

No: 02/2025/BC-BSH-BKS

Hanoi, day 03 month 04, 2025

REPORT OF THE SUPERVISORY BOARD

At the 2025 Annual General Meeting of Shareholders

To: The General Meeting of Shareholders of Saigon - Hanoi Insurance Corporation

The Supervisory Board (SB) of Saigon - Hanoi Insurance Corporation (BSH) respectfully presents the following key contents to the 2025 Annual General Meeting of Shareholders:

I. PERFORMANCE RESULTS OF THE SUPERVISORY BOARD IN 2024

1. Organizational Structure and Activities of the Supervisory Board in 2024

1.1 Organizational Structure and Personnel of the Supervisory Board

- The 2024 General Meeting of Shareholders (GMS) approved the election of one additional SB member, Mrs. Tran Bich Hop replacing Mrs. Ninh Thi Lan Phuong for the remaining term of 2023-2028. As of December 31, 2024, the SB of BSH consists of three (03) members: Mrs. Bui Thi Minh Thu, Mrs. Tran Bich Hop and Mrs. Nguyen Thi Minh Thuong.
- The directly subordinate unit is the Internal Audit Department (IAD) organized at the Head Office..

1.2 Performance Results of the Supervisory Board in 2024

- The SB has fully carried out its functions and duties in accordance with the Law, BSH's Charter, and the SB's Organizational and Operational Regulations.
- The SB has regularly inspected and supervised the implementation of the business plan and financial situation of the Corporation, as well as monitored the implementation of the 2024 GMS Resolutions. It has also ensured compliance with legal regulations and internal policies in BSH's corporate governance and operations. Additionally, the SB has supervised adherence to regulations and procedures across departments and affiliated units of the Corporation.
- The SB has audited the Financial Statements and prepared a report to be presented at the 2024 Annual General Meeting of Shareholders, as required.
- The SB has directly supervised and guided the activities of the IAD, ensuring compliance with the Law, the SB's Operating Regulations, and BSH's internal policies. It has promptly identified issues and violations, making recommendations to the Board of Directors (BOD) and the Executive Board (EB) to address them, thereby contributing to the safety, efficiency, and legal compliance of BSH's business operations.
- The SB has coordinated with relevant departments at BSH to execute certain tasks as requested by the EB.
- The SB has attended and provided input at BOD meetings and other meetings related to its duties at BSH.

2. Supervision Results of the Board of Directors and Executive Board

2.1 Supervision of the Board of Directors (BOD) of BSH

- In 2024, the BOD successfully organized the Annual General Meeting of Shareholders (AGM) and closely followed Resolution No. 01/2024/NQ-BSH-AGM, which was approved by the AGM, to direct the General Director in implementing the 2024 business plan.
- The 2024 AGM approved the resolution to dismiss six (06) BOD members and elect three (03) new BOD members for the remainder of the 2023–2028 term, including Mr. Kim Kang Wook, Mr. Oh Ji Won and Mr. Doan Kien. As a result, after the additional elections, the total number of BOD members was four (04). The newly elected BOD members unanimously appointed Mr. Kim Kang Wook as the Chairman of the BOD of BSH.
- The BOD has fully exercised its powers and performed its duties in accordance with BSH's Charter, the Internal Corporate Governance Regulations, BSH's internal policies, and legal regulations, demonstrating high responsibility and effectiveness in the governance of BSH's system.
- BOD members actively participated in meetings with a high sense of responsibility, leveraging their experience and leadership capabilities. All meetings were properly documented, and resolutions were issued for implementation.
- The resolutions and decisions issued by the BOD in corporate governance and operations were aligned with actual conditions, meeting the governance and business development requirements of BSH while ensuring that shareholders' rights and legitimate interests were fully upheld.
- The BOD has issued appointment and dismissal decisions for key leadership positions within the organizational structure at the Head Office and member units in accordance with prescribed procedures and authority. These actions ensured organizational stability and maximized the capabilities of appointed individuals to contribute to BSH's sustainable development, both in the present and the future.
- The BOD has performed other tasks and exercised its powers as stipulated by law and BSH's Charter.

2.2 Supervision of the Executive Board (EB) of BSH

- The EB promptly implemented the resolutions of the AGM while closely following the directives of the BOD and market conditions to manage BSH's business operations. This was done to achieve the 2024 business objectives set by the AGM and the BOD, despite the complex economic environment and unpredictable natural disasters.
- The EB translated business objectives into actionable plans and implemented measures for business operations, strengthened financial management, and improved claims management. The EB also regularly reviewed the progress of business plans and promptly addressed operational challenges in alignment with the BOD's strategic direction, which emphasizes safe growth, efficiency, and sustainable development.
- The EB developed and executed business tasks across member units, providing comprehensive strategic guidance to enable these units to manage and operate their businesses proactively.

- The EB issued regulations on task delegation and coordination within the EB, as well as timely internal policies, procedures, and operational guidelines within the authority of the General Director. These efforts enhanced internal control, improved legal compliance, ensured operational safety, and strengthened management efficiency to mitigate risks across BSH's system.
- The EB focused on expanding BSH's network, establishing new member units, and restructuring underperforming entities. Simultaneously, efforts were made to consolidate and stabilize the organizational structure and human resources from the Head Office to member units, enhancing corporate governance and operational efficiency during the new shareholder transition phase.
- The EB actively promoted brand communication on digital platforms while organizing philanthropic activities, student engagement programs, and community events to foster social responsibility and enhance BSH's corporate image.
- Perform other duties and powers of the EB as stipulated by law and the BSH's Charter.

2.3 Supervision of the Implementation of the 2024 AGM Resolutions

- **Implementation of the 2024 Business Plan:** Under the direction of the BOD, the EB executed the business plan assigned by the AGM, with specific results as follows:

(Unit: million VND)

No.	Indicator	Plan 2024	Actual 2024	Actual 2023	% Completion	% Growth
1	Retained Insurance Premiums	2.266.160	2.554.160	2.279.031	112,7%	12,1%
	+ Gross Written Premiums	3.075.000	3.130.981	2.985.146	101,8%	4,9%
	+ Reinsurance Accepted Premiums	90.000	117.515	76.522	130,6%	53,6%
	+ Reinsurance Ceded Premiums	898.840	694.335	782.638	77,2%	-11,3%
2	Profit Before Tax	10.500	11.016	8.022	104,9%	37,3%
	+ Insurance Business Profit	(175.500)	(215.766)	(187.775)	77,1%	-14,9%
	+ Investment Profit	186.000	224.336	184.629	120,6%	21,5%
	+ Other Profit	-	2.446	11.168		-78,1%
3	Profit After Tax	10.000	8.920	7.793	89,2%	14,5%

- **Implementation of the Profit Distribution Plan:** All required funds have been allocated in accordance with the resolution of the 2024 AGM.
- **Payment of Remuneration to the BOD and SB:** Remuneration was paid in accordance with the approved policies of the AGM. The total remuneration for BOD and SB members in 2024 remained within the approved limit.
- **Amendment of BSH's Charter and Internal Regulations:** In 2024, the BOD issued a new Charter for BSH's organizational operations and updated the BOD's Operational Regulations, replacing previous documents, in full compliance with the 2024 AGM resolution.

- **Changes in Board and Supervisory Board's Membership:** The AGM approved the election of three (03) additional BOD members and one (01) additional SB member. The BOD unanimously elected Mr. Kim Kang Wook as the Chairman of the BOD for the remainder of the 2023-2028 term, replacing Mr. Do Quang Vinh. On June 20, 2024, the Ministry of Finance officially approved this change.

3. Results of the Evaluation of BSH's 2024 Financial Statements (FS):

The Supervisory Board has conducted an evaluation of BSH's separate and consolidated financial statements for 2024 and confirms the following:

- The separate and consolidated financial statements of BSH fairly and accurately reflect, in all material respects, the financial position and business performance of the Corporation as of December 31, 2024. These statements comply with Vietnamese Accounting Standards (VAS), the Vietnamese Corporate Accounting System, accounting guidelines applicable to insurance enterprises, and relevant legal regulations on the preparation and presentation of separate and consolidated financial statements. The audit results are consistent with the audit conducted by Ernst & Young Vietnam Limited, Hanoi Branch.

Key financial indicators for 2024

(based on BSH's audited consolidated financial statements for 2024):

(Unit: million VND)

No.	Indicator	31/12/2024	31/12/2023	Change	% Growth
1	Total Revenue	3.129.498	2.831.148	298.350	10,5%
1.1	Net Revenue from Insurance Activities	2.892.553	2.630.247	262.306	10,0%
1.2	Financial Income	231.806	186.317	45.489	24,4%
1.3	Other Income	5.139	14.584	(9.445)	-64,8%
2	Total Expenses	(3.116.998)	(2.815.444)	(301.554)	10,7%
2.1	Total Expenses for Insurance Activities	(2.933.978)	(2.650.754)	(283.224)	10,7%
2.2	Financial Expenses	(10.389)	3.032	(13.421)	-442,6%
2.3	General and Administration Expenses	(169.932)	(164.317)	(5.615)	3,4%
2.4	Other Expenses	(2.699)	(3.405)	706	-20,7%
3	Profit/(Loss) Before Tax	12.499	15.704	(3.205)	-20,4%
4	Profit/(Loss) After Tax	10.404	15.476	(5.072)	-32,8%
5	Minority Shareholder Interests	297	1.536	(1.239)	-80,7%
6	Profit After Tax of Parent Company	10.107	13.939	(3.832)	-27,5%

Key Financial Indicators of the Corporation in 2024

(Based on BSH's audited separate financial statements for 2024)

(Unit: million VND)

No.	Indicator	31/12/2024	31/12/2023	Change	% Growth
1	Total Assets	4.971.784	4.483.020	488.764	10,9%
2	Owner's Contributed Capital	1.000.000	1.000.000	-	0,0%
3	Total Insurance Revenue	3.248.496	3.061.668	186.828	6,1%
3.1	Original Insurance Revenue	3.130.981	2.985.146	145.835	4,9%
3.2	Reinsurance Revenue	117.515	76.522	40.993	53,6%
4	Financial Income	227.604	177.721	49.883	28,1%
5	Total Insurance Claims Expenses	(1.273.954)	(1.150.765)	(123.189)	10,7%
6	Other Insurance Business Expenses	(1.622.199)	(1.488.067)	(134.132)	9,0%
7	General and Administrative Expenses	(159.327)	(155.312)	(4.015)	2,6%
8	Financial Expenses	(3.269)	6.909	(10.178)	-147,3%
9	Gross Profit/(Loss) from Insurance Business	(56.439)	(32.463)	(23.976)	73,9%
10	Financial Profit	224.336	184.629	39.707	21,5%
11	Total Profit Before Tax	11.016	8.022	2.994	37,3%
12	Profit After Tax	8.920	7.793	1.127	14,5%

Performance Highlights for 2024:

- Total insurance revenue in 2024 reached 3,248.5 billion VND, achieving 102.6% of the annual target and growing 6.1% compared to 2023, including:
 - Original insurance revenue: 3,131 billion VND, fulfilling 101.8% of the annual plan and increasing 4.9% year-on-year.
 - Reinsurance revenue: 117.5 billion VND, achieving 130.6% of the target and growing 53.6% compared to 2023.
 - Financial profit: 224.3 billion VND, completing 120.6% of the target and growing 21.5% year-on-year.
- Profit before tax: VND 11 billion, achieving 104.9% of the annual target.
- As of December 31, 2024, BSH's solvency margin ratio reached 132.5% of the minimum solvency margin requirement. This ratio ensures that BSH maintains an appropriate liquidity position, fully meeting financial capacity requirements to protect policyholders' rights in accordance with legal regulations.

4. Coordination of activities between the Supervisory Board (SB), the Board of Directors (BD), the Executive Board (EB), and Shareholders:

- The BD and the EB of BSH have facilitated the operations of the SB to function in accordance with its roles and responsibilities, ensuring that the activities of the SB are carried out in compliance with the laws and regulations of BSH.
- The SB has requested the EB as well as the Heads of departments/units of BSH to provide information, support resources, and other necessary conditions appropriate for the activities of the SB and the support unit, the IAD, in accordance with the functions,

tasks, powers, and responsibilities of the SB and IAD under applicable laws and the internal regulations of BSH.

- The SB fully participates in the regular meetings of the BD. At these meetings, representatives of the SB have provided feedback, proposals, and recommendations to enhance management and operational capabilities, as well as suggested solutions to prevent, mitigate, and handle potential risks in BSH's system.
- Implementation of other coordination contents as per the Internal Governance Regulations of BSH.
- In 2024, the SB did not receive any requests or complaints from shareholders or groups of shareholders as stipulated by law and BSH's Charter.

II. PLAN OF ACTIVITIES OF THE SUPERVISORY BOARD IN 2025

Based on the functions and duties of the SB as stipulated in the BSH Charter, the Organization and Operation Regulations of the SB, and considering the personnel situation and business plan for 2025 of BSH, the SB has identified the key focus areas for 2025 as follows:

- Perform supervision duties in accordance with the law, the Charter, and the resolutions of the General Meeting of Shareholders. The focus of supervision will include: monitoring compliance with legal and internal regulations by the BD and the EB in the management, governance, and operations of the Corporation; overseeing the implementation of the business strategy, financial oversight, monitoring of risk management activities, and ensuring the implementation of the resolutions of the GMS and the BD.
- Evaluate the 2024 financial statements and the first 6 months of 2025 as per regulations. Review accounting records, other documents, as well as the management and operational activities of BSH.
- Review and update the internal regulations of the SB and the IAD to ensure they align with current conditions and legal requirements.
- Perform the Internal Audit function of the SB: direct, guide, and comprehensively supervise the activities of the IAD to comply with BSH's Charter, the IAD's organizational regulations, and other internal regulations of BSH, as well as related legal provisions; cooperate effectively with the first-line and second-line defense in the three lines of defense model, share information/results to enhance the effectiveness of internal auditing, risk management, and financial governance.
- Carry out other powers and duties of the SB as stipulated in the Charter, BSH's internal regulations, and relevant laws, such as: holding regular SB meetings; providing feedback on draft institutional documents of BSH; attending regular BD meetings and other meetings when invited; reviewing and presenting for Board approval the selection of an independent auditor for BSH's annual financial statements.

III. RECOMMENDATIONS AND PROPOSALS FROM THE SUPERVISORY BOARD

Based on the functions, duties, and the results of the SB's activities in 2024, the SB proposes the following recommendations to the BD and the General Director for 2025:

1. Decisively implement and complete the resolutions passed at the 2025 General Meeting of Shareholders.

2. Urgently arrange personnel and reorganize the organizational structure according to the short-term and long-term business strategy to stabilize BSH's structure, aiming for sustainable development in the future.
3. Continue upgrading the information technology system, accelerate the modernization of technology, data governance, and digital transformation to meet business activities, ensuring system safety and security. Promote digitalization in management and operations, improve data analysis capabilities, and automate processes to optimize operational efficiency and risk management.
4. Continue directing departments at the headquarters to review and refine internal regulations and business processes, contributing to enhanced operational efficiency and ensuring safe, effective business activities and sustainable development in compliance with legal requirements.
5. Tighten control over exploitation and compensation activities, digitize policy issuance and claims assessment processes to enhance customer experience and minimize insurance fraud.
6. Expand the range of insurance products to align with market needs, focusing on high-growth potential products to increase competitiveness. Improve sales policies, expand distribution channels, and invest in staff training to enhance service quality and customer experience.
7. Enhance risk management capabilities, particularly in insurance and investment risks.
8. Continue strengthening and improving the internal control system at all levels to ensure that risk management activities keep pace with the growth in scale and market developments. Increase monitoring activities, build systems to detect potential risks in operations to provide early warnings, and take timely corrective and preventive measures.
9. Continue to oversee the implementation of recommendations from regulatory authorities, the SB, and the IAD during the period.

This report presents the results of the SB's activities in 2024 and the SB's plan for 2025. The Supervisory Board respectfully submits it to the 2025 Annual General Meeting of Shareholders of BSH for review and approval.

On behalf of the Supervisory Board, I wish all Shareholders and delegates good health, happiness, and a successful meeting.

Respectfully./.

Recipients:

- As above;
- BOD;
- General Director of BSH;
- Archive: BOD's Office, SB.

**ON BEHALF OF THE SUPERVISORY BOARD
HEAD OF THE SUPERVISORY BOARD**



Bùi Thị Minh Thu