,017,784,751
- Cash	101.1	4,152,049,914	6,017,784,751
- Cash equivalents	101.2	3,000,000,000	10,000,000,000
VI. Cash and cash equivalents at the end of the year	103	17,845,452,125	7,152,049,914
- Cash	103.1	7,845,452,125	4,152,049,914
- Cash equivalents	103.2	10,000,000,000	3,000,000,000



Pham Ngoc Bich
Preparer



Khong Thi Huong
Chief Accountant



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

CASH FLOW FROM BROKERAGE AND MANDATE ACTIVITIES OF CUSTOMERS

For the year ended 31 December 2024

Unit: VND

ITEMS	Codes	Current year	Prior year
I. Cash flows from brokerage activities, entrusting of customers (i)			
1. Cash inflows from selling brokerage securities	01	1,275,379,469,470	222,499,140,360
2. Cash outflows for buying brokerage securities	02	(624,577,599,620)	(236,037,592,500)
3. Receive deposits for payment of securities transactions of customers	07	627,491,125,382	214,025,054,622
4. Payment for securities transactions of customers	08	(1,277,531,487,344)	(199,095,806,611)
5. Payment for securities depository fees of customers	11	(23,254,248)	(61,317,858)
6. Proceeds from the securities issuing organizations	14	94,162,372,131	12,014,961,088
7. Payment for the securities issuing organizations	15	(94,159,101,634)	(12,017,050,974)
<i>Net increase/decrease in cash during the year</i>	20	741,524,137	1,327,388,127
II. Cash and cash equivalents at the beginning of the year of customers	30	6,267,340,748	4,939,952,621
- Deposits of investors on securities transactions managed by securities companies	32	5,752,320,832	4,778,207,275
- Deposits on securities transactions of customers	33	513,783,473	158,419,017
- Deposits of issuing organizations	35	1,236,443	3,326,329
III. Cash and cash equivalents of customers at the end of the year of customers (40 = 20 + 30)	40	7,008,864,885	6,267,340,748
- Deposits of investors on securities transactions managed by securities companies	42	5,133,317,992	5,752,320,832
- Deposits on securities transactions of customers	43	1,871,039,953	513,783,473
- Deposits of issuing organizations	45	4,506,940	1,236,443

Note:

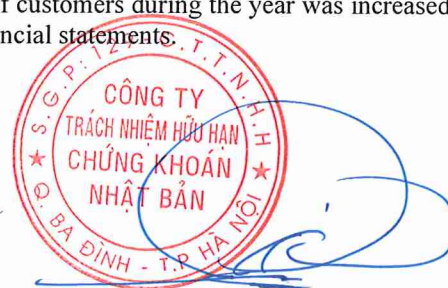
- (i) The cash flows from brokerage activities, entrusting of customers during the year was increased, as detailed in Note 35 - Other information of the Notes to the financial statements.



Pham Ngoc Bich
Preparer



Khong Thi Huong
Chief Accountant



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

STATEMENT OF MOVEMENTS IN EQUITY
For the year ended 31 December 2024

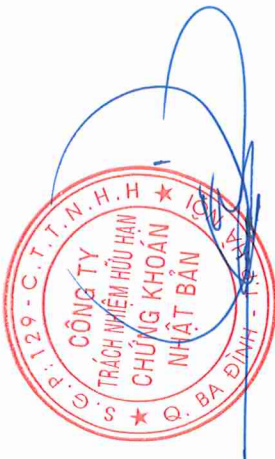
Unit: VND

ITEMS	Notes	Opening balance		Increase/ Decrease		Closing balance	
		01/01/2023	01/01/2024	Prior year		31/12/2023	31/12/2024
				Increase	Decrease	Increase	Decrease
1. Owner's investment capital	18	300,000,000,000	300,000,000,000	-	-	-	-
2. Financial reserve and operational risk fund	18	325,801,831	325,801,831	-	-	-	-
3. Other owner's capital	18	344,013,296	344,013,296	-	-	-	-
4. Retained earnings	18	26,681,381,117	33,937,587,965	7,256,206,848	-	2,340,228,780	-
Total	18	327,351,196,244	334,607,403,092	7,256,206,848	-	2,340,228,780	-
						344,013,296	344,013,296
						33,937,587,965	36,277,816,745
						334,607,403,092	336,947,631,872

Details of movements in equity are presented in Note 18.

Pham Ngoc Bich
Preparer

Khong Thi Huong
Chief Accountant



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025

NOTES TO THE FINANCIAL STATEMENTS

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

1. GENERAL INFORMATION

Structure of ownership

Japan Securities Co., Ltd. (formerly known as Japan Securities Incorporated) ("the Company") was established under the Establishment and Operation License No. 129/GP-UBCK dated 10 August 2021 issued by the State Securities Commission of Vietnam and the latest amended Establishment and Operation License No. 60/GPDC-UBCK dated 25 July 2023. Accordingly, the charter capital of the Company is VND 300,000,000,000.

The Company's head office is located at 7th Floor, Tower 1, Capital Place Building, 29 Lieu Giai, Ngoc Khanh Ward, Ba Dinh District, Hanoi.

The Company's charter was recently revised and issued on 11 August 2023.

The number of employees of the Company as at 31 December 2024 is 24 (as at 01 January 2024 is 24).

Operating industry and principal activities

- Securities brokerage;
- Securities investment consulting;
- Proprietary trading.

Normal production and business cycle

The Company's normal production and business cycle is carried out for a period of 12 months or less.

Disclosure of information comparability in the financial statements

Comparative figures are those on the audited financial statements for the year ended 31 December 2023.

2. ACCOUNTING CONVENTION AND FINANCIAL YEAR

Accounting convention

The accompanying financial statements, expresses in Vietnamese Dong (VND), are prepared under the historical cost convention and in accordance with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements.

The accompanying financial statements are not intended to present the financial position, results of operations, cash flows and the statement of changes in equity in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Vietnam.

Financial year

The Company's financial year begins on 01 January and ends on 31 December. These financial statements are prepared for the year ended 31 December 2024.

3. ADOPTION OF ACCOUNTING STANDARDS AND ACCOUNTING REGIME

On 30 December 2014, the Ministry of Finance issued Circular No. 210/2014/TT-BTC ("Circular 210") providing accounting guidance applicable to securities companies. Circular 210 takes effect for fiscal years starting on or after 01 January 2016. All regulations contrary to this Circular are annulled. Circular 210 replaces Circular No. 95/2008/TT-BTC dated 24 October 2008 of the Ministry of Finance guiding accounting applicable to securities companies and Circular No. 162/2010/TT-BTC dated 20 October 2010 on instructions for amending and supplementing Circular No. 95/2008/TT-BTC dated 24 October 2008 of the Ministry of Finance guiding accounting applicable to securities companies. Circular 210 provides regulations related to accounting documents, accounting account systems as well as methods of preparing and presenting financial reports of securities companies.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)*These notes are an integral part of and should be read in conjunction with the accompanying financial statements***3. ADOPTION OF ACCOUNTING STANDARDS AND ACCOUNTING REGIME (CONTINUED)**

On 27 December 2016, the Ministry of Finance issued Circular No. 334/2016/TT-BTC ("Circular 334") amending and supplementing a number of articles of Circular No. 210/2014/TT-BTC dated 30 December 2014 of the Ministry of Finance guiding the accounting regime applicable to securities companies. Circular 334 provides guidance on the accounting account system, financial report templates and explanations, and explains the content and structure of accounting accounts. Circular 334, effective for fiscal years beginning on or after 01 January 2016.

Declaration of compliance with accounting standard and accounting regime

The Company carries out its accounting in accordance with the related Vietnamese Accounting Standards, accounting regime and accounting guidelines applied to securities companies under Circular No. 210/2014/TT-BTC and Circular No. 334/2016/TT-BTC.

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES

The significant accounting policies, which have been adopted by the Company in the preparation of these financial statements, are as follows:

Estimates

The preparation of financial statements in conformity with Vietnamese Accounting Standards, accounting regime applied for securities company and legal regulations relating to the preparation and presentation of financial statements requires the Board of Directors to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the financial year. Actual results could differ from those estimates.

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, demand deposits and short-term, highly liquid investments with the recovery or maturity within 3 months that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

Deposits of investors

Deposits of investors reflect deposits entrusted by securities investors at a specified bank for securities trading purpose. This amount is presented at off statement of financial position items.

Deposits for offsetting securities trades

Deposits for offsetting securities trades represent deposits for securities clearance and settlement at Securities Stock Exchange and Vietnamese Securities Depository and Clearing Corporation ("VSDC").

Held-to-maturity financial assets (HTM)

Held-to-maturity financial assets are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Company intends and is able to hold to maturity, except:

- Financial assets, at the time of initial recognition, were classified as recognition at fair value through the income statement;
- Financial assets are classified as available for sale;
- Financial assets meet the definition of loans and receivables.

Held-to-maturity financial assets are initially recorded at historical cost and subsequently recorded at historical cost less provision for impairment of held-to-maturity financial assets.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (CONTINUED)

Loans

Loans are non-derivative financial assets with fixed or determinable payments and unlisted on the stock market, except:

- The amounts that the Company intends to sell or will sell in the near future are classified as held for trading purposes as well as types at the time of initial recognition are classified at fair value through the income statement;
- The amounts are classified as available for sale at the time of initial recognition; or
- The amounts which the holder may not recover a substantial portion of the initial investment not due to credit quality degradation are classified as available for sale.

Loans comprise margin contract and cash advance contract. Loans are initially recognized at historical cost and are subsequently recognized at historical cost less provision for impairment of loans.

Provision for impairment of financial assets and collateral

At the end of the financial year, the Company must make provision for impairment of financial assets and collateral assets for securing borrowings provided by securities companies in accordance with the securities law.

Financial assets received as collateral are judged by 70% of the market value/ fair value at the balance sheet date.

For collateral which is the stock of the companies listed on the stock market, the market value shall be determined by the closing price at the latest trading day to the revaluation date.

For securities of companies which have not listed on the stock market but has registered for trading in the market of the unlisted public companies (UPCom), the market value is defined as the average closing price at the closest date having the transaction to the date of revaluation.

Offsetting of financial instruments

The financial assets and financial liabilities are offset and the net amount is stated on the statement of financial position when the Company has the legal right to offset the recognized value and intends to offset on a net basis or realize the assets and payment of liabilities at the same time.

Receivables and provision for doubtful debts

All receivables, accrued dividends and interest of financial assets belonging to the category of financial assets of the Company incurred in the period are monitored at the "Receivables and accrued dividends, interest of financial assets" on the statement of financial position.

Receivables are recorded at book value of receivables from customers and other receivables as well as provision for doubtful debts. Provision for doubtful debts is made for receivables that are overdue for six months or more, or when the debtor is in dissolution, in bankruptcy, or is experiencing similar difficulties and so maybe unable to repay the debt.

Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less accumulated depreciation. The cost of tangible fixed assets comprises its purchase price and any directly attributable costs of bringing the assets to its working condition and location for its intended use.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)*These notes are an integral part of and should be read in conjunction with the accompanying financial statements***4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (CONTINUED)****Tangible fixed assets and depreciation (Continued)**

Tangible fixed assets are depreciated by the straight-line method over their estimated useful life, specifically as follows:

	<u>Estimated useful lives</u> (Years)
Machinery and equipment	03 - 06
Transportation and transmission equipment	06
Office equipment	05 - 06

Intangible fixed assets and amortisation

Intangible fixed assets are the value of software programs serving for business activities and are amortised by the straight-line method over the period from 03 to 06 years.

Prepayments

Prepayments are expenses which have already been paid but relate to results of operations of multiple accounting periods. The Company's prepayments comprise office rental costs, maintenance fee, server rental fee, office furniture construction and other prepayments. These expenditures have been capitalised as prepayments and are allocated to the income statement using the straight-line method in accordance with the allocation period within three years or according to the prepaid payment term.

Payables to securities trading activities

Payables to securities trading activities include the amount that the Company must pay to the organizations providing financial assets trading services or customers through the Stock Exchange and Company as a member.

Payables and accrued expenses

Payables and accrued expenses are recognized for future amounts payable related to goods and services received. Accrued expenses are recognized based on reasonable estimates of the amount payable.

The classification of payables into trade payables, accrued expenses, and other payables are made on the following principles:

- Trade payables reflect payables arising from purchases of goods, services, assets and sellers are independent units to the Company, including accounts payable upon importation through consignee.
- Accrued expenses reflect amounts payable for goods or services received from the seller or provided to the buyer but not be paid due to lack of invoices or incomplete accounting records and documents, payments to employees for leave and prepaid production and business expenses.
- Other payables reflect non-trade payables and does not relate to the purchase, sale or supply of goods or services.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)*These notes are an integral part of and should be read in conjunction with the accompanying financial statements***4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (CONTINUED)****Equity**

The owner's contributed capital is recorded based on the actual capital contribution of the Owner.

Retained earnings after setting up funds in accordance with the law and the Company's charter will be distributed under the decision of the Owner.

Revenue

- **Revenue from securities brokerage:**
Revenue from securities brokerage is the securities trading fee that securities firms earned from securities brokerage for investors and is defined when completing brokerage service.
- **Revenue from financial assets recognized through profit/loss:**
Revenue from financial assets recognized through profit/loss includes the difference between selling profit and cost price according to the number of FVTPL financial assets sold and income from dividends and distributed profits that generated from stocks, interest on bonds, interest on fixed deposits under the list of FVTPL financial assets and the increased difference on revaluation of FVTPL financial assets.
- **Revenue from hold-to-maturity investments (HTM):**
Revenue from the list of HTM financial assets received (bond interest, term deposit interest).
- **Revenue from advisory services:**
Revenue from advisory services is recorded in the income statement when services are complete and customers agree to make payment.
- **Revenue from securities depository:**
Revenue from securities depository for investors recognized in the income statement is the securities depository fees received from the investors having securities deposited at Vietnamese Securities Depository and Clearing Corporation and is determined at the end of each month.
- **Interests from loans and receivables:**
Interest from loans and receivables is the fees that securities company receives from margin trading and advances for sale of securities to investors and is determined when the services are completed.
- **Other operating income:**
Other revenue includes revenue from brokerage support services and other revenue. These amounts are recognized in the statement of income on an accruals basis.

Financial income

Financial income includes foreign exchange gain and demand deposit interest.

Management cost of securities company

Management cost of securities company includes salary, stationery, charges, fees, out-sourced services and other monetary expenses for the management of the Company.

Foreign currencies

Transactions arising in foreign currencies are translated at exchange rates ruling at the transaction date. The balances of monetary items denominated in foreign currencies as at the balance sheet date are retranslated at the exchange rates on the same date. Exchange differences arising from the translation of these accounts are recognised in the income statement. Unrealised exchange gains as at the balance sheet date are not treated as part of distributable profit to owner(s).

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (CONTINUED)

Taxation

Corporate income tax presents the sum of the currently payable tax and deferred tax.

The currently payable tax is based on taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years (including loss carried forward, if any) and it further excludes items that are non-taxable or non-deductible.

Deferred tax is recognised on significant differences between carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit and is accounted for using balance sheet liability method. Deferred tax liabilities are generally recognised for all temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which deductible temporary differences can be utilised.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised. Deferred tax is charged or credited to profit/loss, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

The determination of the tax currently payable is based on the current interpretation of tax regulations. However, these regulations are subject to periodic variation and their ultimate determination depends on the results of the tax authorities' examinations.

Other taxes are paid in accordance with the prevailing tax laws in Vietnam.

Segment information

A segment is a separately identifiable component of the Company that is engaged in providing products or services (segments divided by business activities) or in providing products or services within a specific economic environment (divided by geographical area). Each of these segments is subject to risks and returns that are different from those of other segments.

The Company's business segments are mainly determined based on the services provided to investors. The Board of Directors determines the Company's geographical divisions based on the location of assets.

Related parties

Parties are considered to be related parties when one party has ability to control another or has significant influence in making decision related to financial and operational policies. Parties are also considered as related parties when they bear the same control and significant influence.

When considering the relationship of related parties, it is more focused on the nature of the relationship than the legal form.

Related parties of the Company are:

- The Company President and the Board of Directors.
- Aizawa Securities Group Co., Ltd. (formerly known as Aizawa Securities Co., Ltd.): Parent company.
- Aizawa Securities Co., Ltd. (established on 01 April 2021): Having the same parent company.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

5. CASH AND CASH EQUIVALENTS

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Cash in bank	7,845,452,125	4,152,049,914
Cash equivalents (i)	10,000,000,000	3,000,000,000
Total	17,845,452,125	7,152,049,914

Note:

- (i) Bank deposits with the original term of 1 month at the Joint Stock Commercial Bank for Investment and Development of Vietnam.

6. VOLUME AND VALUE OF TRANSACTIONS DURING THE YEAR

Current year	Volume of transaction during the year	Value of transaction during the year
	VND	VND
Of investors	88,631,726	2,623,915,883,855
- Shares	87,727,764	2,600,086,919,350
- Fund certificates	903,962	23,828,964,505
Total	88,631,726	2,623,915,883,855
Prior year	Volume of transaction during the year	Value of transaction during the year
	VND	VND
Of investors	115,383,446	3,097,375,813,140
- Shares	113,279,466	3,045,001,561,340
- Fund certificates	2,084,580	52,356,306,800
- Others (Covered warrant)	19,400	17,945,000
Total	115,383,446	3,097,375,813,140

7. HELD-TO-MATURITY INVESTMENTS (HTM)

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
a) Short-term	200,000,000,000	150,000,000,000
Deposits with terms from 3 to 12 months (i)	200,000,000,000	150,000,000,000
b) Long-term	105,000,000,000	155,000,000,000
Deposits with terms over 12 months (ii)	105,000,000,000	155,000,000,000
Total	305,000,000,000	305,000,000,000

Notes:

- (i) Deposits with the term of 6 months and 12 months at Joint Stock Commercial Bank for Investment and Development of Vietnam, Vietnam Joint Stock Commercial Bank for Industry and Trade, and Vietnam Prosperity Joint Stock Commercial Bank, interest shall be received at the end of the period.
- (ii) Deposits with the term of over 12 months at Joint Stock Commercial Bank for Investment and Development of Vietnam, Vietnam Joint Stock Commercial Bank for Industry and Trade, and Vietnam Prosperity Joint Stock Commercial Bank, interest shall be received at the end of the period.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)*These notes are an integral part of and should be read in conjunction with the accompanying financial statements***8. LOANS**

	Closing balance		Opening balance	
	Historical cost	Provision	Historical cost	Provision
Loans	1,261,485,855	1,243,672,975	1,277,624,166	1,243,672,975
Margin (i)	1,243,672,975	1,243,672,975	1,243,672,975	1,243,672,975
Advances	17,812,880	-	33,951,191	-

Note:

- (i) According to the announcement No. 001/2017/JSI-CBTT on 23 January 2017, the Company stops providing margin trading services. Loan balance of Margin as at 31 December 2024 had arisen before 01 January 2017.

9. PROVISION FOR IMPAIRMENT OF FINANCIAL ASSETS AND COLLATERAL

Unit: VND

No.	Type of financial assets	Basis for provision of current year			Opening provision value	(Provision)/ Reversal of provision in this year
		Book value	Market value as at the time of financial statement preparation	Closing provision value		
I	Financial assets for loans					
	Loans	1,261,485,855	17,812,880	(1,243,672,975)	(1,243,672,975)	-
	Margin	1,243,672,975	-	(1,243,672,975)	(1,243,672,975)	-
	Advances of securities sales	17,812,880	17,812,880	-	-	-

10. RECEIVABLES

	Closing balance	Opening balance
	VND	VND
Receivables and accrued dividends, interests of financial assets	7,110,029,872	12,348,974,327
Accrual interest of time deposits	7,101,904,116	12,340,852,062
Accrual interest of margin transactions	8,075,756	8,075,756
Accrual interest of advances of securities sales	50,000	46,509
Advances to suppliers	106,440,000	402,303,000
Skytek Technology Co., Ltd.	55,440,000	357,303,000
VACO Auditing Company Limited	45,000,000	45,000,000
Other suppliers	6,000,000	-
Receivables from the services provided by the Company	305,709,286	263,050,388
Charges and taxes from securities transactions	22,194,812	77,573,470
Receivables from corporate finance advisory	170,600,000	168,300,000
Receivables from depository of investors	112,567,828	10,246,369
Receivables from other fees	346,646	6,930,549
Other receivables	490,103,793	557,777,697
Aizawa Securities Co., Ltd.	419,393,020	507,226,222
Other receivables	70,710,773	50,551,475

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

11. PREPAYMENTS

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
a) Short-term	2,718,837,825	2,696,220,877
Server, rack offline cabinet rental fee	744,150,000	744,150,000
Maintenance fee	195,835,487	195,835,487
Office rental costs	1,312,328,932	1,269,449,280
Other prepayments	466,523,406	486,786,110
b) Long-term	2,644,750,682	2,216,870,097
Office furniture construction	1,283,876,515	2,017,520,238
Firewall	1,149,292,944	-
Maintenance fee	72,083,334	13,625,000
Other prepayments	139,497,889	185,724,859
Total	5,363,588,507	4,913,090,974

12. INCREASE, DECREASE IN TANGIBLE FIXED ASSETS

	<u>Machinery, equipment</u>	<u>Transportation, transmission equipment</u>	<u>Office equipment</u>	<u>Total</u>
	VND	VND	VND	VND
COST				
Opening balance	7,835,571,778	1,667,939,900	2,254,906,076	11,758,417,754
Closing balance	7,835,571,778	1,667,939,900	2,254,906,076	11,758,417,754
ACCUMULATED DEPRECIATION				
Opening balance	5,339,986,177	1,441,512,578	1,863,486,302	8,644,985,057
Charge for the year	1,372,542,531	226,427,322	86,489,722	1,685,459,575
Closing balance	6,712,528,708	1,667,939,900	1,949,976,024	10,330,444,632
NET BOOK VALUE				
Opening balance	2,495,585,601	226,427,322	391,419,774	3,113,432,697
Closing balance	1,123,043,070	-	304,930,052	1,427,973,122

The cost of tangible fixed assets that have been fully depreciated but still in use as at 31 December 2024 is VND 7,814,279,575 (as at 31 December 2023: VND 414,784,675).

13. INCREASE, DECREASE IN INTANGIBLE FIXED ASSETS

	<u>Software</u>	<u>Total</u>
	VND	VND
COST		
Opening balance	8,149,142,220	8,149,142,220
Purchase	9,000,000	9,000,000
Closing balance	8,158,142,220	8,158,142,220
ACCUMULATED AMORTISATION		
Opening balance	7,014,468,484	7,014,468,484
Charge for the year	897,219,068	897,219,068
Closing balance	7,911,687,552	7,911,687,552
NET BOOK VALUE		
Opening balance	1,134,673,736	1,134,673,736
Closing balance	246,454,668	246,454,668

The cost of intangible fixed assets which have been fully amortised but are still in use as at 31 December 2024 is VND 2,779,892,220 (as at 31 December 2023: VND 2,779,892,220).

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

14. DEPOSIT TO PAYMENT SUPPORT FUNDS

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Initial payment	120,000,000	120,000,000
Additional payment	998,148,875	998,148,875
Interest allocated	519,456,422	455,021,437
Total	1,637,605,297	1,573,170,312

15. TAXES AND AMOUNTS PAYABLE TO THE STATE BUDGET

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Value added tax	145,262,467	43,247,603
Corporate income tax	187,812,868	701,320,171
Personal income tax	394,546,312	317,412,387
Foreign contractor tax	103,026,550	116,051,627
Total	830,648,197	1,178,031,788

16. SHORT-TERM ACCRUED EXPENSES

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Completed out-sourced services without invoices	405,425,077	399,492,460
Total	405,425,077	399,492,460

17. OTHER SHORT-TERM PAYABLES

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Cash receipt and payment on behalf and expenses payable via credit card	90,295,495	133,972,070
Total	90,295,495	133,972,070

18. OWNER'S EQUITY

Movements in owner's equity

	<u>Owner's investment capital</u>	<u>Financial reserve and operation risk</u>	<u>Other owner's capital</u>	<u>Retained earnings</u>	<u>Total</u>
	VND	VND	VND	VND	VND
Opening balance of prior year	300,000,000,000	325,801,831	344,013,296	26,681,381,117	327,351,196,244
Profit during the prior year	-	-	-	7,256,206,848	7,256,206,848
Opening balance of current year	300,000,000,000	325,801,831	344,013,296	33,937,587,965	334,607,403,092
Profit during the current year	-	-	-	2,340,228,780	2,340,228,780
Closing balance of current year	300,000,000,000	325,801,831	344,013,296	36,277,816,745	336,947,631,872

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)*These notes are an integral part of and should be read in conjunction with the accompanying financial statements***18. OWNER'S EQUITY (CONTINUED)****Details of owner's equity**

Details of owner's equity as at 31 December 2024 as follows:

	Closing balance		Opening balance	
	VND	%	VND	%
Aizawa Securities Group Co., Ltd.	300,000,000,000	100%	300,000,000,000	100%
Total	300,000,000,000	100%	300,000,000,000	100%

19. FINANCIAL ASSETS LISTED/ TRADED AT VSDC OF INVESTORS

	Closing balance	Opening balance
	VND	VND
Freely transferable financial assets (i)	1,141,910,950,000	193,342,920,000
Restricted transferable financial assets	56,000,000	106,000,000
Financial assets awaiting settlement	879,010,000	428,100,000
Total	1,142,845,960,000	193,877,020,000

Note:

- (i) The balance of freely transferable financial assets as at 31 December 2024 includes VND 944,946,640,000, which is the value of freely transferable securities of Aizawa Securities Co., Ltd. (calculated based on issued par value), as detailed in Note 35 - Other information of the Notes to the financial statements.

20. NON-TRADED FINANCIAL ASSETS DEPOSITED AT VSDC OF INVESTORS

	Closing balance	Opening balance
	VND	VND
Freely transferable, non-traded financial assets deposited at VSDC	8,643,370,000	4,591,810,000
Untraded financial assets deposited at VSDC without blockade and seizure	187,000,000	177,000,000
Total	8,830,370,000	4,768,810,000

21. FINANCIAL ASSETS WAITING RETURN OF INVESTORS

The balance of financial assets waiting return of investors at the end of the year and the beginning of the year is VND 1,943,000,000 and VND 310,500,000, respectively.

22. FINANCIAL ASSETS NON-DEPOSITED AT VSD OF INVESTORS

	Closing balance	Opening balance
	VND	VND
Financial assets non-deposited at VSD of investors	5,116,941,400	5,121,655,300
Total	5,116,941,400	5,121,655,300

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

23. DEPOSITS OF CUSTOMERS

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Investors' deposits on securities transactions managed by securities company	5,133,317,992	5,752,320,832
Deposits on securities transactions of customers	1,871,039,953	513,783,473
Deposits of issuing organization	4,506,940	1,236,443
Total	7,008,864,885	6,267,340,748

24. PAYABLES TO INVESTORS ON DEPOSIT FOR SECURITIES TRADING MANAGED BY SECURITIES COMPANY

	<u>Closing balance</u>	<u>Opening balance</u>
	VND	VND
Payables to domestic investors deposit for securities trading managed by securities company	6,260,247,823	5,829,280,572
Payables to foreign investors on deposit for securities trading managed by securities company	722,786,851	122,758,293
Payables to investors for deposits to exercise stock purchase rights	21,323,271	314,065,440
Total	7,004,357,945	6,266,104,305

25. DIVIDENDS, EARNINGS FROM FVTPL, LOANS, HTM, AFS

	<u>Current year</u>	<u>Prior year</u>
	VND	VND
From HTM (interest allocated)	16,854,594,518	22,182,421,921
From loans (loan interest)	42,587,321	33,996,758
Total	16,897,181,839	22,216,418,679

26. REVENUE EXCLUDING FINANCIAL ASSETS INCOME

	<u>Current year</u>	<u>Prior year</u>
	VND	VND
Securities brokerage revenue	8,405,343,981	11,228,581,982
Securities investment consulting revenue	3,766,661,957	2,274,457,130
Securities depository revenue	1,263,357,668	61,635,945
Others	690,479,316	1,191,296,035
Total	14,125,842,922	14,755,971,092

27. OPERATING EXPENSES

	<u>Current year</u>	<u>Prior year</u>
	VND	VND
Expenses for brokerage services	17,905,883,680	17,632,113,723
Expenses for depository services	410,446,084	64,810,455
Expenses for securities investment consultancy	1,231,860,233	1,198,451,606
Expenses for other activities	-	97,842,300
Total	19,548,189,997	18,993,218,084

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

28. FINANCIAL INCOME

	Current year	Prior year
	VND	VND
Foreign exchange gain	5,106,855	-
Interest income from demand deposits at banks	118,373,968	96,261,018
Total	123,480,823	96,261,018

29. OPERATING EXPENSES OF SECURITIES COMPANY

	Current year	Prior year
	VND	VND
Salary, wages	5,080,308,743	4,782,604,235
Stationery	123,572,725	95,277,244
Depreciation and amortisation	357,030,378	567,483,627
Taxes, fees and charges	3,000,000	3,000,000
Out-sourced services	2,544,906,296	2,493,931,658
Other expenses	558,979,279	674,083,100
Total	8,667,797,421	8,616,379,864

30. CURRENT CORPORATE INCOME TAX EXPENSE

	Current year	Prior year
	VND	VND
Accounting profit before tax	2,928,041,648	9,157,527,019
Adjustments for taxable income	11,022,693	349,073,838
Less: Expenses payable in the prior year with invoices issued in this year	(399,492,460)	(389,914,813)
Less: Prior year's foreign exchange loss	(761,429)	(1,989,390)
Add: Non-deductible expenses	410,435,510	740,216,612
Add: Current year's foreign exchange loss	841,072	761,429
Taxable income	2,939,064,341	9,506,600,857
Normal tax rate	20%	20%
Corporate income tax payable	587,812,868	1,901,320,171

In addition to the non-taxable income and the non-deductible expenses as mentioned above, the Company temporarily determines the corporate income tax expense on the basis of no significant difference with accounting profit (except for the adjustment to the taxable income). The ultimate determinations depend on the inspection results of the tax authorities.

31. OPERATING LEASE COMMITMENTS

Office rental under the Contract No. CP/2022/07/T1/JSI dated 04 November 2022 with Twin-Peaks Joint Stock Company, at Apartment No. CP1.07.01 - 7th Floor, Tower 1, Capital Place Building, 29 Lieu Giai, Ngoc Khanh Ward, Ba Dinh District, Hanoi, for the 5-year lease period from 01 July 2023.

Operating rental expenses recorded in the income statement during the year were VND 5,163,556,424.

As at 31 December 2024, the Company had outstanding commitments under non-cancelable operating leases, which fall due as follows:

	Closing balance	Opening balance (Restated)
	VND	VND
Within one year	4,853,185,086	4,694,142,204
From the second to the fifth year	12,848,354,610	17,701,539,696
Total	17,701,539,696	22,395,681,900

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

32. SEGMENT REPORT INFORMATION

Segment reports by business area

Items	Securities brokerage	Lending and investment activities	Advisory activities	Securities depository activities	Other activities	Total
	VND	VND	VND	VND	VND	VND
Net revenue from business activities	8,405,343,981	17,020,662,662	3,766,661,957	1,263,357,668	690,479,316	31,146,505,584
Direct department expenses	17,905,883,680	4,432,036	1,231,860,233	410,446,084	-	19,552,622,033
Non-allocated expenses	-	-	-	-	-	8,667,797,421
Business results	(9,500,539,699)	17,016,230,626	2,534,801,724	852,911,584	690,479,316	2,926,086,130

Segment reporting by geographical area

The Company's activities mainly take place in the territory of Vietnam. Therefore, the Company does not prepare segment reports by business sector and by geographical area.

33. RELATED PARTY TRANSACTIONS AND BALANCES

During the year, the Company entered into the following significant transactions with related parties:

	Current year	Prior year
	VND	VND
Aizawa Securities Co., Ltd.	9,932,704,165	12,249,098,304
Securities brokerage revenue	6,256,570,297	9,306,632,078
Consulting revenue	1,836,000,000	1,836,000,000
Other revenue	640,133,868	1,106,466,226
Securities depository revenue	1,200,000,000	-

Significant balances with related parties at the end of the year:

	Opening balance	Closing balance
	VND	VND
Aizawa Securities Co., Ltd.	694,152,790	750,686,382
Securities transaction fees and taxes receivables	4,159,770	75,160,160
Securities depository fee receivables	100,000,000	-
Receivables from securities investment consulting	170,600,000	168,300,000
Other receivables	419,393,020	507,226,222
Board of Directors	53,887,856	91,055,881
Payables for Mr. Tsuyoshi Imai	53,887,856	50,563,781
Payables for Mr. Tomonori Tsuchiya	-	40,492,100

Salary and bonus of the Board of Directors and Chief Accountant during the year were as follows:

	Current year	Prior year
	VND	VND
Salary and bonus of the Board of Directors and Chief Accountant	2,830,295,258	2,371,795,861
Total	2,830,295,258	2,371,795,861

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

34. FINANCIAL INSTRUMENTS

Capital risk management

The Company manages its capital to ensure that the Company will be able to continue as a going concern while maximizing the return to the Owner through the optimisation of the debt and equity balance.

The capital structure of the Company consists of net debt (borrowings offset by cash and cash equivalents) and Owner's equity (comprising contributed capital, reserves and retained earnings).

Financial leverage ratio

The financial leverage ratios of the Company as at the balance sheet date was as follows:

	Closing balance	Opening balance
	VND	VND
Borrowings	-	-
Less: Cash and cash equivalents	17,845,452,125	7,152,049,914
Net debt	-	-
Equity	336,947,631,872	334,607,403,092
Net debt to equity ratio	0%	0%

Significant accounting policies

Details of the significant accounting policies and methods adopted (including the criteria for recognition, the bases of measurement, and the bases for recognition of income and expenses) for each class of financial asset, financial liability and financial instrument are stated in Note 4.

	Closing balance	Opening balance
	VND	VND
Financial assets		
Cash and cash equivalents	17,845,452,125	7,152,049,914
Held-to-maturity investments	305,000,000,000	305,000,000,000
Loans	1,261,485,855	1,277,624,166
Receivables, other receivables	7,905,842,951	13,169,802,412
Total	332,012,780,931	326,599,476,492
Financial liabilities		
Payables	246,206,387	250,895,225
Accrued expenses	405,425,077	399,492,460
Total	651,631,464	650,387,685

The Company has not assessed the fair value of financial liabilities at the ends of period in accordance with Circular No. 210/2009/TT-BTC of the Ministry of Finance dated 06 November 2009 ("Circular 210"). Under the current regulations, there are no specific guidelines on determining the fair value of financial assets and financial liabilities. Circular 210 requires the application of International Financial Reporting Standards (IFRS) on the presentation of financial statements and disclosures to financial instruments but does not provide equivalent guidance for the assessment and recognition of financial instruments, including fair value application, in order to be consistent with IFRS.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

34. FINANCIAL INSTRUMENTS (CONTINUED)

Financial risk management objectives

The Company has developed risk management systems in order to detect and assess the risk that the Company suffered, establish policies and procedures to control risks at acceptable level. Risk management system is reviewed regularly to reflect changes in market conditions and the operation of the Company. Financial risks include market risk (including foreign currency risk, interest rate risk and price risk), credit risk and liquidity risk.

Market risk

The Company's activities expose primarily to the financial risks of changes in interest rates and prices. The company manages market risk by being cautious in selecting portfolios and investment partners within specified limits.

Interest rate risk management

The Company is exposed to interest rate risk arising from interest of loan contracts signed. This risk will be managed by the Company to maintain a reasonable level of loans and analyzed the competitive situation in the market to get the beneficial interest for the Company to borrow from the appropriate sources.

Credit risk

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in financial loss to the Company. The Company has a credit policy in place and the exposure to credit risk is monitored on an on-going basis. The Company does not have any significant credit risk exposure to any counterparty because receivables consist of a large number of customers, spread across diverse industries and geographical areas.

Liquidity risk management

The purpose of liquidity risk management is to ensure the availability of funds to meet present and future financial obligations. Liquidity is also managed by ensuring that the excess of maturing liabilities over maturing assets in any period is kept to manageable levels relative to the amount of funds that the Company believes can generate within that period. The Company's policies is to regularly monitor current and expected liquidity requirements to ensure that the Company maintains sufficient reserves of cash, borrowings and adequate committed funding from its owners to meet its liquidity requirements in the short and longer term.

The following table details the contractual maturities for the remaining financial assets, non-derivative financial liabilities and payment terms as agreed. The table is presented based on the undiscounted cash flows of financial assets and the undiscounted cash flows of financial liabilities based on the earliest date on which the Company must pay. The table shows the cash flows of principal and interest payments. The inclusion of information on non-derivative financial assets is necessary in order to understand the Company's liquidity risk management as the liquidity is managed on a net asset and liability basis.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

34. FINANCIAL INSTRUMENTS (CONTINUED)

Liquidity risk management (Continued)

	Less than 1 year	From 1 - 5 years	Total
	VND	VND	VND
Closing balance			
Cash and cash equivalents	17,845,452,125	-	17,845,452,125
Held-to-maturity investments	200,000,000,000	105,000,000,000	305,000,000,000
Loans	1,261,485,855	-	1,261,485,855
Trade and other receivables	7,905,842,951	-	7,905,842,951
Collateral, deposit	-	-	-
Total	227,012,780,931	105,000,000,000	332,012,780,931
Closing balance			
Payables	246,206,387	-	246,206,387
Accrued expenses	405,425,077	-	405,425,077
Total	651,631,464	-	651,631,464
Net liquidity gap	226,361,149,467	105,000,000,000	331,361,149,467

	Less than 1 year	From 1 - 5 years	Total
	VND	VND	VND
Opening balance			
Cash and cash equivalents	7,152,049,914	-	7,152,049,914
Held-to-maturity investments	150,000,000,000	155,000,000,000	305,000,000,000
Loans	1,277,624,166	-	1,277,624,166
Trade and other receivables	13,169,802,412	-	13,169,802,412
Collateral, deposit	-	-	-
Total	171,599,476,492	155,000,000,000	326,599,476,492
Opening balance			
Payables	250,895,225	-	250,895,225
Accrued expenses	399,492,460	-	399,492,460
Total	650,387,685	-	650,387,685
Net liquidity gap	170,949,088,807	155,000,000,000	325,949,088,807

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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

35. OTHER INFORMATION

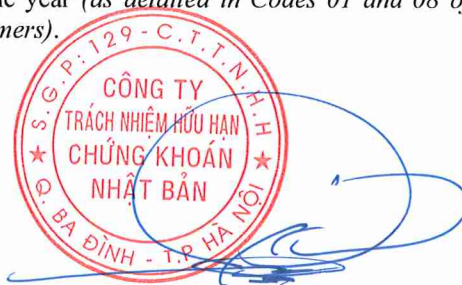
During the year, Aizawa Securities Co., Ltd. registered the securities depository at the Company from 09 January 2024 (In 2023, Aizawa Securities Co., Ltd. registered the securities depository at another company). Therefore, the freely transferable financial assets at the end of the year were increased by VND 944,946,640,000 (*Note 19 - Financial assets listed/ traded at VSDC of investors*), leading to the increase in the value of transactions (cash flows) during the year (*as detailed in Codes 01 and 08 of the Cash flows from brokerage activities, entrusting of customers*).



Pham Ngoc Bich
Preparer



Khong Thi Huong
Chief Accountant



Tsuyoshi Imai
Company President and Chief Executive Officer
Hanoi, 18 March 2025