

BẢN DỊCH

**Report of the Board of Supervisors on the operational
results of 2023 and the plan for 2024**

To: Shareholders' General Meeting of Viettel Global Investment JSC

I. The operational results of the Board of Supervisors in 2023

1. Summary of the Board's activities in 2023

- In 2023, the Board of Supervisors (“BOS”) held 10 meetings, where issues were discussed and voted on in accordance with the regulations of the BOS Operating Charter approved by the Annual General Meeting of Shareholders (“AGM”) in 2023.
- Some important matters approved by the BOS include: Approval of the BKS's 2023 operational plan; Meetings to approve the regular monitoring results of the BKS; Meetings to approve the agenda for the 2023 AGM; Meeting to elect the Chairman of the Control Board for the term 2023-2028 and Meeting to assign tasks to BOS members for the term 2023-2028.
- The payment of remuneration and operating expenses in 2023 for the BOS ensured compliance with the budget plan approved by the 2023 AGM.
- Some monitoring content checked by the BOS in 2023 includes:
 - Monitoring the operations of the Board of Directors in accordance with legal regulations, the Charter, Internal Governance Regulations, Board of Directors Operating Regulations, AGM Resolutions, Delegated Resolutions, and task assignments for Board Members.
 - Monitoring the management activities of the Board of Management: evaluating the implementation of the planned business indicators assigned by the AGM/Board of Directors, assessing the deployment of solutions and action plans to carry out reported key tasks, evaluating caution and honesty in management decisions according to the delegated authority of the Board of Directors, implementing information disclosure as required, and implementing other management decisions to ensure the legal rights and interests of shareholders, the company, and employees.
 - Monitoring the application of accounting principles and policies at the Company, evaluating the preparation and presentation of periodic financial statements according to current regulations, reviewing financial statements every 6 months after independent audit review results.

- Monitoring the implementation of Risk Management and Internal Audit at the Company, evaluating the effectiveness of the internal control system for certain activities/areas of the Company
- Monitoring the execution of transactions between the Company and related parties.
- Monitoring activities related to labor management, salaries; implementing procurement investments; managing, utilizing capital, assets; monitoring revenue and debt recovery; fulfilling payment obligations; carrying out GSM tasks related to investment efficiency in markets.
- Monitoring the coordination activities between the Board of Directors, CEO, and units related to the BOS; overseeing the protection of legal rights and interests of shareholders, the company, and employees.
- Directly monitoring activities in the Mozambique, Cambodia markets, and online monitoring of the Myanmar market.

2. Evaluate transactions between the Company and related parties (as stipulated in Clause 4 - Article 290 - Decree 155/2020/ND-CP)

- The BOS has monitored the disclosure of related parties and related interests of internal individuals of the Company, as well as the disclosure of information regarding transactions of internal individuals and those related to internal individuals in accordance with the provisions of the Enterprise Law 2020 and the Securities Law 2019.

- The BOS has followed the proper procedures when approving and signing contracts between the Company and related parties. The BOS has examined, provided evaluation opinions, and assessed before the CEO signs contracts according to the delegated authority of the Board of Directors; the BOS evaluates the implementation of contracts, transactions with related parties of the Company to ensure full procedures, approval authority, and within the scope of content, categories approved by the Annual General Meeting of Shareholders in 2023; the value of contracts, transactions with related parties arising in 2023 are all within the approval authority of the Board of Directors.

3. Results of monitoring the management and operation of the Board of Directors

- The activities of the Board of Directors in 2023 (organizing 15 meetings, issuing 67 Resolutions, of which 29 Resolutions were issued in written form) have ensured compliance with the current legal regulations, the Company's Charter, Internal Governance Regulations, and the Operating Regulations of the Board of Directors. Specifically: meeting or obtaining opinions in writing, issuing Board Resolutions have been carried out in the correct order, ensuring all required procedures and compliance with delegated authority. Important decisions approved by the Board of Directors include: Approval of the Production and Business Plan and investment budget for the year of the Company; approval of transactions with related parties; approval of changes in senior personnel of the

Company and market companies; approval of the principle of implementing loans for markets; approval of the approach to resolving shareholder disputes at the joint venture Nexttel; approval of issuing several important internal governance documents within the authority to enhance and improve the operations of the high-level control environment at the Company...

- The members of the Board of Directors have carried out their responsibilities and duties seriously, carefully, and effectively supervised and directed the assigned areas.

- The Board of Directors has proactively engaged consulting firms to independently evaluate the company's governance practices according to international standards and the corporate governance principles issued by the State Securities Commission of Vietnam.

- The executive board has regularly reported to the Board of Directors, providing full updates on the business operations. The Board of Directors has timely guided, directed, and supported the executive board in addressing arising issues to ensure the completion of objectives assigned by the Annual General Meeting of Shareholders.

- *The appraisal opinion of the Board of Supervisors on the Report presented by the Board of Directors to the Annual General Meeting of Shareholders: According to the Supervisory Board, the Report presented by the Board of Directors to the Annual General Meeting of Shareholders has accurately and comprehensively reflected information on governance, management, and long-term vision for the company's development. Additionally, there has been a cautious and thorough evaluation of the business contexts that could impact the implementation of the company's long-term objectives.*

4. Results of monitoring the management of the Board of Directors in 2023

- With the direct responsibility for managing all activities of the Company and in the context of various unfavorable factors in investment markets (such as political instability, macroeconomic decline in countries, complex and unpredictable exchange rate fluctuations, prolonged foreign currency shortages in many countries, increased government inspections and issuance of unfavorable tax policies for telecommunications companies...), the Board of Management has assigned specific and clear tasks to each member in charge of their respective areas. The Board of Management regularly monitors, meets, exchanges, discusses, and makes decisions on production and business results to promptly address emerging difficulties and issues. Some highlights of the activities of the Board of Management in 2023 are as follows:

- The Board of Management has made significant efforts to fulfill the tasks assigned by the General Meeting of Shareholders and the Board of Directors: The consolidated total revenue exceeded 32.16 trillion VND (achieving 114.5% of the plan), consolidated net profit reached over 3.88

trillion VND, the number of telecommunications subscribers increased by an additional 4.53 million (achieving 226.5% of the plan), and the number of new subscribers reached 11.16 million (achieving 186% of the plan).

- In 2023, the total service revenue reached 3.6 billion USD, a growth of 20.5% compared to 2022; Cash flow management repatriated nearly 400 million USD to Vietnam, bringing the project's capital recovery rate of VTG to 76.5% by the end of 2023.
- Regarding the Board of Directors, the Board of Management has consistently reported to the Board of Directors of the company to provide guidance, supplements, and flexible adjustments to the business strategy for development and increased operational efficiency. For the functional departments at VTG HO, the Board of Management has provided guidance and closely supervised to maximize the role of G-S-M in the market, timely supported resources to assist markets in overcoming difficult times and successfully completing production and business tasks. Specifically: Consolidated VTG revenue and net profit increased by 17.7% and 28.7% respectively compared to the same period in 2022; the gross profit margin from service revenue in 2023 reached 50.6%, an increase of over 4.2% compared to 46.4% in 2022; 5 out of 8 markets exceeded the total revenue plan and 6 out of 8 markets exceeded the net profit plan; Viettel Haiti (Natcom) faced many difficulties due to political instability and fuel shortages, operational network infrastructure challenges but rose to the number 1 market share position in Haiti...
- Risk management and risk control activities have been relatively effective, integrated into the management and business activities of the Company. The maturity level of risk management of the Company reached 2.96 points by the end of 2023 (according to the global criteria scale of E&Y Company), basically achieving the "Advanced" level according to the 5-level framework from "Basic" - "Developing" - "Advanced" - "High-level" and "Leading" widely recognized worldwide.
- The Board of Management has intensified training activities, improved the quality of human resources, optimized personnel in markets towards lean and efficient directions. They have successfully completed the objectives of transitioning personnel to new fields, digital sectors as outlined in the plan. Additionally, they have also successfully achieved the goal of increasing the digital maturity level of VTG Company and market companies.
- Furthermore, the Board of Management of the Company continues to focus on and perform well in external relations, shareholder relations, relations with the Government, and relevant authorities in investment markets. This contributes to enhancing the reputation and image of VTG and market companies in the investment countries.

- **The assessment of the Report by the Board of Management presented to the General Meeting of Shareholders:** *According to the opinion of the Board of Supervisors, the report of the Board of Management has reasonably and accurately reflected the results of the business operations of the Company in 2023. The decisions of the Board of Management have ensured prudence, honesty, and strict compliance with the regulations on delegation of authority and assignment of tasks*
- In addition, the Board of Supervisors also noted some issues related to the business operations management of the Company in 2023 as follows:
 - The application of tools and information technology in management operations at VTG HO and market companies needs to be further emphasized to enhance monitoring effectiveness and early warning of potential risks.
 - The growth and development of non-mobile telecommunications services such as broadband, information technology, and digital services still face many difficulties and have not seen significant breakthroughs. The business of e-wallet services in the Asian region has not shown remarkable progress and sustainability.
 - The target of at least one M&A in a market to generate additional revenue of around 55 trillion VND has not been achieved. Regulations for managing exchange rate and interest rate risks have not been issued, and optimal solutions to address foreign exchange scarcity issues in the Burundi and Laos markets have not been found.

5. The evaluation results of the coordination between the Board of Supervisors with the Board of Directors, the General Director and the shareholders are as follows:

- The Board of Supervisors has demonstrated good coordination with the Board of Directors and the Board of Management in carrying out their functions and tasks. Specifically, the Board of Supervisors has actively participated in all meetings of the Board of Directors and regular meetings of the Board of Management to ensure timely and comprehensive information dissemination. The Office of the Board of Directors and relevant specialized agencies have provided information in accordance with regulations upon request from the Board of Supervisors. The recommendations of the Board of Supervisors have been well received by the Board of Directors and the Board of Management, who have assigned tasks to relevant units to address and resolve issues seriously and comprehensively.
- Monitoring content as required by shareholders: No significant issues arose in 2023. The shareholder relations department of the Company has actively supported shareholders in updating and modifying shareholder information, issuing share ownership certificates upon request.

6. Evaluation of the financial statements for the year 2023

- The financial statements for the year 2023 (including the Parent Company's financial statements and the Consolidated financial statements) were audited by Deloitte Vietnam. The audit was conducted thoroughly and objectively, and the audit report was issued on March 29, 2024. The audit report provided a comprehensive and accurate assessment of the preparation and presentation of the financial statements of the Company for the year 2023. The audit opinions accurately reflected the financial situation of the Company for the financial year ending on December 31, 2023.

Some key indicators in the Parent Company's financial statements:

- The indicators on the Balance Sheet (unit: trillion VND)

No.	Indicator	31.12.2023	31.12.2022	+/-	%
1	<i>Total assets</i>	41,63	44,7	-3,07	-7%
2	<i>Total liabilities</i>	2,85	5,04	-2,19	-43%
3	<i>Equity</i>	38,78	39,65	-0,87	-2%
4	<i>Total accounts receivable</i>	42,55	44,53	-1,98	-4%
5	<i>Provision for hard-to-collect accounts receivable</i>	18,18	12,19	5,99	49%
6	<i>Provision for long-term financial investments</i>	5,06	4,56	0,5	11%
7	<i>Total amount payable Bank loans</i>	0,39	2,56	-2,17	-85%
8	<i>Debt-to-equity ratio (time)</i>	0,07	0,13		
9	<i>Current liquidity ratio</i>	13,99	10,38		
10	<i>Quick liquidity ratio</i>	6,19	2,83		

- As of December 31, 2023, the total assets amounted to 41.63 trillion VND, a decrease of 3.07 trillion VND compared to December 31, 2022 (approximately a 7% decrease). The main reasons for the decrease were primarily due to a reduction in accounts receivable by 1.98 trillion VND and an increase in provisions for doubtful debts related to receivables from the markets of Viettel Tanzania, Viettel Cameroon, and Viettel Myanmar (6 trillion VND), as well as an increase in provisions for long-term financial investments in the Myanmar market (0.5 trillion VND). Cash, cash equivalents, and short-term financial investments increased by 5.33 trillion VND.

- As of December 31, 2023, the total liabilities amounted to 2.85 trillion VND, a decrease of 2.19 trillion VND compared to December 31, 2022 (approximately a 43% decrease). The main reason for this decrease was a reduction in bank loans by 2.17 trillion VND (an 85% decrease). The total equity was 38.87 trillion VND, a decrease of 0.89 trillion VND (a 2% decrease). The primary reason for this decrease was the Company's continued provisions for doubtful debts related to receivables from various markets and additional provisions for the investment in Viettel Myanmar, resulting in operating losses and reducing undistributed profits in 2023 by 0.89 trillion VND.

- The successful repatriation of funds back to the country in 2023 contributed to an increase of over 5.33 trillion VND in short-term financial deposits. Revenue from interest on deposits during the period reached 866.2 billion VND, an increase of 179% compared to the same period in 2022. By the end of 2023, the Company's liquidity ratios and asset structure were very safe. The Company has strong financial resources ready for future expansion investment activities.

- **The limitations** include the increasing value of non-performing loans and the provision for difficult-to-collect receivables of VTG HO during the period. Specifically, as of December 31, 2023, the values of non-performing loans and the provision for difficult-to-collect receivables were 24.6 trillion VND and 18.18 trillion VND, respectively. These values increased by 5.24 trillion VND and nearly 6 trillion VND, respectively, compared to the beginning of the year

- Production and Business Performance Indicators (unit: trillion VND):

No.	Indicator	2023	2022	+/-	%
1	<i>Total revenue</i>	7,89	7,07	0,82	12%
1.1	<i>Revenue from sales of goods and provision of services</i>	2,47	2,7	-0,23	-9%
1.2	<i>Financial Revenue</i>	5,41	4,37	1,04	24%

No.	Indicator	2023	2022	+/-	%
2	<i>Total expenses</i>	8,41	11,08	-2,67	-24%
3	Gross profit	0,91	1,19	-0,28	-24%
4	<i>Profit before tax</i>	-0,52	-4,03	3,51	
5	<i>Net profit after tax:</i>	-0,89	-4,41	3,52	
6	<i>Gross profit margin</i>	-2%	44%		
7	ROE	-2,29%	-11,20%		
8	ROA	-2,50%	-9,90%		

- The total revenue in 2023 reached 7.89 trillion VND, an increase of 0.82 trillion VND, equivalent to a 12% increase. The main source of growth came from financial operating revenue, which increased by 1.04 trillion VND, a 24% increase, while revenue from sales of goods and services decreased by 0.23 trillion VND, a 9% decrease compared to 2022. Specifically, the increase in financial revenue was mainly due to dividend income from various markets (increasing by 1.26 trillion VND, a 113.5% increase compared to 2022) and interest income from deposits (increasing by 0.38 trillion VND, a 79.1% increase compared to 2022).

- The total expenses in 2023 amounted to 8.41 trillion VND, a decrease of 2.67 trillion VND, a 24% decrease compared to 2022. The main reason for the decrease was that in 2022, the Company had set aside a significant portion of long-term financial investments in Viettel Myanmar, around 3.37 trillion VND. In 2023, only the remaining portion was set aside, approximately 0.51 trillion VND, a decrease of nearly 2.86 trillion VND compared to 2022. Additionally, in 2023, the Company continued to make provisions for difficult-to-collect receivables from Viettel Cameroon, Viettel Tanzania, and Viettel Myanmar, totaling over 6 trillion VND. However, prepayment of a significant portion of bank loans helped the Company significantly reduce interest expenses, specifically decreasing by over 0.16 trillion VND, a 55% decrease compared to 2022.

⇒ Therefore, in 2023, the total revenue increased more significantly, and total expenses decreased more deeply compared to 2022. However, the cost factor related to provisions was substantial (the total provision expenses set aside during the period were approximately 6.51 trillion VND, accounting for 77.4% of total expenses). As a result, the business results of VTG HO remained negative (a post-tax loss of 0.89 trillion VND), leading to indicators such as ROE and ROA, although improved compared to 2022, still being negative.

Specific financial indicators in the consolidated financial statements
(Unit: thousand billion VND)

No.	Indicators	2023	2022	+/-	%
1	Total revenue	32,16	27,33	4,83	17,7%
1.1	Revenue from sales of goods and provision of services	28,21	23,63	4,58	19,4%
1.2	Financial Revenue	3,71	3,58	0,13	3,6%
2	Profit(loss) from associates	0,28	0,25	0,03	12,0%
3	Total expenses	28,57	24,57	4	16,3%
4	Gross profit	14,27	10,96	3,31	30,2%
5	Profit before tax	3,88	3,01	0,87	28,9%
6	Net profit after tax:	1,65	1,54	0,11	7,1%
7	Gross profit Margin	51%	46%		
8	Net profit after tax/ Total revenue	5,13%	5,60%		
9	ROE	5,43%	5,30%		
10	ROA	3,15%	3,10%		
11	Total cash and cash equivalents	23,11	16,9	6,21	36,7%

No.	Indicators	2023	2022	+/-	%
12	Cash and cash equivalents/Total assets ratio	44%	34%		

- The total revenue in 2023 reached 32.16 trillion VND, an increase of 4.83 trillion VND, representing a 17.7% increase compared to 2022. The main reason for the increase was from the revenue from goods and services (an increase of 4.58 trillion VND, a 19.4% increase). Financial revenue slightly increased by 0.13 trillion VND (mainly due to an increase in interest income - up by 0.33 trillion VND, a more than 37% increase compared to 2022).

- The total expenses in 2023 amounted to 28.57 trillion VND, an increase of 4 trillion VND, representing a 16.3% increase compared to 2022. Cost of goods sold and enterprise management expenses increased by 1.27 trillion VND and 1.21 trillion VND, respectively, representing increases of 10% and 47% compared to 2022. The increase was due to the company implementing many breakthrough sales policies to drive subscriber growth and revenue growth. Enterprise management expenses increased by 0.61 trillion VND, a 9.1% increase, mainly due to an increase in provisions for hard-to-recover receivables. Financial expenses increased by 0.91 trillion VND, a 35.7% increase, mainly due to the impact of exchange rate differences.

- The gross profit margin in 2023 reached 50.6% (compared to 46.4% in 2022). Specifically, the gross profit margin for service provision reached 54.3% (compared to 48.3% in 2022).

- The consolidated net profit and consolidated net profit after tax in 2023 were 3.88 trillion VND and 1.65 trillion VND, respectively, representing increases of 28.9% and 7.1% compared to 2022. The net profit margin to total revenue ratio in 2023 reached 12.1%, which is higher by 1% compared to the 11% in 2022. However, the net profit after tax margin to total revenue ratio in 2023 only reached 5.13%, a slight decrease from the 5.6% in 2022. The ROE and ROA indicators in 2023 were 5.43% and 3.15%, respectively, showing a slight increase compared to the 5.3% and 3.1% in 2022.

- As of December 31, 2023, the total balance of Cash + Cash equivalents + Short-term financial investments (referred to as "Total cash balance") reached 23.11 trillion VND (among the top 10 companies with the largest cash balance on the Vietnam stock exchange), an increase of 6.21 trillion VND, representing a

36.7% increase compared to December 31, 2022. The ratio of Total cash balance to Total assets as of December 31, 2023 was 44% (compared to 34% as of December 31, 2022).

7. The resolutions of the Annual General Meeting of Shareholders in 2023 were implemented as follows:

- Key business performance indicators: All (4/4) key indicators approved by the Annual General Meeting of Shareholders were successfully achieved.

- Focus tasks implementation: In 2023, the Board of Directors and the Board of Management effectively led the company to successfully accomplish key tasks related to revenue and profit growth, subscriber expansion, risk management, digital transformation, human resources, and finance as approved by the Annual General Meeting of Shareholders. Some objectives regarding M&A implementation and the establishment of risk management frameworks for exchange rate risks were not fully successful. However, the Board of Supervisors evaluated that the company's leadership carefully considered and analyzed all objective and subjective reasons, consulted experienced advisory units to make appropriate decisions in order to ensure the optimal financial and operational efficiency of the company. Progress was noted in addressing challenges in the Cameroon, Tanzania, and Timor markets.

- Independent audit quality monitoring: The Board of Supervisors closely monitored the quality of the audit activities conducted by Deloitte Vietnam. The auditing firm proactively exchanged information with the Board of Supervisors regarding the accounting and presentation of the company's financial statements, adhering well to the provisions of the signed audit contract.

- Information disclosure compliance: The company generally complied with the legal requirements for information disclosure applicable to public companies.

- Board of Directors and Board of Supervisors remuneration: The company adhered to the remuneration levels approved by the Annual General Meeting of Shareholders in 2023, specifically:

- Total remuneration for the Board of Directors and the Secretary of the Board of Directors: 1,151.5 million VND.
- Board of Supervisors remuneration: 2,839.33 million VND. Ensuring compliance with the approved remuneration levels.
- Board of Supervisors operating expenses: 350 million VND/plan of 1,400 million VND.

II. ANNUAL ACTIVITIES PLAN FOR 2024 AND PROPOSALS

1. Operational plan and operational budget plan.

a. Key operational plan for the Board of Supervisors in 2024:

- Carry out functions and tasks in accordance with the provisions of the Law, the Charter of the Company, and the Operating Regulations of the Board of Supervisors.

- Perform other tasks as requested by shareholders or the Board of Directors of the Company.
- Focus on monitoring key activities such as debt recovery, investment cash recovery; organizing operations, implementing G-S-M activities for some critical activities in the market; implementing the decisions of the Management Board on regulations and provisions issued by the Board of Directors; executing issues related to corporate governance, financial and accounting management, risk management, and long-term strategic planning.
- Conduct direct inspections of 2-3 markets.

b. The estimated budget plan for the operations of the Board of Supervisors in 2024 is 2.3 billion VND. This includes fees, training operation costs, consultancy fees, office supplies, equipment, meeting organization, and other diplomatic activities authorized by the Board of Supervisors (if any).

2. Recommendations from the Board of Supervisors

c. Regarding the Board of Directors of the Company: The Board of Supervisors notes that after passing through 3/5 of the long-term goals for the 2021-2025 period, M&A activities have not shown significant progress. This poses a significant risk to restructuring the investment portfolio and further enhancing the investment efficiency of the Company, as well as directing and implementing long-term strategic goals beyond 2025. The recommendation to the Board of Directors is to enhance discussions and exchanges to promptly find solutions to this issue.

d. Regarding the Board Management: The Board of Supervisors recommends focusing on managing the following aspects: (i) Continuously seeking and implementing solutions to recover debts, minimize bad debt risks; (ii) Further enhancing the effectiveness of the G-S-M role of functional departments of the parent company in the operational areas of market companies to establish an effective control system, early risk prevention; and (iii) Considering the establishment of a Project Committee to lead research, evaluation, and development of investment plans to further enhance the management and capital utilization activities of the Company in the context of rapidly increasing cash and cash equivalents in recent years.

The above is the report from the Board of Supervisors, respectfully submitted for the consideration and approval of the General Meeting.

***ON THE BEHALF OF THE BOARD OF SUPERVISORS
CHAIRMAN***

Receivers::

- The Shareholders of the Company;
- Filed: VT, BOS. Tiếp 10.