BIDV INSURANCE CORPORATION

SOCIALIST REPUBLIC OF VIETNAM

Independence - Freedom - Happiness

Hanoi, April 16th, 2025

REPORT

BUSINESS RESULTS IN 2024 AND BUSINESS TARGETS OF 2025

To: ***Annual General Meeting of Shareholders***

I. MARKET OVERVIEW IN 2024

1. Insurance market overview

In 2024, the Vietnamese insurance market showed signs of recovery. According to data from the Vietnam Insurance Association, the non-life insurance market in Vietnam experienced positive growth, with total insurance premium revenue reaching VND 79,348 billion, an increase of 11.7% compared to 2023.

The insurance market share in 2024 is as follows:

Unit: Bil dong

No.	Insurers	2023	2024	Growthrate (%)	Marketshare (%)
1	PVI	11,002	13,326	21.1%	16.8%
2	Bảo Việt	10,143	10,457	3.1%	13.2%
3	Bao Minh	5,560	5,961	7.2%	7.5%
4	MIC	4,692	5,034	7.3%	6.3%
5	BIC	4,558	4,879	6.9%	6.1%
6	PJICO	4,016	4,385	9.2%	5.5%
7	VBI	3,553	4,160	17.1%	5.2%
8	PTI	5,066	4,010	-20.8%	5.1%
9	BSH	3,050	3,076	0.9%	3.9%
10	VNI	2,547	2,895	13.7%	3.6%
11	Others	16,878	21,173	25.4%	0.0%
	Total	**71,064.8**	**79,348.6**	**11.7%**	**73.3%**

In 2024, BIC reached to the 5th position in market share, compared to the 4th position 2023 and only about 155 billion VND less than MIC, the 4th largest company, in direct premium. The gap with the adjacent competitors (6th and 7th) is quite large: PJICO (494 billion) and PTI (719 billion).

Among the top 5 insurance companies in the market and BIC's closest competitors, except for PVI, which achieved a high growth rate of 21.1%, other insurers maintained only moderate growth rates below 10%, lower than the market average: Specifically, Bảo Việt grew by 3.1%, Bảo Minh by 7.2%, and MIC by 7.3%. Similarly, BIC's closest competitor, PJICO, which ranked 6th, also maintained a growth rate of only 9.2%, below the market average.

II. BUSINESS RESULTS IN 2024

1. Key financial figures

Unit: Million dong

TT	Items	2023	2024	Increase/ Decrease
I	**Business results of Parent Company**			
1	**Total assets**	**7,393,817**	**8,446,676**	14.2%
2	**Equity**	**2,759,823**	**2,950,388**	6.9%
3	**Gross written premium**	**4,774,142**	**5,066,128**	6.1%
	- Direct premium (*)	4,602,019	4,921,988	7.0%
	- Inward premium	172,741	144,139	-16.6%
4	**Combined ratio**	**94.7%**	**93.3%**	
5	**Separated profit before tax**	**557,896**	**645,184**	15.6%
II	**Consolidated business results**			
1	**Total assets**	**7,550,246**	**8,684,226**	15.0%
2	**Equity**	**2,783,989**	**2,936,031**	5.5%
3	**Gross written premium**	**5,129,436**	**5,611,928**	9.4%
	- Direct premium (*)	4,973,832	5,480,019	10.2%
	- Inward premium	155,604	131,909	-15.3%
4	**Combined ratio**	**94.63%**	**93.1%**	
5	**Consolidated profit before tax**	**574,052**	**650,074**	13.2%

(*) Including other income for insurance business.

2. Actual vs. Targets

Unit: Billion dong

No.	Items	2024	Target 2024	Completion
1	Total written premium	5,066	5,172	98.0%
2	Consolidated profit	650	600	108.3%

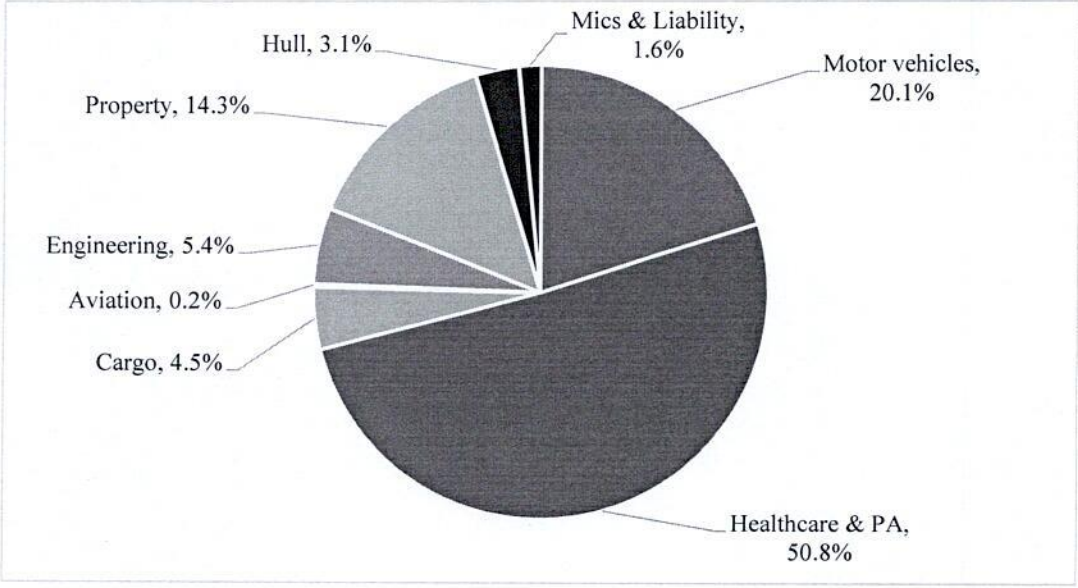
In 2024, BIC successfully achieved its assigned targets and continued to maintain profitability in its insurance business operations. BIC's total written insurance premium reached VND 5,066 billion, fulfilling 98% of the assigned premium target. Consolidated pre-tax profit amounted to VND 650 billion, exceeding the target by 108.3%.

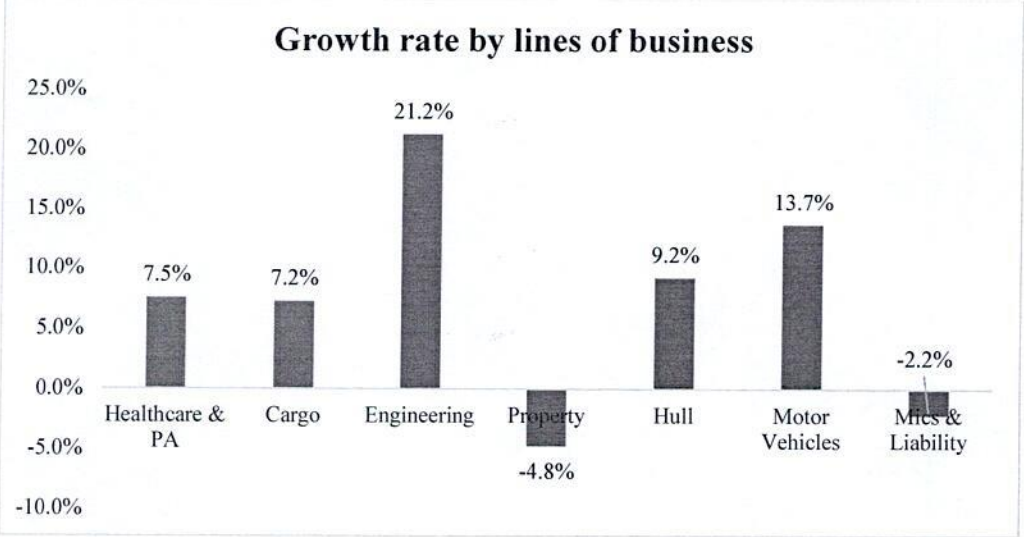
3. Insurane business

3.1 Direct insurance business

- The gross written insurance premium revenue in 2024 grew by 7% compared to the same period in 2023, reaching VND 4,922 billion (including other revenue from insurance business activities).

- Product porforlio:

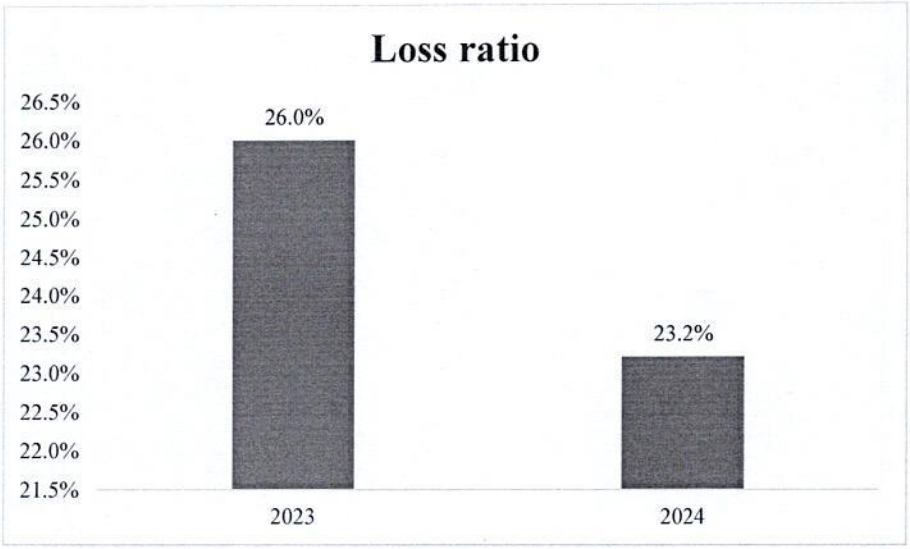




The growth rate of gross written insurance premium in 2024 compared to 2023 was 7.0%. The business lines with strong growth included: Engineering (increased by 21.2%), Motor Vehicles (increased by 13.7%), Healthcare & PA Insurance (increased by 7.5%), and Hull Insurance (increased by 9.2%).

3.2 Loss ratio

Regarding the retained loss ratio:



The overall loss ratio decreased significantly compared to the same period, primarily due to a sharp decline in the gross loss ratios across all business lines.

Financial Investment Activities

- The investment portfolio structure remained stable and secure, with deposits accounting for nearly 77% of the total investment portfolio.

- Revenue from financial investment activities reached VND 400 billion, slightly decreasing by 1.5% compared to 2023, while profit from financial investments was recorded at VND 384.6 billion, a slight increase of 0.26% from 2023. Notably, profit from deposits declined by 21% due to lower interest rates, whereas profit from bonds and stocks increased by 17.3% and 248%, respectively, compared to 2023.

4. Assessment of business results in 2024

- Despite significant impacts from Typhoon Yagi, BIC's business performance in 2024 showed strong breakthroughs, with growth in both scale and operational efficiency. Business quality was well-managed, and BIC successfully met the targets set by the General Meeting of Shareholders. Notably, BIC continued to record high profits from its insurance business.

- BIC rose to 5th place in market share, climbing one rank compared to 2023 in the Vietnamese non-life insurance market.

- BIC established and launched four new branches in Ninh Bình, Bắc Giang – Lạng Sơn, Long An, and Thanh Hóa in 2024, increasing the total number of branches to 37.

- Based on financial indicators, strategic direction, and other key factors, AM Best reaffirmed BIC's financial strength rating at B++ (Good), issuer credit rating at bbb (Good), and National Scale Rating (NSR) at aaa.VN (Excellent)—the highest rating in Vietnam. The outlook for these ratings remains Stable. These ratings reflect BIC's strong financial capacity, impressive business performance, and effective risk management system.

- In addition to maintaining its credit rating, BIC was honored with a commendation from the Ministry of Finance and continued to receive recognition from domestic and international organizations for its operational efficiency, including: Top 10 Most Reputable Non-Life Insurance Companies in Vietnam; Top 500 Largest Enterprises in Vietnam, Top 500 Most Profitable Enterprises in Vietnam, Top 100 Best Workplaces in Vietnam, Top 10 Best Workplaces in the Insurance Industry.

III. BUSINESS TARGETS IN 2025

1. Economic Outlook

In its latest report updating the global economic outlook and growth projections, the International Monetary Fund (IMF) has maintained its forecast for global economic growth in 2024 at 3.2%, unchanged from its July projection. However, the growth forecast for 2025 has been revised down by 0.1 percentage points to 3.2%. According to the IMF, while the global outlook has improved, medium-term challenges persist. Inflation is expected to return to target levels, and the global economy remains relatively resilient.

The IMF warns that despite positive news on inflation, the global economy faces numerous challenges that could hinder growth. These include rising geopolitical uncertainties and protectionist policies pursued by nations to safeguard domestic industries and labor markets. Key risks include the escalation of regional conflicts, particularly in the Ukraine, which could have severe impact on commodity markets. Additionally, policy shifts leading to inefficient trade and industrial strategies may significantly reduce economic output.

Furthermore, a sharp decline in migration to advanced economies could dampen labor supply growth. Experts also anticipate that global trade growth could see positive momentum in 2025. However, trade activities may become less efficient if tensions between the West and China escalate, potentially leading to higher tariffs and retaliatory measures.

2. Vietnam Economic Growth Forecast in 2025

The GDP growth rate in 2024 reached 7.09%, increasing the economy's total GDP to VND 11,512 trillion (approximately USD 476 billion). The GDP per capita rose to USD 4,700, an increase of USD 377 compared to 2023. The 2024 GDP growth rate of 7.09% was among the highest in recent years, only trailing the growth rates recorded in 2018, 2019, and 2022 during the period 2011–2024.

On November 12, 2024, the National Assembly officially approved the Resolution on the 2025 Socio-Economic Development Plan. According to the resolution, 15 key targets have been set, including: GDP growth rate: approximately 6.5% - 7%, with a target of 7% - 7.5%; GDP per capita: around USD 4,900; Manufacturing and processing industry share in GDP: approximately 24.1%; Average Consumer Price Index (CPI) growth: around 4.5%.

1. Business goals for 2025

On the basis of reviewing actual business results in 2024 and business orientation in 2025 for the insurance business as well as financial investment activities, Board of Directors proposed to submit to the General Meeting of Shareholders for approval the business targets in 2025:

No.	Items	Actual 2024	Target 2025
1	Written premium (Separated financial statements)	5,066	5,600
2	Consolidated profit before tax	650	710

The Board of Directors proposes that the General Meeting of Shareholders authorize the Board of Directors to adjust the 2025 Business Plan (if any) based on the actual business situation.

IV. BUSINESS SOLUTIONS IN 2025

Some key solutions to be implemented in 2025:

1. Regarding business network development:

- Implement the establishment of new branches, officially commencing operations in 2025 in Hanoi and Ho Chi Minh City.

2. Improve the quality of claim settlement

- Digitize claims processing steps and apply information technology in claims settlement to shorten processing time.

- Enhance the quality of claims officers and improve their professionalism through various measures: Develop a competency framework for claims officers; Focus on training programs to enhance the expertise of official claims assessors and support staff at regional business units.

- Expand and strengthen partnerships in claims settlement by collaborating with affiliated medical facilities, auto repair centers, assessment agencies, and law offices.

3. Research and Development of Products

- Research, develop, and introduce new insurance products, particularly in health and personal insurance, aligning with digitalization trends to meet market and customer demands while ensuring compliance with current legal regulations.

4. Human Resources Management

- Implement the Competency Framework as the core foundation for human resource management, particularly in training and staff development, ensuring the right people are in the right roles with appropriate expertise. This also supports the establishment of career development pathways for employees at all levels.

- Strengthen internal communication and promote the BIC corporate culture to enhance efficiency. Leadership teams will lead by example and spread these values throughout the organization, ensuring a unified approach to workplace behavior. BIC's corporate culture is centered on high performance, built upon core values: effectiveness, enthusiasm, sharing, collaboration, and unity.

- Enhance human resource management by improving workforce quality and productivity, ensuring optimal performance and efficiency across the organization.

5. For the Information Technology system:

Strengthening Investment in IT Development for Market Trends, Competitiveness, and Business Efficiency:

- Accelerate the implementation of the Digital Transformation Project and the Core Insurance System to enhance operational efficiency

- Actively enhance and optimize the current software system, maximizing the benefits of digital transformation and IT applications in management and insurance policy issuance to meet business requirements. Simultaneously, develop and implement digital insurance products tailored to different customer segments and market demands, ensuring seamless integration with the company's digital strategy.

6. For financial Investment

- Capitalize on market opportunities by selecting stocks and optimal disbursement timing to increase the proportion of equity investments in BIC's portfolio. This strategy aims to enhance the profitability of financial investment activities, especially in the context of persistently low deposit interest rates expected in 2025.

Kindly propose to the Annual of General Meeting of Shareholders for approval.

Sincerely,

Attention:
- As above;
- Board of Management;

ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN

TỔNG CÔNG TY CỔ PHẦN BẢO HIỂM NGÂN HÀNG ĐẦU TƯ VÀ PHÁT TRIỂN VIỆT NAM

Tran Xuan Hoang