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Hanoi, March 07 2025

**REPORT OF THE BOARD OF MANAGEMENT  
ON 2024 BUSINESS RESULTS,  
2025 BUSINESS PLAN**

**To: General Meeting of Shareholders of EVNFinance Joint Stock Company,**

The Board of Management of EVNFinance Joint Stock Company (EVNFinance) kindly reports to the General Meeting of Shareholders on the 2024 business performance results and the orientation and goals of the Business Plan in 2025.

**PART I  
2024 BUSINESS RESULTS**

In 2024, Vietnam's economy has made significant progress, overcoming challenges to achieve positive results. Gross domestic product (GDP) of 2024 increased by 7.09% over the previous year, exceeding the target of 6.5 - 7% set by the National Assembly. Inflation is controlled with the average consumer price index (CPI) in 2024 increasing by 3.63%, lower than the target set by the National Assembly.

Vietnam's banking sector continues to be a pillar supporting the economy with outstanding results. The State Bank maintains a flexible monetary policy, supporting economic growth and effectively controlling inflation. Credit growth in the entire economy reached 15.08%, in line with the target orientation. The stock market maintained stable growth. Non-cash payment activities grew strongly, with the number of transactions via electronic channels increasing by nearly 60%, promoting the digitalization trend in the financial sector.

In that context, the operations of credit institutions in general and EVNFinance Joint Stock Company in particular achieved positive results, contributing significantly to the development of the country's economy.

**I. 2024 BUSINESS RESULTS**

**1. Key performance indicators**

- As of December 31, 2024, total assets achieved 59,598 billion VND, increased of 21% compared to 2023.
- Pre-tax profit of 2024 achieved 703.7 billion VND, completing 120% of the annual plan, equivalent to 171.9% compared to 2023.

- Total mobilized capital as of December 31, 2024 achieved 49,088.6 billion VND, increased of 24.7% compared to 2023, ensuring liquidity and business needs.
- NPL Non-performing loan ratio as of December 31, 2024 is 0.72%, down from 2023 (1.08%).
- The cost-to-income ratio (CIR) of 2024 is at 10.19%, 62.5% lower than in 2023 (27.16%), presenting that the Company's cost management is increasingly improved and more effective.

*Unit: billion VND*

No.	Targets	2024 Plan	Implementation in 2024	
			Actual results	%/Plan
1	Total assets	54,500	59,598.5	109%
2	Profit before tax	585	703.7	120%
3	NPL	< 2%	0.72%	Satisfied
4	Capital adequacy ratio (CAR)	> 9%	12.47%	Satisfied

## **2. 2024 Business Performance Review**

### **2.1. Complete the target of increasing Total Assets**

EVNFinance's total assets as of December 31, 2024 achieved 59,598.5 billion VND, completed 109% of the set plan, equivalent to 121% compared to December 31, 2023. This growth mainly comes from the growth of the loan portfolio and investment portfolio, demonstrating the Company's effective and safe business strategy.

EVNFinance's total outstanding credit balance as of December 31, 2024 achieved 46,802.9 billion VND, completing the credit growth plan. The Company also implemented synchronous solutions to optimize credit granting efficiency, supporting businesses and customers to access credit capital with interest rates suitable to the Company's capital mobilization reality. The results of credit growth create a foundation for asset scale for the next development stages of EVNFinance.

In 2024, EVNFinance continued to diversify lending industries and sectors, especially in promoting credit in the energy sector, developing the green economy, combining supporting capital for sectors serving production and business development and lending for living needs, contributing to economic growth.

### **2.2. Good control of asset quality**

EVNFinance's asset quality is always strictly controlled, ensuring compliance with the regulations of the State Bank. The Company's total Non-performing loan ratio as of December 31, 2024 is 0.72%, fulfilling the set plan target; at the same time, it is much lower than the level below 3% according to the general orientation of the State Bank in recent years.

The Company always ensures the safety ratios of its operations according to the regulations of the State Bank at all times. The Company always operates and strictly complies with the system of regulatory documents, and at the same time builds strict monitoring and early warning mechanisms to promptly adjust the asset portfolio, minimizing the risks that arise.

### **2.3. Optimize capital structure, increase capital efficiency**

EVNFinance continues to focus on capital management, ensuring a balance between risk, profit and liquidity. In 2024, EVNFinance continues to diversify mobilized capital sources. The market-one customers of the Company was expanded as well, combined with determining the appropriate capital term structure at each period, which has helped the Company reduce liquidity pressures at times of market fluctuations, and on the other hand, helped the Company control capital costs reasonably and in line with the Company's growth strategy.

In 2024, the total assets of EVNFinance achieved 59,598 billion VND, accordingly, capital sources must also grow to serve business operations, but the Company's capital mobilization costs in 2024 decreased compared to 2023 (Details in the Business Performance Report of the Company's 2024 Audited Financial Statement). This is the Company's most outstanding result in 2024, reflecting the effectiveness of business strategy and enhanced profit margins.

Along with operational efficiency, the Company complies with safety indicators as prescribed by the State Bank, ensuring sustainability in business operations.

### **2.4. Maintain service operations**

The re-lending trust management activity is the core service activity of the Company. As of December 31, 2024, EVNFinance is managing disbursement and re-lending projects with a total committed funding value of nearly 5 billion USD. Expenditure control, debt disbursement, and post-lending management activities are being implemented on schedule as required. Debt collection and repayment are carried out in accordance with the regulations in the credit documents, with non-performing loan or overdue debts arising under the risk-bearing re-lending program (DPL2). Revenue from re-lending trust management services achieved nearly 75 billion VND in 2024.

## **2.5. Promote transformation and application of digital technology**

The year of 2024 marks a strong development step of EVNFinance in digital transformation. EVNFinance strengthens connections and strategic cooperation with domestic and overseas payment intermediaries and leading financial technology companies (Fintech). Through exploiting and developing a business model based on digital technology platforms, EVNFinance has brought convenient, safe and cost-effective experiences to many customers.

EVNFinance has promoted comprehensive digital transformation such as continuing to expand the implementation of process automation via AI applications, upgrading the big data analysis system, allowing faster data collection and processing, optimizing operational efficiency. Business processes continue to be digitized and optimized through advanced technology solutions, as a result, EVNFinance has reduced transaction processing time, increased service speed and improved customer experience quality. The Company also invested heavily in modern security solutions such as data protection, attack detection and prevention, improving information security standards, ensuring customer data, personal data and ensuring the highest protection for the operating system.

With the goal of becoming a comprehensive digital financial institution, EVNFinance constantly develops financial products, improves operational efficiency and creates competitive advantages.

## **2.6. Strengthen risk management, operational support, improve labor productivity**

Banking and finance activities are risky businesses. Therefore, effective risk management will help the Company operate stably in the face of fluctuations. In 2024, the Company has strengthened early warning of risks from liquidity risk, interest rate risk, exchange rate risk, etc. to minimize impacts from the market and control risks that may arise. As a result, the Company's non-performing ratio in 2024 was 0.36% lower than in 2023. The capital adequacy ratio (CAR) reached 12.47%, much higher than the base of 9% as prescribed by the State Bank. Risk management helps the Company limit adverse fluctuations, maintain profit margins and growth.

The company also optimizes the organization, helping to increase labor productivity. As of December 31, 2024, the total number of employees of the Company is 289 employees, decreased of 8% compared to 2023, but this number still ensures revenue and profit growth. Digital application and transformation also helps employees have more time for creativity and innovation, improving labor efficiency. Digital application helps reduce transaction processing time, increasing customer service speed.

In addition, EVNFinance continues to build a professional corporate culture, complying with ISO 9001:2015 standards on quality management and ISO/IEC

27001:2013 on information security, creating a solid foundation for sustainable development.

*The audited 2024 Financial Report of EVNFinance Joint Stock Company is attached.*

## **PART II**

### **2025 BUSINESS PLAN**

#### **I. Orientation - Goal**

It is forecasted that in 2025, the global economy will continue to face many challenges from geopolitical tensions, tight monetary policies of developed countries and instability of international financial markets. Commodity prices and inflation tend to be more stable than the year of 2024, but still have many potential fluctuations.

Domestically, the Government targets GDP growth of 8% or more, inflation fluctuates at 3.5% ~ 4.5% as experts forecast, ensuring stability in the monetary and foreign exchange markets and the banking system. The banking industry continues to implement policies to support credit growth, control non-performing loan and promote digital transformation in operations.

Based on the achieved foundations, EVNFinance's orientation and goals in 2025 are to focus on strong growth, market expansion, technology application and system optimization, in details:

##### **1. General orientation**

*i. Sustainable and comprehensive development:* The company aims to develop a balance between the main areas of finance, products - customers, technology and systems. EVNFinance aims for a business model that not only focuses on profit growth but also focuses on stability, long-term efficiency and market adaptability.

*ii. Digital transformation and modernization:* EVNFinance innovates towards investment in technology and digital transformation; applying modern technology to improve competitiveness and operational efficiency.

*iii. Focus on customers and products:* EVNFinance implements a customer-centric strategy to meet diverse needs and increase market share.

##### **2. Business objectives**

###### **i. Financial Sector**

- Profit growth: ~36% comparing to 2024
- Stabilize and control risks: control NPL below 2%, ensure credit quality and operational safety.
- Diversify income, increase revenue sources outside of traditional credit.

###### **ii. Product and Customer Sector**

- Expand wholesale and retail customer base, increase of 15 ~ 35% comparing to 2024, depending on product group.



- Develop products based on detailed planning and product construction to meet customer needs, combining strict control for highest efficient guarantee.

**iii. Technology Field**

- Promote the application of technology in management and operation.
- Continue to improve labor productivity based on digital applications.
- Training and developing human resource: promote training and self-training to improve skills, service quality and high adaptability to new technology.

**iv. System field**

- Create an organizational structure that is suitable for business methods and development goals, ensuring efficiency and flexibility.
- Strengthen internal controls and ensure compliance.
- Establish and officially open 02 new branches.
- Seek strategic partners, continue to position EVNFinance by international credit rating systems.

**II. 2025 Business Plan submitted to 2025 Annual General Meeting of Shareholder**

**2025 Business plan targets**

Unit: billion VND

No.	Target	Implementation in 2024	2025 Plan	
			Plan	%/Achieved
1	Total Assets	59,598.5	80,000	134%
2	Profit before tax	703,7	960	136%

Kindly report and submit to the 2025 Annual General Meeting of Shareholders./.

**Recipients:**

- AGM;
- Board of Directors, Board of Supervisors;
- Archives: Office, Finance-Accounting Department

**GENERAL DIRECTOR**


  

  
**MAI DANH HIEN**

Trường hợp có sự khác biệt hoặc có cách hiểu khác giữa thông tin bằng tiếng Việt và tiếng Anh thì thông tin bằng tiếng Việt được áp dụng.

In case of any discrepancy in the meaning between the English disclosure and the Vietnamese disclosure, the Vietnamese disclosure shall prevail.