

**KB SECURITIES VIETNAM JOINT STOCK COMPANY**

**QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

# **KB SECURITIES VIETNAM JOINT STOCK COMPANY**

## **QUARTERLY FINANCIAL STATEMENTS FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

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## KB SECURITIES VIETNAM JOINT STOCK COMPANY

### CORPORATE INFORMATION

<b>Establishment and Operation Licence</b>	No. 77/UBCK-GPHĐKD dated 11 June 2008 issued by the State Securities Commission. The Establishment and Operation Licence has been amended several times and the latest amendment No. 34/GPĐC-UBCK was issued on 8 May 2023.	
<b>Board of Directors</b>	Mr. Park Chunsoo Mr. Shin Jhintak Mr. Jeon Mun Cheol Mr. Choi Yunsun	Chairperson Member Member Member
<b>Board of Supervision</b>	Ms. Nguyen Mai Huong Ms. Nguyen Linh Chi Mr. Nguyen Thai Son	Chief Supervisor (from 21 April 2023) Member (from 21 April 2023) Member (from 28 February 2023)
<b>Board of Management</b>	Mr. Jeon Mun Cheol  Mr. Choi Yunsun	General Director (from 7 March 2023)  Chief Financial Executive
<b>Legal Representative</b>	Mr. Park Chunsoo	Chairperson
<b>Registered Office</b>	Floor 16 <sup>th</sup> and 17 <sup>th</sup> , Tower 02 Capital Place Building, 29 Lieu Giai, Ngoc Khanh Ward, Ba Dinh District, Ha Noi (from 8 May 2023)	

## QUARTERLY STATEMENT OF FINANCIAL POSITION

Code	ITEMS	Note	As at	
			31/3/2024 VND	31/12/2023 VND
<b>100</b>	<b>CURRENT ASSETS</b>		<b>11,077,540,429,752</b>	<b>11,900,720,736,218</b>
<b>110</b>	<b>Financial assets</b>		<b>11,050,636,428,410</b>	<b>11,874,514,022,193</b>
111	Cash and cash equivalents	3.1	79,293,092,070	117,263,682,707
111.1	Cash		79,293,092,070	117,263,682,707
111.2	Cash equivalents		-	-
112	Financial assets at fair value through profit or loss ("FVTPL")	3.2	2,183,769,426,378	3,464,238,077,339
113	Investments held-to-maturity ("HTM")	3.3	2,909,331,506,849	3,229,331,506,849
114	Loans	3.4(a)	5,808,983,638,613	5,010,753,805,699
115	Available-for-sale financial assets ("AFS")	3.5	897,376,000	897,376,000
116	Provisions for impairment loss of financial assets	3.4(b)	(112,877,066,920)	(112,877,066,920)
117	Receivables	3.6(a)	160,024,998,820	149,879,428,186
117.1	Receivables from disposal of financial assets		-	102,881,640
117.2	Dividend and interest receivables		160,024,998,820	149,776,546,546
117.4	Dividend and interest receivables not past due		160,024,998,820	149,776,546,546
118	Prepayments to suppliers		343,350,000	2,776,758,000
119	Service-related receivables		-	-
122	Other receivables	3.6(b)	20,870,106,600	12,250,454,333
<b>130</b>	<b>Other current assets</b>		<b>26,904,001,342</b>	<b>26,206,714,025</b>
131	Advances to employees		437,000,000	427,000,000
132	Office tools and supplies		52,887,000	52,887,000
133	Short-term prepaid expenses	3.7(a)	15,698,716,237	15,011,428,920
134	Short-term security deposits	3.8	10,715,398,105	10,715,398,105
<b>200</b>	<b>NON-CURRENT ASSETS</b>		<b>93,842,145,205</b>	<b>93,983,068,819</b>
<b>220</b>	<b>Fixed assets</b>		<b>34,990,137,059</b>	<b>33,189,828,700</b>
221	Tangible fixed assets	3.9(a)	12,543,137,087	13,687,931,587
222	Historical cost		44,390,132,203	44,390,132,203
223a	Accumulated depreciation		(31,846,995,116)	(30,702,200,616)
227	Intangible fixed assets	3.9(b)	22,446,999,972	19,501,897,113
228	Historical cost		56,412,656,358	51,607,656,358
229a	Accumulated amortisation		(33,965,656,386)	(32,105,759,245)
<b>250</b>	<b>Other non-current assets</b>		<b>58,852,008,146</b>	<b>60,793,240,119</b>
251	Long-term security deposits		15,000,000	15,000,000
252	Long-term prepaid expenses	3.7(b)	16,968,629,169	17,924,655,550
253	Deferred income tax assets	3.10	11,776,806,472	11,776,806,472
254	Deposits in the Settlement Supporting Fund	3.11	20,000,000,000	20,990,235,940
255	Other non-current assets	3.12	10,091,572,505	10,086,542,157
<b>270</b>	<b>TOTAL ASSETS</b>		<b>11,171,382,574,957</b>	<b>11,994,703,805,037</b>

The notes on pages 14 to 65 are an integral part of these Quarterly financial statements.

**QUARTERLY STATEMENT OF FINANCIAL POSITION**  
**(continued)**

Code	ITEMS	Note	As at	
			31/3/2024 VND	31/12/2023 VND
<b>300</b>	<b>LIABILITIES</b>		<b>6,963,237,161,859</b>	<b>7,851,499,600,145</b>
<b>310</b>	<b>Current liabilities</b>		<b>6,963,237,161,859</b>	<b>7,851,499,600,145</b>
311	Borrowings		6,767,115,000,000	7,634,915,000,000
312	<i>Short-term borrowings</i>	3.13	6,767,115,000,000	7,634,915,000,000
318	Trading obligations	3.14	7,544,805,332	4,657,928,984
320	Short-term trade accounts payable		1,856,270,653	895,141,559
322	Taxes and other payables to the State	3.15	31,009,908,503	20,351,657,935
323	Payables to employees		1,594,192,182	1,592,904,997
324	Accrued employees' welfares		1,632,000	2,626,600
325	Short-term accrued expenses	3.16	72,479,483,469	88,251,036,028
329	Other short-term payables	3.17	82,183,768,082	99,529,783,384
331	Bonus and welfare funds	3.18	(547,898,362)	1,303,520,658
<b>340</b>	<b>Non-current liabilities</b>		-	-
356	Deferred income tax liabilities		-	-
<b>400</b>	<b>OWNERS' EQUITY</b>		<b>4,208,145,413,098</b>	<b>4,143,204,204,892</b>
<b>410</b>	<b>Capital and reserves</b>		<b>4,208,145,413,098</b>	<b>4,143,204,204,892</b>
411	Owners' capital		3,001,686,130,000	3,001,686,130,000
411.1	Share capital	3.19	3,001,686,130,000	3,001,686,130,000
411.1a	<i>Ordinary shares</i>		3,001,686,130,000	3,001,686,130,000
414	Supplementary capital reserve	2.20(b)	30,307,448,921	30,307,448,921
415	Financial risk and operational reserve	2.20(b)	45,177,869,447	45,177,869,447
417	Undistributed earnings	3.21	1,130,973,964,730	1,066,032,756,524
417.1	<i>Realised profits after tax</i>		1,039,065,404,809	986,878,592,939
417.2	<i>Unrealised profits</i>		91,908,559,921	79,154,163,585
<b>440</b>	<b>TOTAL RESOURCES</b>		<b>11,171,382,574,957</b>	<b>11,994,703,805,037</b>

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## QUARTERLY OFF STATEMENT OF FINANCIAL POSITION ITEMS

Code	ITEMS	Note	As at	
			31/3/2024	31/12/2023
<b>A</b>	<b>ASSETS OF THE COMPANY AND ASSETS IN TRUST</b>			
			<i>Value (VND)</i>	
004	Bad debts written off		16,119,641,463	16,119,641,463
			<i>Original Currency</i>	
005	Foreign currencies US Dollar		69	72
			<i>Quantity</i>	
006	Number of shares in issue (shares)		300,168,613	300,168,613
			<i>Par value (VND)</i>	
008	Securities listed/registered to Vietnam Securities Depository "(VSD)" <i>Freely traded securities</i>		9,080,000 9,080,000	70,640,000 70,640,000
009	Securities in custody of VSD and not yet traded <i>Securities in custody of VSD and not yet traded – freely traded securities</i>		- -	110,000 -
012	Securities not custodied at VSD <i>Unlisted shares Certificates of deposit</i>		2,090,336,000,000 336,000,000 2,090,000,000,000	3,340,342,470,000 342,470,000 3,340,000,000,000
<b>B</b>	<b>ASSETS OF AND LIABILITIES TO CUSTOMERS</b>			
			<i>Par value (VND)</i>	
021	Securities listed/registered to Vietnam Securities Depository (VSD)		17,417,869,920,000	17,305,126,930,000
021.1	<i>Freely traded securities</i>		15,793,048,500,000	15,669,431,390,000
021.2	<i>Restricted securities</i>		34,227,190,000	40,464,600,000
021.3	<i>Pledged securities</i>		1,031,274,420,000	1,060,943,380,000
021.4	<i>Suspended securities</i>		201,629,600,000	236,484,920,000
021.5	<i>Securities awaiting settlement</i>		357,690,210,000	297,802,640,000
022	Securities in custody of VSD and not yet traded		69,585,180,000	313,440,880,000
022.1	<i>Securities in custody of VSD and not yet traded – freely traded securities</i>		3,389,280,000	246,764,250,000
022.2	<i>Securities in custody of VSD and not yet traded – restricted securities</i>		66,195,900,000	66,676,630,000

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**QUARTERLY OFF STATEMENT OF FINANCIAL POSITION ITEMS**  
 (continued)

Code	ITEMS	Note	As at	
			31/3/2024	31/12/2023
<b>B</b>	<b>ASSETS OF AND LIABILITIES TO CUSTOMERS</b>			
	<b>(CONTINUED)</b>			
			<b>Value (VND)</b>	
026	Customers' deposits		2,108,861,939,556	1,226,918,868,723
027	Customers' deposits for securities trading		1,977,091,773,041	1,203,682,540,149
	Domestic customers' deposits		-	-
	Foreign customers' deposits		-	-
027.1	Customers' deposits at VSD		131,770,166,515	23,236,328,574
	Domestic customers' deposits		-	-
029	Cash blocked for trading settlements		-	-
029.2	Cash blocked for trading settlements of foreign customers		-	-
031	Payables to customers relating to their deposits at the Company for securities trading		2,113,007,880,512	1,223,847,312,723
031.1	Payables to domestic customers relating to their deposits at the Company for securities trading		2,097,383,709,522	1,208,222,035,017
031.2	Payables to foreign customers relating to their deposits at the Company for securities trading		15,624,170,990	15,625,277,706
032	Payables to securities issuers		5,379,260,000	3,071,556,000
035	Payables for dividends, bond principals and coupons payments on behalf		1,537,410,580	-



 Ha Thanh Hoa  
 Preparer/Chief Accountant



 Choi Yunsun  
 Chief Financial Executive

  
 Jeon Mun Cheol  
 General Director

17 April 2024

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KB SECURITIES VIETNAM JOINT STOCK COMPANY

Form B02a -- CTCK

QUARTERLY STATEMENT OF INCOME

Code	ITEMS	Note	Three-month period ended		Three-month period ended	
			2024	2023	2024	2023
			VND	VND	VND	VND
	<b>OPERATING INCOME</b>					
01	Income from FVTPL financial assets		46,009,427,424	50,108,434,208	46,009,427,424	50,108,434,208
01.1	Realised gains on disposals of FVTPL financial assets	4.1(a)	17,100,886,525	1,416,867,976	17,100,886,525	1,416,867,976
01.2	(Decrease)/increase in revaluation gains of FVTPL financial assets	4.2	12,753,821,087	(18,426,759,755)	12,753,821,087	(18,426,759,755)
01.3	Dividends and interest income from FVTPL financial assets	4.3	16,154,719,812	67,118,325,987	16,154,719,812	67,118,325,987
02	Income from HTM financial assets	4.4	50,395,747,560	31,277,342,295	50,395,747,560	31,277,342,295
03	Interest income from loans and receivables	4.5	124,252,103,313	134,122,791,692	124,252,103,313	134,122,791,692
06	Revenue from brokerage services		79,733,061,973	40,506,132,758	79,733,061,973	40,506,132,758
07	Revenue from securities underwriting and issuance agency services		-	-	-	-
09	Revenue from custodian services		1,761,799,554	1,382,891,646	1,761,799,554	1,382,891,646
10	Revenue from financial consultancy services activities		-	-	-	-
11	Other operating income		383,830,710	1,166,132,836	383,830,710	1,166,132,836
<b>20</b>	<b>TOTAL OPERATING INCOME</b>		<b>302,535,970,534</b>	<b>258,563,725,435</b>	<b>302,535,970,534</b>	<b>258,563,725,435</b>

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**KB SECURITIES VIETNAM JOINT STOCK COMPANY**

Code	ITEMS	Note	Three-month period ended		Three-month period ended		
			31 Mar		31 Mar		
			2024	2023	2024	2023	
				VND	VND	VND	VND
	<b>OPERATING EXPENSES</b>						
21	Losses from FVTPL financial assets		48,875	(73,803,602)	48,875	(73,803,602)	
21.1	Realised losses on disposals of FVTPL financial assets	4.1(b)	(526,374)	(73,941,867)	(526,374)	(73,941,867)	
21.2	Decrease/(increase) in revaluation losses of FVTPL financial assets	4.2	575,249	138,265	575,249	138,265	
24	Provisions for financial assets, losses on bad debts, impairment losses of financial assets and interest expenses associated with loans	4.6					
27	Expenses for brokerage services	4.7	(81,592,350,299)	(46,759,626,893)	(81,592,350,299)	(46,759,626,893)	
30	Expenses for custodian services		(1,566,314,574)	(1,399,487,699)	(1,566,314,574)	(1,399,487,699)	
31	Expenses for financial consultancy services		(1,336,055,013)	(1,374,346,043)	(1,336,055,013)	(1,374,346,043)	
<b>40</b>	<b>TOTAL OPERATING EXPENSES</b>		<b>(84,494,671,011)</b>	<b>(49,607,264,237)</b>	<b>(84,494,671,011)</b>	<b>(49,607,264,237)</b>	
	<b>FINANCIAL INCOME</b>						
41	Foreign exchange gains		3,466,136,807	1,884,349	3,466,136,807	1,884,349	
42	Dividend income and interest income from demand deposits		1,064,174,480	1,114,496,143	1,064,174,480	1,114,496,143	
<b>50</b>	<b>TOTAL FINANCIAL INCOME</b>		<b>4,530,311,287</b>	<b>1,116,380,492</b>	<b>4,530,311,287</b>	<b>1,116,380,492</b>	
	<b>FINANCIAL EXPENSES</b>						
51	Foreign exchange losses		(110,148,169,002)	(113,179,618,711)	(110,148,169,002)	(113,179,618,711)	
52	Interest expenses		(343,377,279)	(440,439,265)	(343,377,279)	(440,439,265)	
55	Other financial expenses						
<b>60</b>	<b>TOTAL FINANCIAL EXPENSES</b>	4.8	<b>(110,491,546,281)</b>	<b>(113,620,057,976)</b>	<b>(110,491,546,281)</b>	<b>(113,620,057,976)</b>	
<b>62</b>	<b>GENERAL AND ADMINISTRATION EXPENSES</b>	4.9	<b>(30,903,554,271)</b>	<b>(24,161,450,213)</b>	<b>(30,903,554,271)</b>	<b>(24,161,450,213)</b>	

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**KB SECURITIES VIETNAM JOINT STOCK COMPANY**

Form B02a – CTCK

**QUARTERLY STATEMENT OF INCOME**  
(continued)

Code	ITEMS	Note	Three-month period ended		Twelve-month period ended	
			31 Mar 2024	2023 VND	31 Mar 2024	2023 VND
<b>70</b>	<b>OPERATING RESULT</b>		81,176,510,258	72,291,333,501	81,176,510,258	72,291,333,501
	<b>OTHER INCOME AND EXPENSES</b>					
71	Other income					
72	Other expenses					
<b>80</b>	<b>NET OTHER INCOME</b>					
<b>90</b>	<b>NET ACCOUNTING PROFIT BEFORE TAX</b>		81,176,510,258	72,291,333,501	81,176,510,258	72,291,333,501
91	Realised profit		68,422,113,922	90,717,954,991	68,422,113,922	90,717,954,991
92	Unrealised (loss)/profit		12,754,396,336	(18,426,621,490)	12,754,396,336	(18,426,621,490)
<b>100</b>	<b>CORPORATE INCOME TAX</b>		(16,235,302,052)	(14,465,970,065)	(16,235,302,052)	(14,465,970,065)
100.1	Corporate income tax – current	4.11	(16,235,302,052)	(14,465,970,065)	(16,235,302,052)	(14,465,970,065)
100.2	Corporate income tax – deferred	4.11	-	-	-	-
<b>200</b>	<b>NET PROFIT AFTER TAX</b>		64,941,208,206	57,825,363,436	64,941,208,206	57,825,363,436



Ha Thanh Hoa  
Preparer/Chief Accountant



Choi Yunsun  
Chief Financial Executive



Jeon Mun Cheol  
General Director  
17 April 2024

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**QUARTERLY STATEMENT OF CASH FLOWS**  
**(Indirect method)**

Three-month period ended 31 Mar

Code	ITEMS	Note	2024 VND	2023 VND
	<b>Cash flows from operating activities</b>			
01	<b>Profit before tax</b>		<b>81,176,510,258</b>	<b>72,291,333,501</b>
02	<b>Adjustments for:</b>		<b>79,558,826,707</b>	<b>(10,582,683,036)</b>
03	Depreciation and amortisation	3.9	3,004,691,641	2,616,955,020
04	Provisions		(54,631)	(8,193)
05	Unrealised foreign exchange gain		110,148,169,002	113,179,618,711
06	Interest expenses		(1,064,174,480)	(1,114,496,143)
07	Profits from investing activities		(32,529,804,825)	(125,264,752,431)
08	Accrued interest income			
09	Other Adjustments		(575,249)	(138,265)
10	<b>Changes in non-cash expenses</b>		<b>(575,249)</b>	<b>(138,265)</b>
11	(Decrease)/increase in revaluation losses of FVTPL financial assets		(575,249)	(138,265)
17	Other losses			
18	<b>Change in non-cash income</b>		<b>(12,753,766,456)</b>	<b>193,978</b>
19	Decrease/(increase) in revaluation gains of FVTPL financial assets		(12,753,821,087)	185,785
21	Other gains		54,631	8,193
30	<b>Changes in working capital</b>		<b>686,653,414,103</b>	<b>(943,442,536,261)</b>
31	Decrease/(increase) in FVTPL financial assets		1,293,223,047,297	(545,538,651,125)
32	Increase in HTM financial assets		320,000,000,000	(1,159,430,748,890)
33	Decrease/(increase) in loans		(798,229,832,914)	708,625,671,925
35	Increase/(decrease) in financial assets		102,881,640	-
36	Decrease in dividends and interests accrued and receivables on financial assets		23,340,496,683	145,147,377,812
37	Increase in services related receivables		(6,186,244,267)	(15,271,368,859)
39	Increase in other receivables		(10,000,000)	(224,500,000)
40	Increase in other assets			
41	Decrease in accrued expenses (excluding interest expenses)		(5,059,712,268)	(57,902,812,640)
42	Increase in prepaid expenses		268,739,064	(3,721,214,511)
43	Corporate income tax paid		(8,254,433,042)	(30,518,383,714)
44	Interest paid		(120,860,009,293)	(49,826,919,179)
45	Decrease in trade accounts payable		3,848,005,442	(920,399,695)
46	Increase/(decrease) in employee welfare payables		(994,600)	946,000
47	Decrease in taxes and other payables to the State (excluding corporate income tax paid)		2,677,381,558	(12,213,553,710)
48	Decrease in payables to employees		1,287,185	449,773,588
50	Increase in other short-term payables		(17,346,015,302)	82,961,605,652
51	Other receipts from operating activities		990,235,940	857,019,789
52	Other payment for operating activities		(1,851,419,020)	(5,916,378,704)
60	<b>Net cash outflows from operating activities</b>		<b>834,634,409,363</b>	<b>(881,733,830,083)</b>

The notes on pages 14 to 65 are an integral part of these Quarterly financial statements.

**QUARTERLY STATEMENT OF CASH FLOWS**  
**(Indirect method) (continued)**

Code	ITEMS	Note	Three-month period ended 31 Mar	
			2024 VND	2023 VND
	<b>Cash flows from investing activities</b>			
61	Cash paid for purchases/acquisition of fixed assets		(4,805,000,000)	(1,614,472,200)
70	<b>Net cash outflows from investing activities</b>		(4,805,000,000)	(1,614,472,200)
	<b>Cash flows from financing activities</b>			
73	Proceeds from borrowings		3,032,000,000,000	7,370,800,000,000
73.2	<i>Other borrowings</i>		3,032,000,000,000	7,370,800,000,000
74	Repayments of principals of borrowings		(3,899,800,000,000)	(6,552,250,000,000)
74.3	<i>Other borrowings</i>		(3,899,800,000,000)	(6,552,250,000,000)
80	<b>Net cash inflows from financing activities</b>		(867,800,000,000)	(818,550,000,000)
90	<b>Net decrease in cash and cash equivalents</b>		(37,970,590,637)	(64,798,302,283)
101	<b>Cash and cash equivalents at the beginning of period</b>	3.1	117,263,682,707	301,883,794,321
101.1	Cash		117,263,682,707	101,883,794,321
101.2	Cash equivalents			200,000,000,000
103	<b>Cash and cash equivalents at the end of period</b>	3.1	79,293,092,070	237,085,492,038
103.1	Cash		79,293,037,439	137,085,492,038
103.2	Cash equivalents		-	100,000,000,000
104	Effect of foreign exchange differences		54,631	-

The notes on pages 14 to 65 are an integral part of these Quarterly financial statements.

**QUARTERLY STATEMENT OF CASH FLOWS**  
(Indirect method) (continued)

**CASH FLOWS OF BROKERAGE AND TRUSTING ACTIVITIES**

Code	ITEMS	Three-month period ended 31 Mar	
		2024 VND	2023 VND
	<b>Cash flows of brokerage and trusting activities</b>		
01	Brokerage trading proceeds	27,944,996,071,798	13,209,257,980,166
02	Brokerage trading payments	(32,095,593,345,653)	(17,284,173,238,498)
07	Receipts for settlement of customers' transactions	5,297,841,035,691	4,165,016,104,653
07.1	Net withdrawal from customers' Margin accounts at VSD for derivative trading	108,533,837,941	-
08	Payments for customers' securities transactions	(373,834,528,944)	(29,027,674,050)
20	<b>Increase in customers' deposits</b>	<b>881,943,070,833</b>	<b>61,073,172,271</b>
30	<b>Customers' deposits at beginning of period</b>	<b>1,226,918,868,723</b>	<b>1,276,028,109,948</b>
31	Cash at bank	1,226,918,868,723	1,276,028,109,948
32	Customers' deposits for securities trading In which: Customers' deposits at VSD	1,226,918,868,723	1,227,557,569,727
34	Cash blocked for clearing and settlement		48,470,540,221
40	<b>Customers' deposits at end of period</b>	<b>2,108,861,939,556</b>	<b>1,337,101,282,219</b>
41	Cash at bank	2,108,861,939,556	1,337,101,282,219
42	Customers' deposits at the Company for securities trading In which: Customers' deposits at VSD	2,108,861,939,556	1,304,659,441,205
44	Cash blocked for clearing and settlement		32,441,841,014



Ha Thanh Hoa  
Preparer/Chief Accountant



Choi Yunsun  
Chief Financial Executive



Jeon Mun Cheol  
General Director  
17 April 2024

**KB SECURITIES VIETNAM JOINT STOCK COMPANY**

Form B04a – CTCK

**QUARTERLY STATEMENT OF CHANGES IN EQUITY**

Items	As at		Three-month period ended		Three-month period ended		As at	
	1/1/2023	1/1/2024	Increase	Decrease	Increase	Decrease	31/3/2023	31/3/2024
	VND	VND	VND	VND	VND	VND	VND	VND
1. Owners' capital	3,001,686,130,000	3,001,686,130,000	-	-	-	-	3,001,686,130,000	3,001,686,130,000
3. Supplementary capital reserve	30,307,448,921	30,307,448,921	-	-	-	-	30,307,448,921	30,307,448,921
4. Financial and operational risk reserve	45,177,869,447	45,177,869,447	-	-	-	-	45,177,869,447	45,177,869,447
8. Undistributed earnings	830,798,854,454	1,066,032,756,524	57,825,363,436	-	64,841,208,206	-	888,624,217,890	1,130,973,964,730
8.1 Realised profits	762,084,785,098	986,878,592,939	76,251,994,926	-	52,186,811,870	-	838,336,770,024	1,039,065,404,809
8.2 Unrealised profits	68,714,069,356	79,154,163,585	(18,426,621,490)	-	12,754,396,336	-	50,287,447,866	91,908,559,921
<b>Total</b>	<b>3,907,970,302,822</b>	<b>4,143,204,204,892</b>	<b>57,825,363,436</b>	<b>-</b>	<b>64,941,208,206</b>	<b>-</b>	<b>3,965,795,666,258</b>	<b>4,208,145,413,098</b>



Ha Thanh Hoa  
Preparer/Chief Accountant



Choi Yunsun  
Chief Financial Executive



Jeon Mun Cheol  
General Director  
17 April 2024

The notes on pages 14 to 65 are an integral part of these Quarterly financial statements.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****1 GENERAL INFORMATION*****Establishment and Operation Licence***

KB Securities Vietnam Joint Stock Company (“the Company”) is a joint stock company established in Vietnam in accordance with the Establishment and Operation Licence No. 77/UBCK-GPHĐKD issued by the Vietnam State Securities Commission on 11 June 2008. The Establishment and Operation Licence has been amended several times and the latest amendment No. 34/GPĐC-UBCK was issued on 8 May 2023.

***Head office and branch***

The Company’s head office is Level 16<sup>th</sup>, 17<sup>th</sup> Floor, Tower 02 Capital Place Building, 29 Lieu Giai, Ngoc Khanh Ward, Ba Dinh District, Ha Noi according to the Establishment and Operation Licence No. 34/GPĐC-UBCK dated 8 May 2023.

The Company has 3 branches, in which:

- Ho Chi Minh City Branch – KB Securities Joint Stock Company was established in accordance with the Establishment and Operation Licence No 401/QĐ-UBCK issued by the Vietnam State Securities Commission on 2 July 2013. The branch is located at 2<sup>nd</sup> floor, TNR Nguyen Cong Tru Tower, 180-192 Nguyen Cong Tru, District 1, Ho Chi Minh City, Vietnam.
- Ha Noi Branch – KB Securities Joint Stock Company was established in accordance with the Establishment and Operation Licence No 379/QĐ-UBCK issued by the Vietnam State Securities Commission on 7 August 2015. The branch is located at 1<sup>st</sup>, 2<sup>nd</sup> floor, Office Building, No 5 Dien Bien Phu, Ba Dinh District, Ha Noi, Viet Nam.
- Sai Gon Branch – KB Securities Joint Stock Company was established in accordance with the Establishment and Operation Licence No 08/QĐ-UBCK issued by the Vietnam State Securities Commission on 4 January 2019. The branch is located at 1<sup>st</sup>, Saigon Trade Center, 37 Ton Duc Thang, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam.

***Company charter***

The Company’s latest charter was approved by the General Meeting of Shareholders and has been effective from 8 May 2023.

***Principal activities***

The principal activities of the Company are to provide securities brokerage services, proprietary trading, securities investment advisory services, financial consultancy, underwriting securities, securities depository and other services in accordance with laws and regulations applicable for securities companies.

On 25 April 2019, the Company received the Certificate No. 32/GCN-UBCK indicating that the Company is eligible to provide clearing and settlement services for derivative transactions, including derivative brokerage, derivative proprietary trading and derivative investment advisory services.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**1 GENERAL INFORMATION (CONTINUED)*****Charter capital***

As at 31 Mar 2024, the Company's charter capital was at VND 3,001,686,130,000 pursuant to the amended Establishment and Operation Licence No. 34/GPĐC-UBCK which was issued on 8 May 2023 by the Vietnam State Securities Commission.

***Investment objectives and investment restrictions***

The Company aims to contribute to the development of the securities Market and deliver benefits to customers, investors and its shareholders. The Company's investment portfolio and its restrictions shall follow the investment objectives and investment strategy as stipulated in the Company's charter and applicable securities laws and regulations.

***Other information***

The normal business cycle of the Company is 12 months.

As at 31 Mar 2024, the Company had 437 employees (as at 31 December 2023: 447 employees).

The Quarterly financial statements are not affected by the seasonality, however depend on the fluctuations in the stock exchange market.

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****2.1 Basis of preparation of Quarterly financial statements**

The Quarterly financial statements have been prepared in accordance with:

- Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System;
- Circular 210/2014/TT-BTC dated 30 December 2014 ("Circular 210/2014/TT-BTC") guiding accounting applicable to securities companies;
- Circular 334/2016/TT-BTC dated 27 December 2016 ("Circular 334/2016/TT-BTC") amending and supplementing and replacing Annex 02 and 04 of Circular 210/2014/TT-BTC guiding accounting applicable to securities companies;
- Official Letter 6190/BTC-CDKT dated 12 May 2017 ("Official Letter 6190/BTC-CDKT") guiding on derivative accounting for future contracts, stock indexes and future contracts for Government bonds;
- Circular 91/2020/TT-BTC dated 13 November 2020 ("Circular 91/2020/TT-BTC") on capital adequacy ratio and sanctions imposed on non-compliance cases;
- Circular 114/2021/TT-BTC dated 17 December 2021 ("Circular 114/2021/TT-BTC") on the removal of Circular 146/2014/TT-BTC dated 6 October 2014 of the Minister of Finance instructions on financial regulations for securities company, fund management company;
- Prevailing regulation on the preparation and presentation of financial statements applicable to securities companies operating in Vietnam.



**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.1 Basis of preparation of Quarterly financial statements (continued)**

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

The Quarterly financial statements have been prepared under the historical cost convention as modified by the revaluation of financial assets at fair value through profit or loss (“FVTPL”) and available-for-sale (“AFS”) financial assets measured and recorded based on market value or fair value (in case market value is not determinable).

The Quarterly financial statements have been prepared in accordance with the same accounting policies applied to the latest annual financial statements.

The Quarterly financial statements in Vietnamese language are the official statutory Quarterly financial statements of the Company. The Quarterly financial statements in English language have been translated from the Vietnamese language Quarterly financial statements.

**2.2 Critical accounting estimates**

The preparation of Quarterly financial statements in conformity with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and prevailing regulations on the preparation and presentation of Quarterly financial statements applicable to securities companies operating in Vietnam requires the Board of Management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosures of contingent assets and liabilities at the reporting date and the reported amounts of revenues and expenses during the financial period.

The areas involving significant estimates and assumptions in the Quarterly financial statements are as follows:

- Market value/fair value of financial assets (Notes 2.7 and 3.2); and
- Provisions for impairment loss of financial assets (Notes 2.7 and 3.4).

Such estimates and assumptions are continually evaluated. They are based on historical experience and other factors, including expectations of future events that may have a financial impact on the Company and that the Board of Management believes to be reasonable under the circumstances.

**2.3 Form of records applied**

The Company uses the accounting software in form of general journals to record business transactions.

**2.4 Fiscal year**

The Company's fiscal year is from 1 January to 31 December.

These Quarterly financial statements are prepared for the three-month period from 1 January 2024 to 31 March 2024.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.5 Currency**

The Quarterly financial statements are presented in the Vietnamese Dong (“VND”), which is also the Company’s accounting currency.

Transactions arising in foreign currencies are translated at exchange rates ruling at the transaction dates. Foreign exchange differences arising from these transactions are recognised in the Quarterly income statement.

Monetary assets and liabilities denominated in foreign currencies at the Quarterly balance sheet date are respectively translated at the buying and selling exchange rates at the Quarterly balance sheet date of the commercial banks where the Company regularly trades. Foreign currencies deposited in banks at the balance sheet date are translated at the buying exchange rate of the commercial banks where the Company opens its foreign currency accounts. Foreign exchange differences arising from these translations are recognised in the Quarterly income statement.

**2.6 Cash and cash equivalents**

Cash and cash equivalents include cash on hand, cash at bank of the Company, cash of the Company being kept in the bank account of investors under the management of the securities company, which relates to transactions incurred in the end of the accounting period, mainly including advance for investors for stock trading, other short-term investments with maturity within three (3) months since purchase, which are highly liquid, readily convertible to cash and subject to an insignificant risk of conversion.

Cash of investors for securities trading activities and cash of issuers are accounted for off statement of Quarterly financial position items.

**2.7 Financial assets****(a) Classification and measurement****(i) Financial assets at fair value through profit or loss (FVTPL)**

Financial assets at fair value through profit or loss are financial assets held for trading or designated by the Board of Management at initial recognition at fair value through profit or loss.

Financial asset is classified as held for trading if meeting one of the following conditions:

- It is purchased or created for resale/repurchase in a short term; or
- At initial recognition, it constitutes part of an identified portfolio of financial instruments which are managed and have evidence of being traded for short-term profits; or
- FVTPL financial asset is a derivative (except those defined as financial guarantees or effective hedges).

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(i) Financial assets at fair value through profit or loss (FVTPL) (continued)**

At initial recognition, the Board of Management designates a financial asset at fair value through profit or loss if such designation promotes the fairness of its presentation due to one of the following reasons:

- Eliminating or significantly reducing a measurement or recognition inconsistency (also called as “accounting mismatch”) that would otherwise arise due to different bases; or
- It gives rise to a group of financial assets whose performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy and internally disseminated to the Company’s key management (as defined in the Vietnamese Accounting Standard on related parties disclosure) such as the Board of Directors, the Board of Management and major shareholders of the Company.

Financial assets at fair value through profit or loss are initially recorded at cost exclusive of transaction costs. Transaction costs related to purchases of FVTPL financial assets are expensed off immediately.

Financial assets at fair value through profit or loss are subsequently measured at market value or fair value (in case market value is indeterminable). Those equities that not traded on active market or those whose fair value is not reliably determined are accounted at cost.

All gains or losses from change in fair value of FVTPL financial assets are recognised in profit or loss of the Quarterly statement of comprehensive income.

**(ii) Held-to-maturity financial assets (“HTM”)**

HTM financial assets are non-derivative financial assets with the following characteristics:

- Payments are fixed or determinable;
- Maturity is fixed;
- The Company has positive intention and ability to hold to maturity.

The following assets are excluded from HTM financial assets:

- Non-derivatives classified as FVTPL financial assets at initial recognition;
- Non-derivatives classified as available-for-sale (“AFS”) financial assets; and
- Non-derivatives qualifying conditions to be classified as loans and receivables.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(ii) Held-to-maturity financial assets (“HTM”) (continued)**

An entity shall not classify any financial assets as held to maturity if the entity has, during the current financial year or during the two preceding financial years, sold or reclassified a significant amount of held-to-maturity investments before maturity (significant in relation to the total amount of held-to-maturity investments) other than sales or reclassifications which are:

- Very close to maturity date (e.g no more than 3 months before maturity) where changes in market interest rate do not materially affect the value of financial assets.
- Executed after the Company has collected the majority of principal of financial assets according to payment schedule or the Company received in advance; or
- Due to a special event beyond the control of the Company, the cause will not be repeated and the event can not be predicted by the Company.

HTM financial assets are initially recorded at cost inclusive of directly attributable purchase costs, subsequently measured at amortised cost using effective interest method (“EIR”).

Effective interest method is a method used in calculating the amortised cost of an HTM financial asset or a group of HTM financial assets and in the allocation and recognition of the interest revenue or interest expense in profit or loss over the relevant period.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the financial instrument's expected life, or a shorter period where appropriate, to the net present value of a financial asset or a financial liability.

Amortised cost of HTM financial assets is determined at historical cost less principal received, plus (or less) accumulated amortisation using effective interest rate method between historical cost and maturity value, less impairment loss (if any).

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(ii) Held-to-maturity financial assets ("HTM") (continued)**

As at reporting date, HTM investments are provided for impairment loss when there is any objective evidence of impairment or uncollectibility as a result of one or more events that occurred subsequent to the initial recognition and affected estimated future cash flows of HTM investments. Objective evidence of impairment may include:

- Significant financial difficulty of the issuer or the obligor;
- A breach of contract, such as default or delinquency in interest or principal payments;
- The lender, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the lender would not otherwise consider;
- It becoming probable that the borrower will enter bankruptcy or other financial reorganisation;
- Observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of HTM financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:
  - Adverse changes in the payment status of borrowers in the group; or
  - National or local economic conditions that correlate with defaults on the HTM assets in the group.

Provision for impairment of HTM financial assets is determined at the difference of the estimated recoverable amount and the carrying value of HTM financial assets at the reporting date. Provision/(reversal of provision) for such impairment is debited/(credited) to expenses in profit or loss of the Quarterly statement of comprehensive income.

HTM financial assets are classified as current and non-current assets in the Quarterly statement of financial position based on their remaining maturity as at the reporting date.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(iii) Loans**

Loans are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

In the reporting period, the Company had the following types of loans:

- **Margin loans:** the amounts lent to customers for their purchases of listed securities in accordance with Decision 87/QĐ-UBCK dated 25 January 2017 issued by the State Securities Commission. According to this Decision, the initial Margin ratio (net actual assets compared to market value of security to be purchased on margin as at trading date) is set by the Company but shall be not lower than 50%. The margin loans are collateralised by securities eligible for margin lending.
- **Trading advances:** the amounts advanced to security sellers at the trading date and/or the day right after. These amounts are repaid within two (2) trading days.

Loans are initially recorded at cost and subsequently measured at amortised cost using the effective interest rate method ("EIR").

Amortised cost is determined at historical cost less principal received, plus (or less) accumulated amortisation using effective interest rate method between historical cost and maturity value, less impairment loss (if any).

As at reporting date, loans are provided for impairment loss when there is any evidence of impairment. Provision for impairment is determined at the difference of market value of collateral and the carrying value of loans at the reporting date. Provision/(reversal of provision) for such impairment is debited/(credited) to expenses in profit or loss of the Quarterly statement of comprehensive income.

**(iv) Available-for-sale financial assets ("AFS")**

Available-for-sale financial assets are non-derivative financial assets that are not classified as FVTPL, HTM, loans nor receivables.

Available-for-sale financial assets are initially recorded at cost inclusive of directly attributable purchase cost.

At the reporting date, AFS financial assets are measured at fair value. Those equities not traded on active Market or those whose fair value is not reliably determined are accounted at cost.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(iv) Available-for-sale financial assets ("AFS") (continued)**

All gains or losses from revaluation of AFS financial assets are accounted for directly in equity (other comprehensive income) through the Quarterly statement of changes in equity, exclusive of impairment losses. Such recognition is applied until the asset is de-recognised.

At derecognition, accumulated gains or losses in equity are recognised in profit or loss of the Quarterly statement of comprehensive income as a reclassification. Gains using effective interest method is recognised in profit or loss of the Quarterly statement of comprehensive income in accordance with Accounting Standard on Revenue recognition.

As at reporting date, AFS financial assets are provided for impairment loss when there is any objective evidence of impairment.

Objective evidence of impairment for debt instruments may include those identified as for HTM financial instruments.

Objective evidence of impairment for equity instruments may include:

- Significant changes which adversely affect the issuer's operations as a result of their impacts on the technological, Market, economic or legal environment, and indicates that the cost of the equity instrument may not be recovered;
- A significant or prolonged decline in the fair value of an investment in an equity instrument below its cost;

Provision for impairment is determined at the difference of the estimated recoverable amount and the carrying value of AFS financial assets at the reporting date.

Impairment loss of AFS financial asset is recorded directly to previously recognised revaluation gain in equity (if any), when there is objective evidence that the AFS financial asset is impaired, accumulated revaluation loss in equity is reclassified to profit or loss of the Quarterly statement of comprehensive income despite that asset is yet derecognised.

**(b) Reclassification****(i) Reclassification of non-FVTPL financial assets upon disposal**

Non-FVTPL financial assets are reclassified to FVTPL financial assets before disposal. Accumulated revaluation of AFS financial assets in equity will be recorded on the Quarterly statement of comprehensive income as at reclassification date.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(a) Classification and measurement (continued)****(ii) Reclassification due to change in intention/ability to hold the financial assets**

Reclassification of financial assets due to change in intention/ability to hold the assets is permitted, provided that:

- Non-derivative FVTPL financial assets that are not required to be classified as FVTPL at initial recognition may be reclassified as loans and receivables in limited circumstances or cash and cash equivalents if they satisfy conditions for reclassification. Gains and losses from revaluation of FVTPL financial assets arising before the reclassification are not reversed.
- If the change in intention/ability to hold a financial asset results in it being inappropriately reclassified as an HTM asset, that asset must be reclassified as AFS and re-measured at fair value. Difference between its carrying value and fair value is recognised in profit or loss of the Quarterly statement of comprehensive income as a reclassification.

**(c) Recognition/derecognition**

Purchases and sales of financial assets are recognised on trade date – the date on which the Company becomes a party to the contractual provisions of the instruments.

Financial assets are de-recognised when the right to receive cash flows from the financial assets has expired or the Company has transferred substantially all risks and rewards of ownership of those financial assets.

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, but has neither transferred substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised as the Company's asset. In that case, the Company also recognises a related liability. The transferred asset and the related liability are measured on a basis that reflects the rights and obligations that the Company has retained.

**(d) Initial recognition**

FVTPL financial assets are initially recognised at purchase cost exclusive of transaction costs. Other financial assets are initially recorded at historical cost including directly attributable purchase costs.

Stock bonus and stock dividends are recognised as financial assets at nil cost.



NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## 2.7 Financial assets (continued)

(e) *Determination of market value/fair value*

The Company applies valuation bases of financial assets in accordance with Circular 91/2020/TT-BTC dated 13 November 2020 regarding capital adequacy ratio of securities trading entities ("Circular 91/2020/TT-BTC") in determining the market value/fair value of financial assets, in particular:

- (i) *Shares listed on stock exchanges, shares of the public companies registered for trading on the Unlisted Public Company Market ("UPCoM")*

These shares are revalued at the closing price of the latest trading date prior to the valuation date.

- (ii) *Unlisted securities registered/not registered for trading to Vietnam Securities Depository ("VSD")*

These shares are revalued based on the average of transacted prices announced by three (3) independent quoting entities at the latest trading date within one (1) month prior to the valuation date. The management and executives of the Company must not be related to management and executives of the quoting entities in accordance with Law on Securities.

- (iii) *Bonds listed on stock exchanges*

These bonds are revalued basing on the quoted price (also called "clean price") on stock exchanges at the latest trading date prior to the valuation date plus accumulated accrued interests. Those bonds not traded for more than two (2) weeks prior to valuation date are carried at their purchase prices plus accumulated accrued interests.

- (iv) *Unlisted bonds*

Unlisted bonds are measured at their purchase prices plus accumulated accrued interests.

- (v) *Certificates of open-ended funds, close-ended funds, and exchanged traded funds ("ETF")*

Certificates of open-ended funds, close-ended funds, and exchanged traded funds ("ETF") are revalued at the fund's net asset value audited by an external auditor at the reporting date.

- (vi) *Delisted shares/ shares suspended from trading from the sixth day or thereafter*

Delisted shares/shares suspended from trading from the sixth day or thereafter are revalued based on its book value at the latest reporting date.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.7 Financial assets (continued)****(e) Determination of market value/fair value (continued)***(vii) Certificate of deposits*

Certificate of deposits are determined by principals amount and accrued interest income to the date of Quarterly financial statements.

Unless otherwise stated above, securities are measured at fair value based on review of financial position and book value of the issuers at revaluation date.

**(f) Recognition of gains/(losses)***Purchase transaction costs*

Transaction costs related to purchase of FVTPL financial assets are expensed off, while transaction costs related to purchase of other financial assets are included in the purchase cost of these assets.

*Selling transaction costs*

Selling transaction costs are expensed off to the statement of comprehensive income.

*Gain/(loss) on disposals*

Gain/(loss) on disposals of financial assets are accounted for as income/(expenses) in profit or loss of the Quarterly statement of comprehensive income. Costs of disposed financial assets are determined using the weighted average method up to the time of disposal/the end of trading dates.

*Provision/(reversal of provision) for impairment of financial assets*

Provision/(reversal of provision) for impairment of financial assets is debited/(credited) to expenses in profit or loss of the statement of comprehensive income.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.8 Receivables**

Receivables comprise receivables from disposals of financial assets, dividend and interest receivable, service-related receivables, receivables from trading errors and other receivables. Receivables are recorded on an accrual basis and presented at cost less provision for impairment or uncollectibility (if any).

Receivables are classified as current and non-current assets in the Quarterly statement of financial position based on their remaining maturity as at the reporting date.

Provision for doubtful debts is made for each outstanding amount based on number of days past due according to initial payment commitment (ignoring any mutually agreed extension), or based on the estimated loss that may arise. Bad debts are written off when identified.

Provision/(reversal of provision) for impairment is debited/(credited) to expenses in profit or loss of the Quarterly statement of comprehensive income.

**2.9 Fixed assets**

*Tangible and intangible fixed assets*

Fixed assets are stated at historical cost less accumulated depreciation or amortisation. Historical cost includes all costs necessary to bring the assets to working condition for their intended use. Subsequent expenditures can be capitalised only if they result in probable future economic benefits from using the assets. Unqualified expenditures are immediately expensed off.

*Depreciation and amortisation*

Fixed assets are depreciated/amortised using the straight-line method to write off the historical cost of the fixed assets over their estimated useful lives. The principal annual rates of each asset class are as below:

Office equipments	20% - 33%
Software	10% - 33%

*Disposals*

Gains or losses on disposals are determined by comparing net disposal proceeds with the carrying amount of the fixed assets and are recognised as income or expense in the Quarterly statement of comprehensive income.

**2.10 Leased assets**

Leases where a significant portion of the risks and rewards incidental to the asset ownership are retained by the lessor are classified as operating leases. Operating lease payments are charged to the Quarterly statement of comprehensive income on a straight-line basis over the lease term.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.11 Prepaid expenses**

Prepaid expenses include prepayments for goods and services, tools and equipment not qualified to be accounted as fixed assets under current regulations. Prepaid expenses include short-term and long-term prepaid expenses on the Quarterly statement of financial position, mainly includes the cost of office rental and office tools and supplies. Prepaid expenses are recorded at historical cost and allocated using the straight-line method over estimated useful lives.

**2.12 Short-term/long-term collaterals, security deposits**

Short-term/long-term collateral, deposits are recognised when the Company completes its payments in accordance with the contractual terms and classified as other current/non-current assets.

**2.13 Liabilities****(a) Recognition/derecognition**

Liabilities are recognised when the Company has an obligation as a result of receipts of assets, commits or becomes a party to the contractual provisions. Liabilities are derecognised when such obligations are fully discharged. Liabilities are recognised on an accrual basis and on prudence concept.

**(b) Classification**

Classifications of liabilities are based on their nature as follows:

- Borrowings;
- Trading obligations;
- Trade payables arising from purchases of financial assets, goods or services; and
- Other payables including non-trade payables and those not arising from purchases of financial assets, goods and services.

Liabilities are classified as short-term and long-term liabilities in the Quarterly statement of financial position based on their remaining period from the reporting date to their maturity dates.

**2.14 Offsetting financial instruments**

Financial liabilities are contractual obligations to deliver cash or another financial asset to another entity, or to exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavourable to the Company, or contracts that may be settled in the Company's own equity instruments.

Financial assets and liabilities are offset, and the net amount is presented in the Quarterly statement of financial position when there is a legally enforceable right to offset the recognised amounts and the Company has an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.15 Borrowings**

Borrowings include borrowings from banks, financial institutions, finance companies and other entities. Borrowings are stated at cost as at reporting date.

Borrowings are classified as current and non-current liabilities in the Quarterly statement of financial position based on their remaining year from the reporting date to their maturity dates.

**2.16 Income tax paid on behalf of investors**

According to the prevailing taxation regulations applicable to foreign investors in Vietnam, the Company is required to withhold contractor tax of 0.1% on the trading proceeds of institutional investors and pay on their behalf. For individual investors (both residents and non-residents), the Company is required to withhold personal income tax of 0.1% on their trading proceeds to pay personal income tax on behalf of investors. The Company will declare and make tax payment on behalf of these investors. For local institutional investors, the Company is not responsible for withholding tax as these entities are responsible for their own tax payments and declarations.

**2.17 Accrued expenses**

Accrued expenses include liabilities for goods and services received in the reporting period but not yet paid due to pending invoice or insufficient records and documents. Accrued expenses are recorded as expenses in the reporting period.

**2.18 Provisions**

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Provisions are measured at the expenditures expected to be required to settle the obligations. If the time value of money is material, provisions will be measured at their present value using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation.

The increases in the provision due to passage of time are recognised as financial expenses. Changes in the provision balances during the year are debited or credited to operating expenses.

**2.19 Unearned revenue**

Unearned revenue is the interest income from term deposit that has been received in advance. The Company records unearned revenue for the future obligations that the Company must conduct fulfill. Once recognition criteria have been satisfied, unearned revenue will be recognised as revenue in the Quarterly statement of comprehensive income to the extent that it has met the recognition criteria.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.20 Equity****(a) Share capital**

Owners' capital is recorded according to the actual amounts contributed and is recorded according to the par value of the shares.

**(b) Financial and operational risk reserve and supplementary capital reserve**

From 1 February 2022, Circular 114/2021/TT-BTC issued by the Ministry of Finance on 17 December 2021 is effective, accordingly:

- The financial regimes applicable to securities companies stipulated in Circular 146/2014/TT-BTC issued by the Ministry of Finance on 6 October 2014 are revoked in full.
- The balance of Supplementary capital reserve made in accordance with Circular 146/2014/TT-BTC shall be added to the Company's charter capital in line with the 2019 Law on Securities, the related guidelines and the Company's charter.
- The balance of Financial risk and operation reserve made in accordance with Circular 146/2014/TT-BTC shall be added to the Company's charter capital or utilised in line with resolution of Annual General Meeting of shareholders, the 2019 Law on Securities, related guidelines, the Company's charter, and ensuring financial safety ratio pursuant to the securities regulations.

As at 31 Mar 2024, the Company has not distributed supplementary capital reserve and financial risk and operation reserve as guided in Circular 146/2014/TT-BTC dated 17 December 2021 issued by the Ministry of Finance.

Before 1 February 2022:

- According to Circular 146/2014/TT-BTC, the securities companies and fund management companies are required to make annual appropriation to the financial and operational risk reserve and supplementary capital reserve at 5% of the post-tax profit for each reserve in each of its profitable years until the accumulated balance of each reserve reaches 10% of the charter capital.
- Financial and operational risk reserve is made to compensate the residual losses and damages arising in operation beyond the indemnification received from the parties causing damages and insurance companies and the utilisation of indemnity funds and the relevant provisions made.
- Supplementary capital reserve serves as a financial resource to increase charter capital.

**(c) Other equity funds**

Other equity funds are made in accordance with Resolutions of the General Meeting of Shareholders.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.20 Equity (continued)****(d) *Undistributed earnings***

Undistributed earnings represent cumulative undistributed post-tax profits at the reporting date including cumulative realised profits and cumulative unrealised profits.

Unrealised profit/(loss) of the period is the total difference between gain and loss arising from revaluation of FVTPL financial assets or other financial assets charged into the Quarterly statement of comprehensive income and deferred income tax arising from such revaluation.

Realised profit during the period is the difference between total revenue, income and total expenses in the Quarterly statement of comprehensive income, except for gain or loss arising from revaluation of financial assets recognised in unrealised profit/(loss).

**2.21 Dividend distribution**

The Company's dividend declaration is recognised as a liability in the Quarterly financial statements when the dividend is approved by in the General Meeting of Shareholders.

Dividend base for distribution is post-tax realised profits after deducting amounts appropriated to financial and operational risk reserve and supplementary capital reserve.

**2.22 Assets of and liabilities to customers**

Assets of and liabilities to customers are presented as off statement of financial position items including:

- Customers' deposits for securities trading, cash of securities issuers and related liabilities; and
- Financial assets of customers.

NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.23 Revenue and income recognition****(a) Revenue from provision of services to investors**

Revenue from provision of services to investors comprises securities brokerage fees, securities underwriting fees, financial consultancy fees, securities custody service and entrustment service fees.

Revenue from the provision of services is recognised in the statement of comprehensive income when the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided. Revenue from the provision of services is only recognised when all four following conditions are satisfied:

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

When the outcome of a service delivery transaction cannot be ascertained, revenue is recognised in proportion to the recognised and recoverable cost.

Revenue deductions include price discounts. Revenue deductions incurred in the same period of the related revenue are recorded as a deduction from the revenue of that period.

Revenue deductions incurred after the reporting date but before the issuance of the Quarterly financial statements are recorded as a deduction from the revenue of the reporting period.

**(b) Income from proprietary trading of financial assets**

Income from proprietary trading of financial assets comprises gain/(loss) from sales or disposal of financial assets, gain/(loss) from revaluation of financial assets and dividend income.

Gain/(loss) from sales or disposals of financial assets is measured as difference between selling price before selling costs, and costs of securities disposed. Costs of securities disposed are determined using the weighted average method.

Dividend income is recognised in the statement of comprehensive income when the Company's right to receive dividend is established, except for scrip dividends whose quantity is added to the Company's securities portfolio and is not recognised as income.

**(c) Income from working capital management**

Income from working capital management comprises interest income from deposits at bank, income from margin loans and trading advances. This income is recognised on an accrual basis unless collectability is in doubt.



NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.23 Revenue and income recognition (continued)****(d) Other income**

Other income includes non-recurring income generated from activities other than those generating the revenue and income described above.

**2.24 Expenses****(a) Recognition**

Expenses are recognised on an accrual basis, matching with revenue and on prudence concept.

**(b) Classification**

Expenses are classified by function as follows:

- Operating expenses;
- Financial expenses;
- General and administration expenses; and
- Other expenses.

**2.25 Financial income**

Financial income reflects income from investment activities arising during the year mainly including interest income from bank deposits and foreign exchange gains.

**2.26 Financial expense**

Financial expenses are expenses incurred in the year for financial activities mainly including interest expenses and foreign exchange losses.

**2.27 Borrowing cost**

Borrowing costs that are directly attributable to the construction or production of any qualifying assets are capitalised during the period that is required to complete and prepare the asset for its intended use.

In respect of general-purpose borrowings, a portion of which used for the purpose of construction or production of any qualifying assets, the Company determines the amount of borrowing costs eligible for capitalisation by applying a capitalisation rate to the weighted average expenditure on that assets. The capitalisation rate is the weighted average of the interest rates applicable to the Company's borrowings that are outstanding during the period, other than borrowings made specifically for the purpose of obtaining a qualifying asset. Other borrowing costs are charged to expenses in the Quarterly statement of comprehensive income when incurred.

**2.28 General and administration expenses**

General and administration expenses represent expenses that are incurred for administrative purposes.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****2.29 Current and deferred income tax**

Income taxes include all income taxes which are based on taxable profits. Income tax expense comprises current tax expense and deferred income tax expense

Current income tax is the amount of income taxes payable or recoverable in respect of the current period taxable profit and the current tax rates. Current and deferred income tax should be recognised as an income or an expense and included in profit or loss for the year, except to the extent that the tax arises from a transaction or event which is recognised, in the same or a different year, directly in equity.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the Quarterly financial statements. Deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of occurrence affects neither the accounting nor the taxable profit or loss. Deferred income tax is determined at the tax rates that are expected to apply to the financial year when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted by the reporting date.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

**2.30 Related parties**

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Company, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Company. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Company that gives them significant influence over the enterprise, key management personnel, including the Board of Directors and the Board of Management of the Company and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

In considering the related party relationship, the Company considers the substance of the relationship not merely the legal form.

**2.31 Nil items**

Items required by Circular 334/2016/TT-BTC, Official Letter 6190/BTC-CDKT and Circular 23/2018/TT-BTC that are not presented in these Quarterly financial statements indicate nil items.

**NOTES TO QUARTERLY THE FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION**

**3.1 Cash and cash equivalents**

	<b>31/3/2024 VND</b>	<b>31/12/2023 VND</b>
<b>Cash</b>		
Cash at bank for the operation of the Company	79,293,092,070	117,263,682,707
Cash blocked for clearing and settlement	-	-
	<u>79,293,092,070</u>	<u>117,263,682,707</u>
<b>Cash equivalents</b>		
Term deposit with maturity of less than three months (*)	-	-
	<u>79,293,092,070</u>	<u>117,263,682,707</u>

(\*) There were no cash equivalent as at 31 Mar 2024 and 31 December 2023.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

## 3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)

3.2 Financial assets	As at 31/3/2024		As at 31/12/2023	
	Cost VND	Market value/ fair value VND	Cost VND	Market value/ fair value VND
Listed shares and shares traded on UPCoM	2,362,193	1,605,505	9,579,772	8,536,335
Unlisted shares	1,081,307	1,081,307	1,081,307	1,081,307
Certificates of deposit (*)	2,091,743,150,543	2,183,766,739,566	3,384,958,980,261	3,464,228,459,697
Joint Stock Commercial Bank for Investment and Development of Vietnam	1,420,345,068,343	1,478,724,629,987	1,932,980,080,071	1,983,227,751,291
Ho Chi Minh City Development Joint Stock Commercial Bank	-	-	424,318,252,000	431,716,635,561
Military Commercial Joint Stock Bank	-	-	526,262,565,990	532,948,045,442
Others	671,398,082,200	705,042,109,579	501,398,082,200	516,336,027,403
	<b>2,091,746,594,043</b>	<b>2,183,769,426,378</b>	<b>3,384,969,641,340</b>	<b>3,464,238,077,339</b>

(\*) The balance represents certificates of deposit at commercial banks in Vietnam which has been used for business operation. As at 31 Mar 2024, the certificates of deposits amounting to VND 1,690,000,000,000 (31 December 2023: VND 2,340,000,000,000) was kept as collateral at banks to secure for the Company's short-term borrowings (Note 3.13).

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)**

**3.2 Financial assets (continued)**

Movements in the market value of the Company's FVTPL financial assets were as follows:

As at 31 Mar 2024	Revaluation differences		Market price/ Fair value VND
	Cost VND	Increase VND	
Shares	3,443,500	7,000	2,686,812
Certificates of deposit	2,091,743,150,543	92,023,589,023	2,183,766,739,566
	<u>2,091,746,594,043</u>	<u>92,023,596,023</u>	<u>2,183,769,426,378</u>

As at 31 December 2023	Revaluation differences		Market price/ Fair value VND
	Cost VND	Increase VND	
Listed shares	10,661,079	309,500	9,617,642
Certificates of deposit	3,384,958,980,261	79,269,479,436	3,464,228,459,697
	<u>3,384,969,641,340</u>	<u>79,269,788,936</u>	<u>3,464,238,077,339</u>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION  
(CONTINUED)**

**3.3 Held-to-maturity financial assets (“HTM”)**

	31/3/2024 VND	31/12/2023 VND
<b>Term deposit with maturity from 3 months to 1 year (*)</b>		
Joint Stock Commercial Bank for Investment and Development of Vietnam	500,000,000,000	710,000,000,000
Vietnam Prosperity Joint Stock Commercial Bank	660,000,000,000	660,000,000,000
Vietnam Technological Joint Stock Commercial Bank	700,000,000,000	700,000,000,000
Vietnam Joint Stock Commercial Bank of Industry and Trade		200,000,000,000
Vietnam Asia Commercial Joint Stock Bank	240,000,000,000	300,000,000,000
Vietnam Maritime Commercial Joint Stock Bank	205,000,000,000	205,000,000,000
Others	604,331,506,849	454,331,506,849
	<u>2,909,331,506,849</u>	<u>3,229,331,506,849</u>

(\*) As at 31 Mar 2024, the term deposits amounting to VND 2,519,331,506,849 (31 December 2023: VND 2,929,331,506,849) was kept as collateral at bank to secure for the Company’s short-term borrowings (Note 3.13).

**3.4 Loan and provision for impairments of financial assets**

**(a) Loan**

	31/3/2024		31/12/2023	
	Cost VND	Provision VND	Cost VND	Provision VND
Margin loans (i)	5,387,168,770,493	(112,877,066,920)	4,757,593,126,677	(112,877,066,920)
Trading advances (ii)	421,804,248,265	-	253,151,405,693	-
Others	10,619,855	-	9,273,329	-
	<u>5,808,983,638,613</u>	<u>(112,877,066,920)</u>	<u>5,010,753,805,699</u>	<u>(112,877,066,920)</u>

**(i) Margin loans**

This presents the amount that investors loan to purchase securities according to Decision 87/QĐ-UBCK issued by State Securities Commission of Vietnam dated 25 January 2017. Securities purchased on margin are held by the Company as collaterals for margin loans.

The market value of collateral assets as at 31 Mar 2024 is VND 14,023,961,586,880 (as at 31 December 2023: VND 13,641,986,729,860).

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION  
(CONTINUED)**

**3.4 Loan and provision for impairments of financial assets (continued)**

**(a) Loan (continued)**

*(ii) Trading advances*

These are the amounts advanced to investors at the trading date (“T-date advance”) and date T+1. These amounts are reimbursed on date T+2.

**(b) Provision for impairments of financial assets**

All provision for impairments of financial assets balance is relating to margin loans.

Movements in provision for impairments of financial assets and pledged assets during the period/year were as follows:

	31/3/2024 VND	31/12/2023 VND
Beginning of period/year	(112,877,066,920)	(107,873,460,788)
Increase of provision in the period/year	-	(5,003,606,132)
End of period/year	<u>(112,877,066,920)</u>	<u>(112,877,066,920)</u>

**3.5 Available-for-sale financial assets (“AFS”)**

		<u>31/3/2024</u>		<u>31/12/2023</u>	
	Ticket symbol	Historical cost VND	Fair value VND	Historical cost VND	Fair value VND
Capella Group Holdings Company	BTL	<u>897,376,000</u>	(*)	<u>897,376,000</u>	(*)

(\*) The Company had not determined the fair value of these investments to disclose in the Quarterly financial statements because they do not have listed prices and Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of Quarterly financial statements do not provide detailed guidance on the methods to determine fair value. The fair value of such investments may be different from their book value.

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION  
(CONTINUED)**

**3.6 Short-term receivables**

	31/3/2024		31/12/2023	
	Book value VND	Doubtful amount VND	Book value VND (As restated – Note 10)	Doubtful amount VND
<b>(a) Dividend and interest receivables</b>				
Interest receivables from term deposit	127,495,193,995	-	115,597,273,830	-
Interest receivables from loans	32,529,804,825	-	34,179,272,716	-
Receivables from disposal of financial assets	-	-	102,881,640	-
	<u>160,024,998,820</u>	<u>-</u>	<u>149,776,546,546</u>	<u>-</u>
<b>(b) Other receivables</b>				
Receivables from securities purchasing	10,671,198,523	-	5,592,927,286	-
Custody fee	2,218,685,026	-	2,159,600,645	-
Related parties	1,984,343,355	-	1,364,794,355	-
Others	5,995,879,696	-	3,133,132,047	-
	<u>20,870,106,600</u>	<u>-</u>	<u>12,250,454,333</u>	<u>-</u>

**3.7 Prepaid expenses**

**(a) Short-term**

	31/3/2024 VND	31/12/2023 VND
Information technology costs for operating the trading system	1,617,095,783	3,155,779,535
Rental cost	7,791,208,247	7,708,976,940
Trading software maintenance cost	2,724,183,953	3,056,689,705
Advertisement expense	1,686,371,400	930,752,800
Others	1,879,856,854	159,229,940
	<u>15,698,716,237</u>	<u>15,011,428,920</u>



NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)****3.7 Prepaid expenses (continued)****(b) Long-term**

	<b>31/3/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Office repair cost	9,055,826,268	10,294,496,311
Office supplies	4,144,325,738	5,176,627,913
Information technology costs for operating the trading system	2,164,667,725	2,241,643,550
Trading software maintenance cost	1,552,181,316	200,628,000
Others	51,628,122	11,259,776
	<u>16,968,629,169</u>	<u>17,924,655,550</u>

**3.8 Short-term security deposits**

	<b>31/3/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Office rental deposit	10,174,882,855	10,174,882,855
Other deposit	540,515,250	540,515,250
	<u>10,715,398,105</u>	<u>10,715,398,105</u>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)**

**3.9 Fixed assets**

**(a) Tangible fixed assets**

	<b>Office equipment VND</b>
<b>Historical cost</b>	
As at 1 January 2024	44,390,132,203
New purchases	-
Disposals	-
	<hr/>
As at 31 Mar 2024	44,390,132,203
	<hr/>
<b>Accumulated amortisation</b>	
As at 1 January 2024	(30,702,200,616)
Charge for the period	(1,144,794,500)
Disposals	-
Other increase	-
	<hr/>
As at 31 Mar 2024	(31,846,995,116)
	<hr/>
<b>Net book value</b>	
As at 1 January 2024	13,687,931,587
	<hr/> <hr/>
As at 31 Mar 2024	12,543,137,087
	<hr/> <hr/>

Historical cost of fully depreciated tangible fixed assets but still in use as at 31 Mar 2024 was VND 18,993,133,113 (as at 31 December 2023: VND 18,993,133,113).

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)**

**3.9 Fixed assets (continued)**

**(b) Intangible fixed assets**

	<b>Software VND</b>
<b>Historical cost</b>	
As at 1 January 2024	51,607,656,358
New purchases	4,805,000,000
	<hr/>
As at 31 Mar 2024	56,412,656,358
	<hr/>
<b>Accumulated amortisation</b>	
As at 1 January 2024	(32,105,759,245)
Charge for the period	(1,859,897,141)
Other decrease	-
	<hr/>
As at 31 Mar 2024	(33,965,656,386)
	<hr/>
<b>Net book value</b>	
As at 1 January 2024	19,501,897,113
	<hr/> <hr/>
As at 31 Mar 2024	22,446,999,972
	<hr/> <hr/>

Historical cost of fully amortised intangible fixed assets but still in use as at 31 Mar 2024 was VND 14,196,437,915 (as at 31 December 2023: VND 14,196,437,915).

**3.10 Deferred income tax**

**Deferred income tax assets**

	<b>31/3/2024 VND</b>	<b>31/12/2023 VND</b>
Deferred income tax assets recoverable within 12 months	11,776,806,471	11,776,806,471
	<hr/> <hr/>	<hr/> <hr/>

Details of deferred income tax assets is as below:

	<b>31/3/2024 VND</b>	<b>31/12/2023 VND</b>
Deductible temporary difference		
Provision for impairments of financial assets	58,884,032,356	58,884,032,356
	<hr/>	<hr/>
Tax at rate of 20%:		
Deferred income tax assets	11,776,806,471	11,776,806,471
	<hr/> <hr/>	<hr/> <hr/>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)**

**3.10 Deferred income tax (continued)**

**Deferred income tax assets (continued)**

Movement of deferred income tax assets during the period/year is as below:

	<b>31/3/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Opening balance	11,776,806,471	18,462,335,348
(Reversal)/increase during the period/year	-	(6,685,528,877)
	<u>11,776,806,471</u>	<u>11,776,806,471</u>

Deferred tax assets are recognized based on the possibility that future taxable income will be available to offset these temporary differences.

**3.11 Deposits in the Settlement Supporting Fund**

According to Decision No.45/QD-VSD dated 22 May 2014 issued by the Vietnam Securities Depository, the Company is required to deposit an initial amount of VND 120,000,000 at the Vietnam Securities Depository and an additional annual contribution equivalent to 0.01% of the total value of brokered securities in the previous year up to the maximum limit of VND 2,500,000,000 per annum.

The maximum limit on the contribution of each depository member to the Settlement Supporting Fund is VND 20 billion for a depository member who is a securities company with proprietary trading and brokerage operations.

As at 31 Mar 2024 and as at 31 December 2023, the Company fully contributed the maximum amount.

	<b>31/3/2024</b> <b>VND</b>	<b>31/12/2023</b> <b>VND</b>
Initial deposits	120,000,000	120,000,000
Additional deposits	19,880,000,000	19,880,000,000
Interest received	-	990,235,940
Total	<u>20,000,000,000</u>	<u>20,990,235,940</u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)

3.12 Deposits in the Clearing Fund

According to Circular No. 11/2016/TT-BTC issued by Ministry of Finance on 19 January 2016 guiding a number of articles of Decree No. 42/2015/ND-CP of the Government on 5 May 2015 on derivative securities and derivative instrument Markets, clearing members shall contribute to the clearing fund in cash or securities accepted by the VSD for the purpose of compensation for damages and complete derivative securities transactions on behalf of the clearing members in case the clearing members, investors of the clearing members lose its ability to pay.

According to Decision No. 97/QD-VSD dated 23 March 2017 of the General Director of Vietnam Securities Depository (“VSD”) related on the policy of management and utilisation of the clearing fund, the Company is required to deposit an initial amount of VND 10.000.000.000 at the VSD into the clearing fund for transactions of derivative securities. Additional contributions include additional contributions due to periodic revaluation and adhoc additional contributions will be announced by the VSD in each period.

	31/3/2024 VND	31/12/2023 VND
Initial deposits	10,000,000,000	10,000,000,000
Accumulated interest	91,572,505	86,542,157
	<hr/>	<hr/>
Total	<u>10,091,572,505</u>	<u>10,086,542,157</u>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)**

**3.13 Short-term borrowings**

Movement of borrowings in the period were as below:

	As at 1/1/2024 VND	Increase during the period VND	Decrease during the period VND	As at 31/3/2024 VND
Joint Stock Commercial Bank for Foreign Trade of Vietnam	2,400,000,000,000	350,000,000,000	(435,000,000,000)	2,315,000,000,000
Kookmin Bank – Tokyo Branch	1,839,800,000,000		(713,800,000,000)	1,126,000,000,000
Joint Stock Commercial Bank for Investment and Development of Vietnam – Ha Thanh Branch	705,600,000,000	1,538,000,000,000	(1,587,000,000,000)	656,600,000,000
Sumitomo Mitsui Banking Corporation Singapore Branch	1,210,600,000,000			1,210,600,000,000
DBS Bank Limited	565,915,000,000			565,915,000,000
Indovina Bank Ltd.	300,000,000,000	350,000,000,000	(300,000,000,000)	350,000,000,000
Kookmin Bank – Hanoi Branch	333,000,000,000			333,000,000,000
Kookmin Bank – Hanoi Branch	120,000,000,000			120,000,000,000
Daegu Bank – Ho Chi Minh City Branch	-	704,000,000,000	(704,000,000,000)	-
Vietnam Maritime Commercial Joint Stock Bank	50,000,000,000		(50,000,000,000)	-
Vietnam International Commercial Joint Stock Bank	110,000,000,000	90,000,000,000	(110,000,000,000)	90,000,000,000
Nonghyup Vietnam Bank	7,634,915,000,000	3,032,000,000,000	(3,899,800,000,000)	6,767,115,000,000

The balance represents borrowings from local and foreign commercial banks with maturity of less than one year, in which there are borrowings secured by certificates of deposit amounting to VND 1,290,000,000,000 (Note 3.2) and term deposits amounting to VND 2,519,331,506,849 (Notes 3.3) or loans was guaranteed by KBS. The borrowing principal is paid on maturity date and subjected to interest rate ranging from 2.6% to 7.2% (31 December 2023: from 3.5% to 8.50%). The purpose of the borrowings are for finance investment and working capital activities of the Company. For the borrowings in foreign currency, the Company manages the risk by entering into cross currency swap contracts.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)

3.14 Payables for securities trading activities

	31/3/2024 VND	31/12/2023 VND
Payables to Ho Chi Minh City Stock Exchange	6,170,629,725	3,403,036,096
Payables to Ha Noi Stock Exchanges	705,804,741	615,958,978
Payables to Vietnam Securities Depository	668,370,866	638,933,913
	<u>7,544,805,332</u>	<u>4,657,928,984</u>

3.15 Tax and other payables to the State

Movements of tax and other payables to the State during the period were as follows:

	As at 1/1/2024 VND	Incurred during the period VND	Paid during the period VND	As at 31/3/2024 VND
Value added tax	159,342,396	36,221,209	(176,071,664)	19,491,941
Corporate income tax – current	8,254,433,043	16,235,302,052	(8,254,433,042)	16,235,302,053
Personal income tax withheld and paid on behalf of employees	2,009,176,406	9,070,520,686	(9,513,617,282)	1,566,079,810
Personal income tax withheld and paid on behalf of investors	9,354,336,849	31,857,006,147	(28,201,033,668)	13,010,309,328
Foreign contractor withholding tax	574,369,241	3,742,794,601	(4,138,438,471)	178,725,371
	<u>20,351,657,935</u>	<u>60,941,844,695</u>	<u>(50,283,594,127)</u>	<u>31,009,908,503</u>

3.16 Accrued expenses

	31/3/2024 VND	31/12/2023 VND
Accrued borrowings interest expense	68,282,668,791	81,308,430,287
Guarantee fees payables to parent company	3,662,175,451	1,348,254,246
Accrued salary expense	467,139,227	4,887,435,593
Others	67,500,000	706,915,902
	<u>72,479,483,469</u>	<u>88,251,036,028</u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)

3.17 Other short-term payables

	31/3/2024 VND	31/12/2023 VND
Bond dividend payables to investors (*)	65,521,017,717	93,923,364,694
Payables to investors (***)	16,662,750,365	5,606,418,690
	<u>82,183,768,082</u>	<u>123,983,753,001</u>

(\*) The balance represents bond coupon payables to individual investors under service contracts in which the Company is the payment agent.

(\*\*) The balance represents the investor's deposit at period ended which has not yet been transferred to the bank account of investors under the management of the Company. This amount has been transferred to the bank account of investors on the first working day after period ended.

3.18 Bonus and welfare fund

Movement of bonus and welfare fund in the period were as below:

	31/3/2024 VND	31/12/2023 VND
Beginning of the period/year	1,303,520,658	2,021,277,229
Increase during the period/year (Note 5.1)	-	3,575,705,904
Use during the period/year	(1,851,419,020)	(4,293,462,475)
End of period/year	<u>(547,898,362)</u>	<u>1,303,520,658</u>



NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

3 NOTES TO THE QUARTERLY STATEMENT OF FINANCIAL POSITION (CONTINUED)

3.19 Owners' capital

(a) Number of shares

	31/3/2024 Ordinary shares	31/12/2023 Ordinary shares
Number of shares registered	<u>300,168,613</u>	<u>300,168,613</u>
Number of shares issued	<u>300,168,613</u>	<u>300,168,613</u>
Number of shares in circulation	<u>300,168,613</u>	<u>300,168,613</u>

The par value: VND 10,000 per share

(b) Details of shareholding

	<u>31/3/2024</u>		<u>31/12/2023</u>	
	Ordinary shares	%	Ordinary shares	%
KB Securities Company Limited	299,596,020	99.81%	299,596,020	99.81%
Other shareholders	572,593	0.19%	572,593	0.19%
Number of shares	<u>300,168,613</u>	<u>100.00%</u>	<u>300,168,613</u>	<u>100.00%</u>

**KB SECURITIES VIETNAM JOINT STOCK COMPANY**

**Form B09a – CTCK**

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**3.20 Undistributed post-tax profits**

	As at	
	31/3/2024	31/12/2023
	VND	VND
Beginning of the period	1,066,032,756,524	830,798,854,454
Post-tax profit of the period	64,941,208,206	238,809,607,974
Attribution to supplementary capital reserve (Note 2.21(b))	-	-
Attribution to financial and operational risk reserve (Note 2.21(b))	-	(3,575,705,904)
Attribution to bonus and welfare fund (Note 5.1)	-	-
End of period	<u>1,130,973,964,730</u>	<u>1,066,032,756,524</u>

Movement of undistributed post-tax profits during the period/year is as below:

	As at 31/12/2023	Post-tax profit of the period	Attribution to bonus and welfare fund (Note 5.1)	As at 31/3/2024
	VND	VND	VND	VND
Realised post-tax profits	986,878,592,939	52,186,811,870	-	1,039,065,404,809
Unrealised post-tax profits	79,154,163,585	12,754,396,336	-	91,908,559,921
Undistributed post-tax profits	<u>1,066,032,756,524</u>	<u>64,941,208,206</u>	<u>-</u>	<u>1,130,973,964,730</u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME

4.1 Net realised gains, losses on disposals of FVTPL financial assets

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Realised gains on disposals of FVTPL financial assets	17,100,886,525	1,416,867,976
<i>In which:</i>		
- <i>Listed shares</i>	24,428,865	21,380,377
- <i>Listed bond</i>	-	-
- <i>Certificates of deposit</i>	17,076,457,660	1,395,487,599
Realised losses on disposals of FVTPL financial assets	(526,374)	(73,941,867)
<i>In which:</i>		
- <i>Listed shares</i>	(526,374)	(4,123,607)
- <i>Certificates of deposit</i>	-	(69,818,260)
Net profit	<u>17,100,360,151</u>	<u>1,342,926,109</u>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME (CONTINUED)**

**4.1 Net realised gains on disposals of FVTPL financial assets (continued)**

Details of net realised gains from disposals of FVTPL financial assets by category are as follows:

<b>(a) Gain from disposals of FVTPL financial assets</b>	<b>Quantity disposed</b>	<b>Sales proceeds VND</b>	<b>Costs of disposals (*) VND</b>	<b>Realised gains in the period VND</b>	<b>Realised gains in the previous period VND</b>
Listed shares	25,115	799,803,490	(775,374,625)	24,428,865	21,380,377
Listed bonds	-	-	-	-	-
Certificates of deposit	575	1,972,939,515,830	(1,955,863,058,170)	17,076,457,660	1,395,487,599
	<u>25,690</u>	<u>1,973,739,319,320</u>	<u>(1,956,638,432,795)</u>	<u>17,100,886,525</u>	<u>1,416,867,976</u>
<b>(b) Losses from disposals of FVTPL financial assets</b>					
Listed shares	321	3,940,790	-	(526,374)	(4,123,607)
Certificates of deposit	-	-	(4,467,164)	-	(69,818,260)
	<u>321</u>	<u>3,940,790</u>	<u>(4,467,164)</u>	<u>(526,374)</u>	<u>(73,941,867)</u>

(\*) Costs of FVTPL financial assets are determined using the weighted average method for all FVTPL financial assets.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME (CONTINUED)

4.2 Gains/(losses) from revaluation of FVTPL financial assets

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
(Decrease)/increase in revaluation gains of FVTPL financial assets	12,753,821,087	(18,426,759,755)
Decrease/(increase) in revaluation losses of FVTPL financial assets	575,249	138,265
<b>Total</b>	<b>12,754,396,336</b>	<b>(18,426,621,490)</b>

Details of gains/(losses) from revaluation of FVTPL financial assets by category are as follows:

	Cost VND	Market value/ fair value VND	Accumulated revaluation gains as at 31/3/2024 VND	Accumulated revaluation gains as at 31/12/2023 VND	Charged to the Quarterly statement of comprehensive income VND
Listed shares	3,443,500	2,686,812	(756,688)	(1,043,437)	286,749
Certificates of deposit	2,091,743,150,543	2,183,766,739,566	92,023,589,023	79,269,479,436	12,754,109,587
	<b>2,091,746,594,043</b>	<b>2,183,769,426,378</b>	<b>92,022,832,335</b>	<b>79,268,435,999</b>	<b>12,754,396,336</b>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME  
(CONTINUED)**

**4.3 Dividends and interest income from FVTPL financial assets**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND (As restated – Note 10)
Dividend	142,500	255,900
Certificates of deposit	16,154,577,312	67,118,070,087
	<u>16,154,719,812</u>	<u>67,118,325,987</u>

**4.4 Interest income from HTM**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Interest income from term deposit	50,395,747,560	31,277,342,295
	<u>50,395,747,560</u>	<u>31,277,342,295</u>

**4.5 Interest income from loans and receivables**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Margin loans	114,075,209,045	128,341,335,250
Trading advances	10,176,894,268	5,781,456,442
	<u>124,252,103,313</u>	<u>134,122,791,692</u>

**4.6 Provisions for financial assets, losses on bad debts, impairment losses of  
financial assets and interest expenses associated with loans**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Provision for margin loans	<u>-</u>	<u>-</u>

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME  
(CONTINUED)**

**4.7 Brokage fee expenses**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Salary	51,026,730,698	27,576,970,116
Deprecation expenses	1,959,464,284	1,756,010,148
Securities trading services expenses payables to Stock Exchanges	15,706,748,739	8,210,968,102
Tools and supplies	106,288,348	409,601,153
Trading system maintenance costs	2,028,766,962	3,027,878,311
Office rental costs	3,781,171,404	5,418,196,293
Others	6,983,179,864	360,002,770
	<u>81,592,350,299</u>	<u>46,759,626,893</u>

**4.8 Financial expense**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Interest expense	110,148,169,002	113,179,618,711
Others	343,377,279	440,439,265
	<u>110,491,546,281</u>	<u>113,620,057,976</u>

**4.9 General and administrative expenses**

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Salaries and related costs	16,218,532,786	11,797,537,800
Depreciation	1,045,227,357	860,944,872
Office rental	6,501,494,169	882,217,888
Tools and supplies	-	55,700,927
Maintenance expense	336,506,588	2,073,801,704
Advertisement	1,884,868,936	4,118,287,916
Others	4,916,924,435	4,372,959,106
	<u>30,903,554,271</u>	<u>24,161,450,213</u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

4 NOTES TO THE QUARTERLY STATEMENT OF COMPREHENSIVE INCOME  
(CONTINUED)

4.10 Corporate income tax

The tax on the Company's profit before tax differs from the theoretical amount that would arise using the applicable tax rate of 20% as follows:

	From 1/1/2024 to 31/3/2024 VND	From 1/1/2023 to 31/3/2023 VND
Accounting profit before tax	81,176,510,258	72,291,333,501
Tax at rate of 20%:	16,235,302,052	14,458,266,700
Effect of:		
Expenses not deductible for tax purposes	-	7,703,365
Others	-	-
Corporate income tax charge (*)	<u>16,235,302,052</u>	<u>14,465,970,065</u>
Charged to the Quarterly statement of comprehensive income:		
Corporate income tax – current (Note 3.15)	16,235,302,052	14,465,970,065
Corporate income tax – deferred	-	-
	<u>16,235,302,052</u>	<u>14,465,970,065</u>

(\*) The corporate income tax charge for the year is based on estimated taxable income and is subject to review and possible adjustment by the tax authorities.

Tax authorities has made CIT finalisation until the end of 31 December 2020.



NOTES TO QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

5 NOTES TO THE QUARTERLY STATEMENT OF CHANGES IN EQUITY

5.1 Details of changes in equity

	Share capital VND	Charter capital supplementary reserve (**) VND	Operational risk and financial reserve (***) VND	Undistributed profit VND	Total VND
As at 1 January 2023	3,001,686,130,000	30,307,448,921	45,177,869,447	830,798,854,454	3,907,970,302,822
Appropriation to bonus and welfare fund	-	-	-	(3,575,705,904)	(3,575,705,904)
Appropriation to capital supplementary reserve	-	-	-	-	-
Appropriation to operational risk and financial reserve	-	-	-	238,809,607,974	238,809,607,974
Profit after tax for the year	-	-	-	-	-
As at 31 December 2023	3,001,686,130,000	30,307,448,921	45,177,869,447	1,066,032,756,524	4,143,204,204,892
Appropriation to bonus and welfare fund	-	-	-	64,941,208,206	64,941,208,206
Profit after tax for the period	-	-	-	-	-
As at 31 Mar 2024	3,001,686,130,000	30,307,448,921	45,177,869,447	1,130,973,964,730	4,208,145,413,098

(\*\*) The re-distribution of the Charter capital supplementary reserve and the Operational risk and financial reserve in accordance with the guidance in Circular 114/2021/TT-BTC dated 17 December 2021 issued by the Ministry of Finance has not been carried out by the Company in the three-month period ended 31 Mar 2024.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**6 RELATED PARTIES DISCLOSURES**

During the period/year, the Company has significant transactions with the following related parties with relationship as follow:

<b>Related parties</b>	<b>Relationship</b>
KB Securities Limited Company	Parent company
Kookmin Bank – Hanoi Branch	Fellow group company
Kookmin Bank – Ho Chi Minh City Branch	Fellow group company
Kookmin Bank – Tokyo Branch	Fellow group company
KB Fina Joint Stock Company	Fellow group company
Board of Directors, Board of Supervisors and Board of Management	Key management

**(a) Related parties transactions**

	<b>From 1/1/2024 to 31/3/2024 VND</b>	<b>From 1/1/2023 to 31/3/2023 VND</b>
<b>KB Securities Company Limited</b>		
Guarantee fees	-	1,783,998,850
Research income	123,120,000	163,086,000
Payment on behalf	-	-
Transaction fees	98,258,989	693,496,728
	<u>                                </u>	<u>                                </u>
<b>Kookmin Bank – Tokyo Branch</b>		
Interest expenses	32,248,360,168	30,110,700,092
Payment of interest expenses	36,895,370,618	27,639,978,788
Loan disbursements	-	713,800,000,000
Payment of loans principals	713,800,000,000	684,300,000,000
	<u>                                </u>	<u>                                </u>
<b>Kookmin Bank – Hanoi Branch</b>		
Interest expenses	3,327,263,016	6,327,517,807
Payment of interest expenses	3,390,213,700	6,327,517,807
Loan disbursements	-	-
Payment of loans principals	-	-
Interest income from demand deposit	21,077,238	14,651,314
Interest income from term deposit	1,095,890	6,438,357
	<u>                                </u>	<u>                                </u>
<b>Kookmin Bank – Ho Chi Minh Branch</b>		
Demand deposit	20,487	20,510
Bank charge for audit confirmation	245,700	
	<u>                                </u>	<u>                                </u>
<b>KB Fina Joint Stock Company</b>		
Purchase of services	1,320,000	44,818,406
Payment of services purchased	1,320,000	271,418,406
	<u>                                </u>	<u>                                </u>
<b>Compensation for key management</b>		
Board of Supervisors	30,000,000	30,000,000
Board of Management	1,933,455,013	938,774,634
	<u>                                </u>	<u>                                </u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

## 6 RELATED PARTIES DISCLOSURES (CONTINUED)

## (b) Period/year end balances with related parties

	31/3/2024 VND	31/12/2023 VND
<b>KB Securities Limited Company</b>		
Other short-term receivables	1,848,911,355	1,232,387,355
Receivables from research revenue	135,432,000	132,995,500
Guarantee fees payables	3,662,175,451	1,348,254,246
	1,848,911,355	1,232,387,355
<b>Kookmin Bank – Hanoi Branch</b>		
Short-term borrowings	333,000,000,000	333,000,000,000
Interest expense payables	180,641,096	243,591,780
Term deposit	150,000,000,000	-
Demand deposit	262,265,173	190,139,996
Interest income from term deposit	1,232,877	-
	333,000,000,000	333,000,000,000
<b>Kookmin Bank – Ho Chi Minh Branch</b>		
Demand deposit	82,117,043	82,342,256
	82,117,043	82,342,256
<b>Kookmin Bank – Tokyo Branch</b>		
Short-term borrowings	1,126,000,000,000	1,839,800,000,000
Interest expense payables	20,217,487,533	24,864,497,983
	1,126,000,000,000	1,839,800,000,000

## 7 FINANCIAL RISK MANAGEMENT

The Company's activities expose it to market risk, credit risk and liquidity risk. The Company's overall risk management strategy seeks to minimise the adverse effect of these risks on the Company's performance.

The Board of Management of the Company is responsible for setting the objectives and underlying principles of financial risk management for the Company. The Board of Management establishes the detailed policies such as risk identification and measurement, investment strategy and limits. Risk management policies and systems are reviewed regularly to tackle the changes and align to market trends.

Financial risk management is carried out by finance personnel. The finance personnel measure actual exposures against the limits set and prepare periodical reports for the review of the Board of Management.

The information presented below is based on information received from the Board of Management.

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024**

**7 FINANCIAL RISK MANAGEMENT (CONTINUED)**

**(a) Credit risk**

Credit risk is the risk that counterparty to a financial instrument fails to discharge an obligation or commitment that it has entered into with the Company, resulting in a financial loss to the Company. It arises principally from cash at banks, financial assets, receivables and other assets.

The maximum exposure to credit risk equals to the total of carrying amounts of balances exposed to credit risk before provision, collateral held or other credit enhancements, in particular:

	As at	
	31/3/2024	31/12/2023
	VND	VND
Cash and cash equivalents (Note 3.1)	79,293,092,070	117,263,682,707
FVTPL financial assets (Note 3.2)	2,183,766,739,566	3,464,228,459,697
Investments held-to-maturity (Note 3.3)	2,909,331,506,849	3,229,331,506,849
Loans (Note 3.4)	5,808,983,638,613	5,010,753,805,699
Receivables and other receivables (Note 3.6)	180,895,105,420	162,129,882,519
Deposits in the Settlement Supporting Fund (Note 3.11)	20,000,000,000	20,990,235,940
Deposits in the Clearing Fund (Note 3.12)	10,091,572,505	10,086,542,157
Pledges, mortgages, collaterals and deposits	10,730,398,105	10,730,398,105
Total credit risk exposure	<u>11,203,092,053,128</u>	<u>12,025,514,513,673</u>

*Balances with banks*

Balances with banks include demand deposits, term deposits and accrued interest.

All bank balances are placed with credit institutions which have high creditworthiness. Balances with banks are continuously monitored by treasury function in compliance with the Company's policies and periodically reported to the Board of Management. Credit risk from balances with banks is assessed as low.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

7 FINANCIAL RISK MANAGEMENT (CONTINUED)

(a) Credit risk (continued)

*Balances with banks (continued)*

As at 31 Mar 2024 and as at 31 December 2023, balance with banks exceeded 10% of the Company's equity is as below:

	As at	
	31/3/2024 VND	31/12/2023 VND
Joint Stock Commercial Bank for Investment and Development of Vietnam	2,081,440,686,091	2,725,742,396,370
Vietnam Prosperity Joint Stock Commercial Bank	1,033,956,251,344	1,010,794,122,576
Vietnam Technological Joint Stock Commercial Bank	733,885,536,235	721,721,302,955
Ho Chi Minh City Development Joint Stock Commercial Bank	178,908,000,000	431,716,635,561
Military Commercial Joint Stock Bank	155,135,648	533,103,377,131
<b>Total</b>	<b>4,028,345,609,318</b>	<b>5,423,077,834,593</b>

*FVTPL Financial assets*

The Company's listed and unlisted securities are only be traded on the Ho Chi Minh City Stock Exchange and the Hanoi Stock Exchange or with counterparties which have a clear credit rating. All securities transactions are settled or paid for upon receipt/ delivery of securities via approved brokers. The risk of default is considered minimal since the delivery of securities for sale transaction is made only once payment has been received and delivery of funds for purchase transaction is only made once the securities have been received. If either party fails to meet their obligations, the trade will fail.

Debt securities in the Company's portfolio are certificates of deposits, secured bonds issued by low-risk issuers with bond issuance plan approved by the State Securities Commission. Investment appraisals related to debt securities are approved accordance with the Company's investment policies. Debt securities portfolio is continuously monitored by treasury function in compliance with the Company's policies and periodically reported to the Board of Management. Credit risk from debt securities is assessed as low.

*Trading advances and deposits for derivatives trading activities*

Trading advances are collected directly from Vietnam Securities Depository. Deposits for derivatives trading activities are also placed with this entity.

**NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024****7 FINANCIAL RISK MANAGEMENT (CONTINUED)****(a) Credit risk (continued)***Trading advances and deposits for derivatives trading activities (continued)*

Vietnam Securities Depository is a state-owned entity and has no history of payment defaults. Vietnam Securities Depository requires its members to deposit into the Settlement Support Fund and the Derivatives Trading Clearing Fund to secure their trading obligations.

The securities companies may fulfil customers' securities trading orders only when the customers' balances maintain enough (100%) cash or securities and must carry out further steps to ensure payments prior to execution of the trades. Credit risk from trading advances and deposits for derivatives trading activities is assessed as low.

As at 31 Mar 2024 and as at 31 December 2023, there were no balance with Vietnam Securities Depository that were past due or impaired.

*Margin loans*

Margin loans are secured by eligible securities listed on the stock exchanges. Under the prevailing regulations on margin lending, the loan limit is set at 50% of the eligible securities' value. Ineligible securities are defined by the stock exchanges on an ad-hoc basis. Eligible securities are approved and frequently updated by the margin lending risk management function based on several criteria including volatility and liquidity.

The Risk management department is responsible for the continuous review of margin loan report which includes balances, collateral assets and margin maintenance ratio. When the margin maintenance ratio falls below the Company's regulated ratio (this ratio is determined following internal policies and not lower than the regulated ratio of 30%), the system alerts and the Company makes margin calls. When the margin maintenance ratio falls below the Company's regulated ratio and customers do not make additional margin according to the margin call, the Company forcibly sells out collateral assets to collect the loans.

The market value of collateral assets as at 31 Mar 2024 was VND 14,023,961,586,880 (as at 31 December 2023: VND 13,641,986,729,860).

According to prevailing securities regulations, the margin loan limit applicable to a balance (for either an individual customer or an institution customer) is 3% of the securities company's equity. As at 31 Mar 2024 and as at 31 December 2022, there was no margin loan balance that exceeded 3% of the Company's equity.

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

## 7 FINANCIAL RISK MANAGEMENT (CONTINUED)

## (a) Credit risk (continued)

*Margin loans (continued)*

Analysis of credit quality of margin loans as at reporting date is as follows:

	As at	
	31/3/2024	31/12/2023
	VND	VND
Past due and impaired	112,877,066,920	112,877,066,920
Neither past due nor impaired	5,274,291,703,573	4,644,716,059,757
Provision made	(112,877,066,920)	(112,877,066,920)
Net balance	<u>5,274,291,703,573</u>	<u>4,644,716,059,757</u>

*Other receivables and assets*

Credit exposure is restricted by transacting with counterparties with high credit ratings and obtaining security where necessary.

As at 31 Mar 2024 and as at 31 December 2023, there were no receivables that exceeded 10% of the Company's equity.

## (b) Market risk

Market risk is the risk that fair value or future cash flows of a financial instrument will fluctuate according to changes in market prices. The Company's market risks include interest rate risk, currency risk and other price risk, such as share price risk.

The Company manages this risk through sensitivity analysis of variables that would impact its financial position and performance, diversification of its investment portfolio, critical appraisal of securities within limited exposures, and hedging where necessary.

- Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of the Company's financial instruments will fluctuate as a result of changes in market interest rates. The Company is exposed to interest rate risk mainly from its term deposits, loans and borrowings.

The Company manages this risk through analysis of market competition in order to obtain the most favourable interest rate for its intended operations while still staying within limited exposures.

The Company's deposits, loans and borrowings are at fixed rates and due in short term, therefore the interest rate risk is minimal

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

7 FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Market risk (continued)

• Market price risk

Shares held by the Company are affected by market risk due to the uncertainty in the future value of these shares. The Company manages its share price risk by setting up investment limits and hedging where necessary. The Investment Committee of the Company also takes part in appraisal and approval of investments in shares.

As at 31 Mar 2024, the market price risk of the Company is low, as the value and quantity of shares held by the company in the investment portfolio is not significant. The Company presented these shares on item FVTPL financial assets.

• Currency risk

Currency risk is the risk that the value of the Company's financial statements will be affected by changes in exchange rates. The Company manages its currency risk by continuously monitoring of foreign exchange rates and thereby timely updating its forecast of cashflows in foreign currencies.

The Company's business is exposed to foreign currency risk arising primarily from the US Dollar ("USD").

	As at	
	31/3/2024 USD	31/12/2023 USD
<b>Financial assets</b>		
Cash	69	72
<b>Financial liabilities</b>		
Borrowings	(121,000,000)	(151,000,000)
<b>Net financial liabilities</b>	(120,999,931)	(150,999,928)
<b>Net currency risk</b>	(120,999,931)	(150,999,928)

Foreign currency risk to the Company is assessed as low as the Company manages the risk by entering into cross currency swap contracts for the Company's foreign currency borrowings.



NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

7 FINANCIAL RISK MANAGEMENT (CONTINUED)

(c) Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in performing financial obligations due to capital shortage. The Company's approach to managing liquidity risk is to ensure that it will always have sufficient reserves of cash to meet its liquidity requirements in the short-term and long-term.

The Company's assets are used as collateral for the borrowings presented in Note 3.13.

The table below presents the Company's financial liabilities at book value:

	Less than one year VND	Between one and two years VND
<b>As at 31 Mar 2024</b>		
Short-term borrowings (Note 3.13)	6,767,115,000,000	-
Payables for securities trading activities (Note 3.14)	7,544,805,332	-
Trade accounts payable	1,856,270,653	-
Short-term accrued expenses (Note 3.16)	72,479,483,469	-
Other short-term payables (Note 3.18)	82,183,768,082	-
	<u>6,931,179,327,536</u>	<u>-</u>
Total financial liabilities	<u><u>6,931,179,327,536</u></u>	<u><u>-</u></u>
<b>As at 31 December 2023</b>		
Short-term borrowings (Note 3.13)	7,634,915,000,000	-
Payables for securities trading activities (Note 3.14)	4,657,928,984	-
Trade accounts payable	895,141,559	-
Short-term accrued expenses (Note 3.16)	88,251,036,028	-
Other short-term payables (Note 3.18)	99,529,783,384	-
	<u>7,828,248,889,955</u>	<u>-</u>
Total financial liabilities	<u><u>7,828,248,889,955</u></u>	<u><u>-</u></u>

NOTES TO THE QUARTERLY FINANCIAL STATEMENTS  
FOR THE THREE-MONTH PERIOD ENDED 31 MAR 2024

8 VOLUME AND VALUE OF TRANSACTIONS DURING THE YEAR


	Volume of transactions during the quarter	Value of transactions during the quarter VND
(a) Company Shares	41,636	1,414,104,280
(b) Investors	2,450,456,000	56,214,932,273,490
	2,449,466,000	56,114,063,493,490
	990,000	100,868,780,000
	<u>2,450,497,636</u>	<u>56,216,346,377,770</u>

9 OPERATING LEASE COMMITMENTS



The Company currently rents offices under operating leases. The future minimum lease payments under non-cancellable operating lease contracts are as follows:

	As at	
	31/3/2024 VND	31/12/2023 VND
Within 1 year	52,380,163,325	21,757,944,864
From 2 - 5 years	100,857,082,154	131,393,785,464
	<u>153,237,245,479</u>	<u>153,151,730,328</u>

The Quarterly financial statements of the Company for the three-month period ended 31 Mar 2024 were approved by the General Director of the Company on 17 April 2024.

  
Ha Thanh Hoa  
Preparer/Chief Accountant

  
Choi Yunsun  
Chief Financial Executive

  
  
Jeon Mun Cheol  
General Director  
Authorised signatory