

TERMS AND CONDITIONS OF REFERRAL PROGRAM - KB PARTNER

Applicable from 01/07/2025

1. Eligible participants:

- Individuals residing in Vietnam who have opened a securities trading account at KBSV (Clients)
- The program does not apply to current employees or collaborators (DSF) under a valid contract with KBSV.

2. Implementation time:

The program is implemented from **01/07/2025** until further notice.

3. Steps to become a KB Partner

- Clients register for the program and sign the **Client Development Cooperation Agreement** to become a KB Partner.
- Upon completion of the agreement, KBSV will send a notification regarding the income-sharing policy applicable to the KB Partner.
- Each KB Partner will be issued a **QR code and a Partner Code** by KBSV. KB Partner can use this QR code or Partner Code to refer friends, family members, and acquaintances to successfully open and trade securities accounts at KBSV.

4. Benefits of becoming a KB Partner

- ❖ For Clients currently using services with an assigned Broker become a KB Partner:
 - **KB Partner:** receive **65% of total net commission revenue** generated from clients referred by the KB Partner from the date of signing the Agreement until the end of the 24-month cooperation income period. After this period, KB Partner will receive the standard income rate as specified by KBSV from time to time. KB Partner may refer to the currently applicable standard income rate in Appendix 1 of the Program Terms and Conditions.
 - Broker managing the KB Partner: receive **5% of the total net commission revenue** generated from the clients referred by the KB Partner.
- ❖ For Clients using the Active Trading service register to become a KB Partner: receive **70% of total net commission revenue** from referred clients starting from the date of signing the Agreement until the end of the 24-month cooperation income period. After this period, KB Partner will be entitled to the standard income rate as regulated by KBSV from time to time. KB Partner may refer to the currently applicable standard income rate in Appendix 1 of the Program Terms and Conditions.

5. Calculation and Payment Regulations of Cooperation Income for KB Partner

- Formula: Net commission revenue = Gross commission revenue – Direct costs

In which:

- Gross commission revenue is the total transaction fees generated from accounts managed by the KB Partner in one month

- Direct costs include fees payable to Stock Exchanges as prescribed and other related costs (if any) in one month.

() One month is defined by both parties as starting from 00:00:00 on the first day of the cooperation income calculation period until 23:59:59 on the closing date of monthly cooperation income as prescribed by KBSV from time to time.*

- If a client referred by a KB Partner is transferred to another KB Partner/DSF/BR, the original KB Partner will no longer be entitled to cooperation income generated from that client from the date of transfer onward.
- Payment period: monthly as regulated by KBSV.
- Receiving account: The KB Partner's registered bank account.
- Personal income tax will be withheld by KBSV according to applicable regulations (if any) before paying cooperation income to the KB Partner.

6. Other regulations

- By agreeing to participate in this Program, the client is deemed to have accepted all terms, conditions, and rules stated in the Program Rules as well as any subsequent amendments (if any).
- These Program Rules constitute an integral part of the Customer Development Cooperation Agreement. KBSV reserves the right to change, modify, or adjust the Rules and related regulations without prior notice to the KB Partner. Any amendments or changes will be publicly updated on the Company's official website.

APPENDIX 1: CURRENT STANDARD COOPERATION INCOME POLICY APPLIED

- If total clients referred by the KB Partner generate a monthly net commission revenue of **VND 10 million or more**, the Partner will receive 50% of the total net commission revenue.
- If the total clients referred by the KB Partner generate a monthly net commission revenue **from VND 5 million to under VND 10 million**, the Partner shall receive 40% of the total net commission revenue.
- If the total clients referred by the KB Partner generate a monthly net commission revenue **less than VND 5 million**, the Partner shall receive 30% of the total net commission revenue.