

THE STEERING COMMITTEE FOR EQUITIZATION OF EA PÓK COFFEE ONE MEMBER
LIMITED LIABILITY COMPANY AND EA PÓK COFFEE ONE MEMBER LIMITED LIABILITY
COMPANY RECOMMEND THAT INVESTORS READ CAREFULLY THE INFORMATION IN THIS
ANNOUNCEMENT AND THE REGULATIONS ON AUCTION OF SHARES BEFORE
PARTICIPATING IN THE AUCTION

PROSPECTUS

THE FIRST AUCTION OF SHARES OF EA PÓK COFFEE ONE MEMBER LIMITED LIABILITY COMPANY

THE AUCTION ORGANIZATION

EA PÓK COFFEE ONE MEMBER LIMITED LIABILITY COMPANY

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HOSE

THE CONSULTING ORGANIZATION

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ASIAN SECURITIES
Asian Securities Corporation

**THE INFORMATION ON THE FIRST PUBLIC OFFERING OF SHARES
OF EA PÓK COFFEE ONE MEMBER LIMITED LIABILITY COMPANY**

❖ Charter capital of the company after equitization:	99.475.000.000 VND
❖ Number of shares to be auctioned:	5.692.500 shares
❖ Type of shares:	Ordinary shares
❖ Face value:	10.000 VND/share
❖ Starting price:	10.200 VND/ share
❖ Tick size:	100 VND
❖ Lot size:	100 shares
❖ Number of bid prices:	01 price
❖ The minimum number of shares the investor is allowed to buy:	100 shares
❖ The maximum number of shares allowed to be bought by domestic investors:	5.692.500 shares
❖ Maximum number of shares allowed to be bought by foreign investors:	5.692.500 shares
❖ Time to receive registration to participate in the auction, receive deposits:	According to the Auction Regulations of the Ho Chi Minh City Stock Exchange
❖ Time to hold the auction:	According to the Auction Regulations of the Ho Chi Minh City Stock Exchange
❖ Place to hold the auction:	Ho Chi Minh City Stock Exchange, No. 196 Vo Van Kiet Street, District 1, Ho Chi Minh City
❖ Payment period for shares purchase and get back the deposits:	According to the Auction Regulations of the Ho Chi Minh City Stock Exchange

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I. THE LEGAL BASIS

- Decree No. 126/2017/ND-CP dated 11/16/2017 of the Government on the transformation of State owned enterprises and one member limited liability companies with 100% charter capital invested by State owned enterprises into joint stock companies;
- Decree No. 63/2015/ND-CP dated 7/22/2005 of the Government stipulating policies for redundant workers when reorganizing state-owned one-member limited liability companies;
- Decree No. 118/2014/ND-CP dated 12/17/2014 by the Government on reorganization, development and improvement of operation of agro-forestry companies;
- Decree No. 01/2017/ND-CP dated 01/06/2017 of the Government amending and supplementing a number of decrees detailing the implementation of the Land Law;
- Decree No. 43/2014/ND-CP dated May 15, 2014 of the Government detailing the implementation of a number of articles of the Land Law;
- Circular No. 40/2018/TT-BTC dated May 4, 2018 of the Ministry of Finance guiding the sale of shares for the first time and management and use of money from the equitization of State owned enterprises and one-member limited liability companies which are invested by State enterprises with 100% charter capital into a joint-stock company.
- Circular No. 41/2018/TT-BTC dated May 4, 2018 of the Ministry of Finance guiding some contents on financial handling and valuation of enterprises when they are transformed into joint-stock companies from State owned enterprises and one-member limited liability companies, which are invested by State enterprises with 100% of their charter capital.
- Circular No. 44/2015/TT-BLDTBXH dated 10/22/2015 guiding the implementation of some articles of Decree No. 63/2015/ND-CP dated 07/22/2015;
- Circular No. 127/2014/TT-BTC dated 09/05/2014 of the Ministry of Finance guiding the financial handling and valuation of enterprises when transferring 100% State owned enterprises into joint stock companies;
- Joint Circular No. 17/2015/TTLT-BNNPTNT-BTC dated 04/22/2015 guiding methods of determining the value of forests plantation and orchards for reorganization, renovation and development, improvement of agricultural and forestry companies;
- Official Letter No. 1832/TTg-DMDN dated 10/15/2015 of the Prime Minister on the overall plan for restructuring and renovating the agriculture and forestry companies under the People's Committee of Dak Lak Province;
- Decision No. 1130/QD-UBND dated April 22, 2016 of the People's Committee of Dak Lak on the equitization of Ea Pôk coffee one-member limited liability company;
- Decision No. 1630/QD-UBND dated 06/08/2016 of the People's Committee of Dak Lak Province on the establishment of Steering Committee for equitization of Ea Pôk coffee one-member limited liability company;

- Decision No. 650/QD-BCD dated 06/21/2016 of the People's Committee of Dak Lak Province on the establishment of a support group for the Steering Committee for equitization of Ea Pók coffee one-member limited liability company;
- Decision No. 2228/QD-UBND dated 08/22/2017 of the People's Committee of Dak Lak Province approving the land use plan of Ea Pók coffee one-member limited liability company at Ea Pók town and và CuSue commune, CuM'gar district, Đắk Lắk province;
- Decision No. 1308/QD-UBND dated 06/13/2018 of the People's Committee of Dak Lak Province approving the equitisation plan of Ea Pók coffee one-member limited liability company.

II. THE SITUATION OF THE COMPANY BEFORE EQUITIZATION

1. The information about the equitized company

1.1. The basic information about the company

- ❖ **Company's name** : Công ty TNHH Một thành viên Cà Phê Ea Pók
- ❖ **In English** : EA POK COFFEE ONE MEMBER LIMITED COMPANY
- ❖ **Abbreviation** : EPOCO
- ❖ **Head office address** : Km14, Provincial Road 8, Ea Pók town, Cu M'Gar district, Đắk Lắk
- ❖ **Telephone** : 0262.3530 281 **Fax:** 0262. 3530 225
- ❖ **Email** : Eapokcoffee@gmail.com
- ❖ **Business Registration Certificate** : No. 6000183114 issued by the Department of Planning and Investment of Dak Lak province for the first time on June 10th, 1993, changed for the sixth time on December 12th 2015
- ❖ **Charter capital** : 21.482.996.520 (*Twenty one billions, four hundred eighty two millions, nine hundred ninety six thousands, five hundred twenty Vietnamese dong*)
- ❖ **Company owner** : People's Committee of Dak Lak Province

1.2. The process of formation and development

Ea Pók coffee one-member limited liability company, former Ea Pók coffee farm was established after the liberation of the South, unifying the country under the Decision No. 199/QD-UB of November 22th, 1976 of the People's Committee of Daklak province. To be a state-owned enterprise, to set up and organize the management and operation of production and business activities in order to achieve the socio-economic objectives assigned by the State in the Central Highlands.

In 1992, the company was established by Decision No. 652/QD-UB of the People's Committee of Dak Lak Province on October 27th, 1992 establishing the state-owned enterprise with the name of Ea Pók coffee farm with the initial legal capital of the State was 6,275 billion VND. Of which fixed capital is 4,526 billion VND, working capital is 1,749 billion VND.

In 1998, the company was approved by Decision No. 3270/QD-UB dated 12/31/1998 by the People's Committee of Dak Lak Province to convert Ea Pók Coffee farm into Ea Pók Coffee Company with charter capital of 12,9 billion VND.

In 2010, the People's Committee of Dak Lak Province signed Decision No. 2443/QD-UBND dated 09/23/2010 approving the project of transforming Ea Pók Coffee Company into Ea Pók coffee one-member limited liability company with charter capital of 21,5 billion VND.

Implementing the policy of expanding production to promote and support each other to catch up when world coffee prices fluctuate unfavorably. The company has registered the license to supplement the task of purchasing and processing coffee for export, developing the livestock industry and producing microbial organic fertilizer for intensive farming and supply to the market. It can be affirmed that the policy of reorganizing production and diversifying the industry is the right way to promote business development, ensure competitiveness, improve product value, opening a new phase for stable, sustainable development.

1.3. Business activities

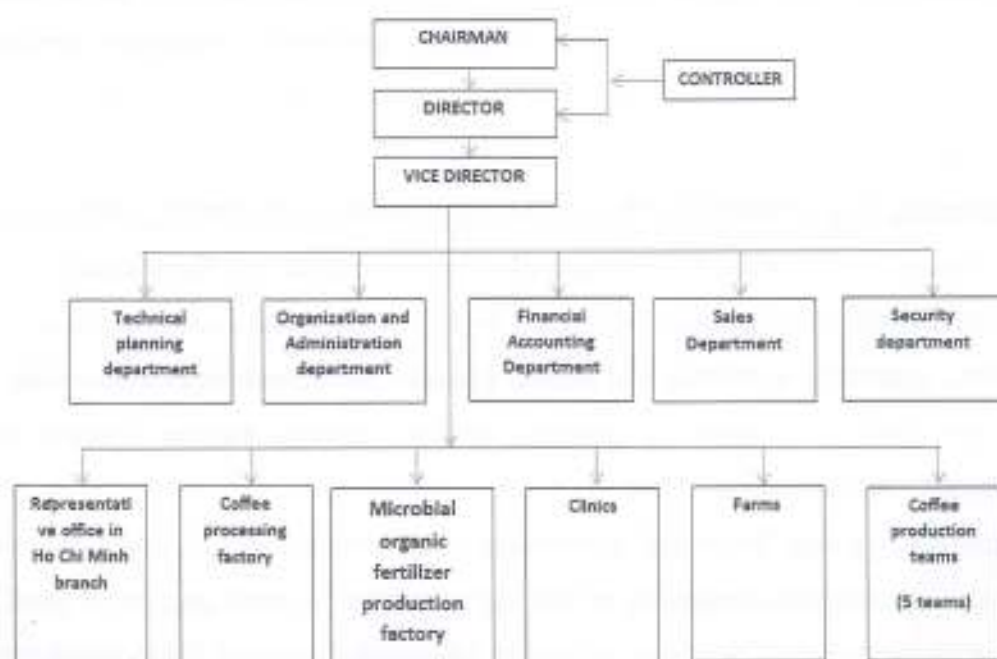
Business code: 6000183114

The sixth amended business license dated 12/30/2015 issued by the Department of Planning and Investment of Dak Lak province.

Business activities:

Planting and processing coffee for export; producing and consuming microbial organic fertilizer; buying and processing coffee for export; raising cows for meat, milk and cattle breeding.

2. The organizational structure of the Company



Chairman is the legal representative of the Company, is responsible to the owner for the exercise of the rights and duties assigned under Article 80 of the Enterprise Law 2014; Article 27 of Decree No. 25/2010 / ND-CP and Article 18 of the Company Charter; is the account holder and is responsible for the results of production and business activities of the company.

Controller is the representative of the owner, operates independently monitoring comprehensive activities of the company, comply with Article 82 of Enterprise Law 2014; Articles 25 and 29 of Decree No. 25/2010 / ND-CP; Article 20 of the company charter.

Director is the manager of the day-to-day operations of the company, is responsible to the chairman of the company for the implementation of the rights and duties assigned under the labor contract; as assigned by delegation and in accordance with article 81 of the Enterprise Law 2014; Article 28 of Decree No. 25/2010 / ND-CP and Article 19 of the Company's Charter;

Vice director assists the chairman and director, is responsible to the chairman and director of the Company for the assigned tasks under the authorization and the labor contract, takes his/her initiative in settling the assigned jobs according to the provisions of law;

Technical planning department: Advise to build, deploy and organize the implementation of the production and business plan of the company to achieve results; formulation of investment projects; make periodic summary reports as the basis for production-oriented tasks; coordinate with the other functional departments to implement to achieve the objectives of the plans; advise and apply scientific and technical advances to production; responsible for flood prevention, labor protection, skill upgrading and wage levels for officials and workers.

Organization and Administration department: Advise on proposals for improvement of organizational management; drafting documents, rules and regulations; resolving the procedures of labor contract, recruitment, rotation, appointment, dismissal, dismissal of employees; advise on the settlement of policies and regimes for laborers according to the provisions of the Labor Law; organizing the administrative issues and filing documents.

Financial Accounting Department: Advise on the organization of accounting, management and supervision of financial and statistical activities; to monitor, analyze and show changes in assets and capital of the company and provide information on the financial and economic situation; draw up financial plans, quarterly, 6 months and annual financial settlement reports according to the provisions of the current ordinance on statistics and accounting; archive dossiers receipts, vouchers according to the provisions of law.

Sales Department: Cope with the task of purchasing, processing and consuring coffee with the highest efficiency. Studying the expansion of the export market, to seek sources of good coffee quality, to improve the value of products, to ensure competitiveness and bring about economic efficiency; Maintaining and developing coffee according to UTZ Certified standards on wet processed coffee.

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Security department: Advise on the making programs and plans for the protection of political security and social order and safety; internal and corporate assets protection; measures to prevent and stop acts and violations of rules and regulations, ensuring security, safety and order in the company.

Representative office in Ho Chi Minh branch: Consultancy in the field of export and domestic sales of coffee and agricultural products. Create relationships with customers, expand coffee consumption market. Organize marketing activities, advertising products of the company in the domestic and foreign markets. Be responsible to the chairman and the law for the safety of export.

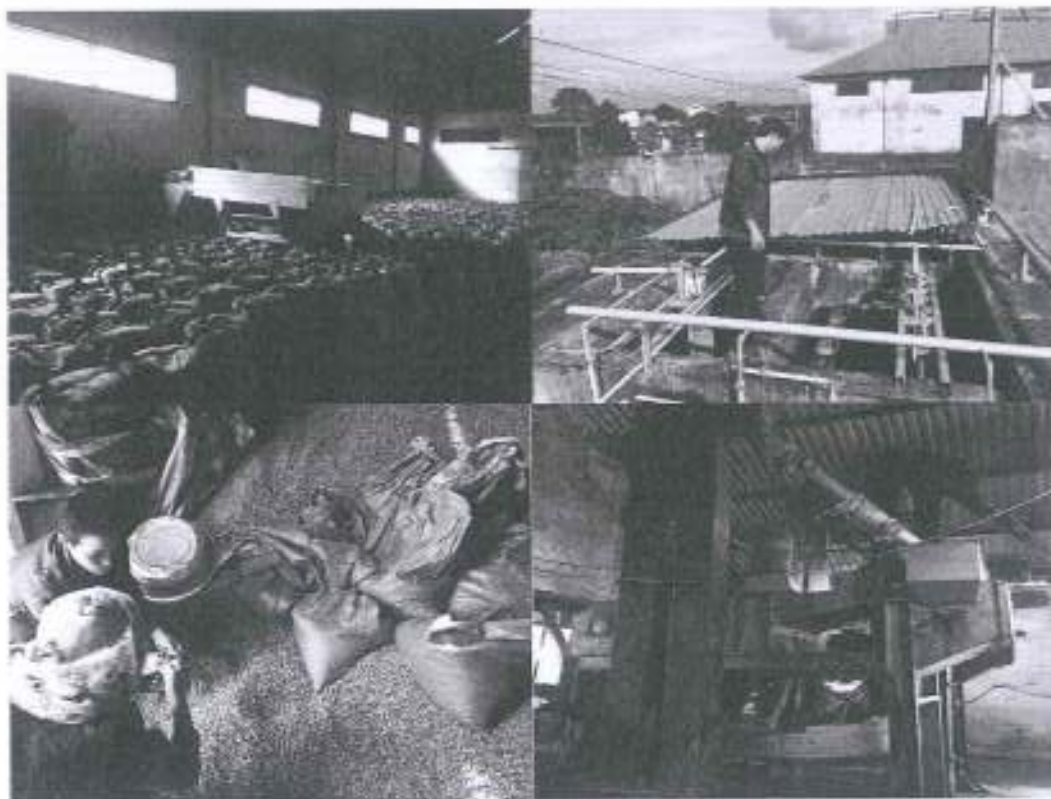
3. Main products and services

3.1. Produce and purchase coffee

- **Coffee planting:** The company assigns the entire area of planted land allocated by the government to households in the area, mainly ethnic minorities.
- **Coffee purchase:** In addition to the coffee harvested from contracted households, the company purchases from high quality coffee gardens in the province.
- **Coffee production:** All coffee products obtained from contracted households and over-purchased coffee are put into production and processing lines (mostly wet processing). Most of the processed products will be exported to Japan and Europe. The remaining coffee output is sold domestically, mostly sold to households roasting coffee.

The company has 02 warehouses and factory systems, equipment, and production lines for wet and dry processing.

Some pictures of coffee production facilities of the company



In order to improve the quality of products and meet the export requirements of international partners, from 2003 up to now, the company has applied the general rule of UTZ Certified for coffee-production activities. With UTZ certification, the coffee beans of the Company are certified to meet the standards for export, production process is standardized and professional and improve the brand name Ea Pôk coffee on the domestic market and abroad. To date, the company is one of 29 enterprises in Dak Lak province to participate in coffee production is certified by UTZ.



3.2. Cattle raising

The cattle farm of the company covers an area of 1.10 ha, with the total number of cattle stable annually about 500. The company is adopting traditional breeding technology. In the future, the company will focus on developing farms and applying new technologies to increase productivity, quality and efficiency.

Some pictures of the company's farm



In order to ensure the quality and hygiene of food safety, the company applies the standards of the Department of Animal Health of Vietnam and is granted the animal disease safety certificate. In addition, the company sends staff to participate in training courses and be granted certificates of food safety knowledge.



4. The current situation of labor use of the company

4.1. Policies for employees

Over the past years, staffing arrangements and labour use have always been considered. All employees are properly arranged and used by the company and fully implement the regimes and policies as prescribed by the State and awarded by the General Director of Vietnam social insurance.

4.2. The status of labor use at 12/31/2017

By the time of 12/31/2017, Ea Pók coffee one-member limited liability company has 634 employees, including 03 employees being management staff, 40 employees working indirectly and 591 people work directly in production units in the form of job assignment contracts.

Table 1: Labor structure at 12/31/2017

No	Item	Total
I	Total number of employees in the list	634
1	Employees working unspecified duration, in which:	191
	+ Management staff:	03
	+ Employees working indirectly:	40
	+ Employees work directly in production units, having labor contracts with indefinite duration in the form of job assignment contracts for coffee production, processing and animal husbandry	148
2	Employees working under coffee contracts (HĐKT)	361
3	Employees working under farming contracts (HĐKT)	82
II	Classified by level of education:	634
1	Postgraduate	01
2	Graduate	22
3	Intermediate	19
4	Trained staff	592
5	Other	0
III	Classified by gender:	634
1	Male	295
2	Female	339
IV	Classified by ethnicity:	634
1	Kinh	207

Prospectus

No	Item	Total
2	Ê Đê	427

Source: Ea Pôk coffee one-member limited liability company

4.3. The plan of using labor after equitization

❖ *The plan of using labor*

Pursuant to the Decision approving the Labor Plan No. 793/QĐ-UBND dated 04/17/2018, the post-equitization plan for using labour of the company is as follows:

- Total number of employees up to the time of announcing the enterprise value on 12/31/2017: 634 people
- Number of employees moving to joint stock company: 625 people
- Number of employees without the need to use: 9 people, in which
 - + Retirement management staff under Decree 108/2014 / ND-CP: 1 people
 - + Redundant employees shall comply with Article 3 of Decree No. 63/2015/ND-CP: 8 people
 - + Redundant laborers shall comply with Article 4 of Decree No. 63/2015/ND-CP: 0 people

Table 2: The plan to employ employees to work regularly under labor contracts

No	Content	Total
I	Total number of regular employees (according to the labor contract) at the time of announcing the value of the equitized enterprise (12/31/2017)	191
1	The number of employees is the managerial staff	03
2	Employees working indirectly	40
3	Employees directly engaged in production, having labor contracts with indefinite terms for contracting coffee gardens, contracting for cattle breeding and contracts for preliminary processing of coffee	148
II.	The number of employees continues to be used after the re-arrangement, at 12/31/2017	182
1	The number of employees is the managerial staff	02
2	Employees working indirectly	32
3	Employees directly engaged in production, having labor contracts with indefinite terms for contracting coffee gardens, contracting for cattle breeding and contracts for preliminary processing of coffee	148
III.	Total number of employees who quit their jobs and terminate their labor contracts under Decree No. 63/2015/ND-CP and Decree No. 108/2014/ND-CP	09
1.	<i>Number of employees unable to relocate at the company after restructuring</i>	<i>01</i>

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No	Content	Total
	<i>(according to Decree 108/2014/ND-CP)</i>	
2.	<i>Employees can not arrange their jobs after reorganization; they must terminate their last labour contract before April 21, 1998, redundancy (According to Decree 63/2015/ND-CP). In Which:</i>	08
a)	The number of employees who retire early are the professional staff	05
b)	Number of employees who are eligible to retire but lack of time for social insurance contribution	0
c)	Number of employees must terminate the labor contract	03
3.	<i>Employees can not find jobs and must terminate their last labour contracts into the company from April 21, 1998 (according to Decree No. 63/2015/ND-CP)</i>	0

Source: The equitization plan of Ea Pók coffee one-member limited liability company

Table 3: The plan for using employees under the job assignment contracts

No	Content	Total
I	Total number of regular employees (under the job assignment contract) at the time of announcing the value of the equitized enterprise (12/31/2017)	443
1	Number of employees working under the job assignment contract of coffee production	346
2	Number of employees working under the job assignment contract of farming	82
3	Number of employees working under the job assignment contract of animal husbandry	15
II.	The number of employees continues to be used after the re-arrangement, at 12/31/2017	443
1	Number of employees working under the job assignment contract of coffee production	346
2	Number of employees working under the job assignment contract of farming	82
3	Number of employees working under the job assignment contract of animal husbandry	15

Source: The equitization plan of Ea Pók coffee one-member limited liability company

❖ **Expenses, sources of payment for redundant employees**

Ea Pók coffee one-member limited liability company has been approved by the People's Committee of Dak Lak province to solve the redundancy policy when equitizing for employees named in the list of regular employees of the company is as follows:

- Expenses for the redundant policy: 850.937.480 VND (*Eight hundred and fifty million, nine hundred and thirty-seven thousand, four hundred and eighty Vietnamese dong*).
- Source of payment: Based on the employment use plan of Ea Pók coffee one-member limited liability company, approved by the People's Committee of Dak Lak province, the sources of payment for employees are taken from:
 - + Revenue from equitization of enterprises; and
 - + The expenses of the business

5. The owner of the company

The organization Name: **PEOPLE'S COMMITTEE OF DAK LAK PROVINCE**

The head office address: 09 Le Duan Street, Buon Ma Thuot City

6. List of subsidiaries and joint ventures companies: None

7. The results of the determination of the value of the enterprise and the value of the State capital

Pursuant to the Decision No. 3627/QĐ-UBND dated 12/29/2017 of the People's Committee of Dak Lak province on the approval of the value of enterprises of Ea Pók coffee one-member limited liability company for equitisation, the value of enterprise at the time 01/01/2017 of Ea Pók coffee one-member limited liability company for equitization is as follows:

➤ **The actual value of the enterprise for equitization: 119.878.503.602 VND**

(One hundred nineteen billion, eight hundred seventy eight million, five hundred and three thousand, six hundred and two Vietnamese dong)

➤ **The actual value of the State capital in the enterprise: 99.474.619.354 VND**

(Ninety nine billion, four hundred seventy four million, six hundred nineteen thousand, three hundred and fifty four Vietnamese dong)

➤ **The value of assets and liabilities excluded from the value of the enterprise: 1.012.828.937 VND**

(One billion twelve million eight hundred twenty eight thousand nine hundred thirty seven Vietnamese dong)

- *Handing over to the localities: 513.769.700 VND. (Handed over to the localities before the enterprise valuation has been carried out but the State capital reduction has not yet been accounted. On 12/31/2017, the company has made a decrease of state capital in accordance with regulations).*
- *Assets do not need to wait for liquidation, handing over to DATC: 34.132.517 VND.*

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- The assets that have been dismantled are no longer subject to state capital reduction 11.875.000 VND (Have accounted for the reduction of state capital in the enterprise)
- Accounts receivable, handing over to DATC: 17.369.000 VND.
- Debt hanging from Tran Hung Dao School accounts for state capital reduction: 95.404.643 VND (The value of the investment of the company for the construction of auxiliary works at Tran Hung Dao School - Has been accounted for reduction of state capital).
- Assets formed from the reward and welfare funds, handing over to the company's labour union: 340.278.077 VND

The actual value of the enterprise for equitization at 01/01/2017 of Ea Pók coffee one-member limited liability company is detailed in the following table:

Table 4: The actual value of the enterprise for equitization at 12/31/2017

Item (1)	Figures after accounting books of financial (2)	Figures redefined (3)	Difference (4) = (3) - (2)
A. ASSETS BEING USED	44.101.911.554	119.878.503.602	75.776.592.048
I. Fixed assets and long-term investment (*)	21.072.497.569	86.012.302.138	64.939.804.569
1. Fixed assets	19.187.737.672	82.843.440.694	63.655.703.022
a. Tangible fixed assets	19.187.737.672	82.843.440.694	63.655.703.022
b. Fixed assets of financial leasing	-	-	-
c. Intangible fixed assets (excluding land use right)	-	-	-
2. Real estate investments	-	-	-
3. Long-term financial investments	-	-	-
4. Unfinished long-term assets	997.164.272	2.186.214.415	1.189.050.143
5. Long-term receivables	-	-	-
6. Long-term prepaid expenses (not including the value of business advantages)	887.595.625	982.647.029	95.051.404
7. Deferred income tax assets	-	-	-
8. Long term equipment, supplies, spare parts	-	-	-
9. Other long-term assets	-	-	-
II. Current assets and short-term investments (**)	23.029.413.985	32.871.469.229	9.842.055.244
1. Cash	104.150.126	104.394.866	244.740
a. Cash in hand	22.615.377	22.615.377	-

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Item (1)	Figures after accounting books of financial (2)	Figures redefined (3)	Difference (4) = (3) - (2)
b. Cash at bank	81.534.749	81.779.489	244.740
c. Cash in transit	-	-	-
2. Short-term financial investments	-	-	-
3. Short-term receivables	8.804.745.292	8.804.745.292	-
4. Raw materials	13.457.103.137	22.678.275.445	9.221.172.308
5. Other current assets	663.415.430	1.284.053.625	620.638.195
6. General and administrative expenses	-	-	-
III. Value of business advantages of enterprises	-	994.732.236	944.732.236
IV. The value of land use rights (***)	-	-	-
B. ASSETS NOT NEEDED	626.543.343	626.543.343	-
I. Fixed assets and long-term investment	513.769.700	513.769.700	-
1. Fixed Assets (Remaining Values)	513.769.700	513.769.700	-
2. Long-term financial investment	-	-	-
3. Cost of construction in progress	-	-	-
4. Long-term mortgages, collateral, deposits	-	-	-
II. Current assets and short-term investments	112.773.643	112.773.643	-
1. Debt is not recoverable	112.773.643	112.773.643	-
2. Inventory is stagnant, poor quality	-	-	-
C. ASSETS AWAITING LIQUIDATION	46.007.517	46.007.517	-
1. Fixed assets (GTCL) and long-term investment	46.007.517	46.007.517	-
2. Current assets and short-term investments	-	-	-
D. ASSETS FORMED FROM WELFARE AND REWARD FUNDS (not used for production)	340.278.077	340.278.077	-
THE TOTAL VALUE OF ASSETS	45.114.740.491	120.891.332.539	75.776.592.048

Source: The report of the company valuation of Ea Pók coffee one-member limited liability company

Notes:

Based on the valuation profile of Ea Pók coffee one-member limited liability company and Financial Services Company at the time of Vietnam Valuation and Finance Consultancy company at the time of valuation of the enterprise on 12/31/2016:

(*): The difference in revaluation of fixed assets and long - term investments is 64.939.804.569 VND. The major increase in tangible fixed assets is due to the difference in revaluation of other fixed assets such as acreage of coffee plants and acacia trees.

(**): The difference in current assets and short-term investments is 9.842.055.244 VND. This increase was mainly due to the re-evaluation of unfinished production costs. The value of unfinished production and business costs is estimated to be higher than the book value 9.184.219.909 VND.

At the time of determining the enterprise value at 0 hours on 01/01/2017, the company still has 1480,133 kg of fresh coffee, the price per kg is 3,561 VND/kg. However, the price at the time of valuation is 9,300 VND/kg of fresh coffee. Therefore, the valuation organization is Vietnam Valuation and Finance Consultancy company has re-evaluated to increase the value of 1,480,133 kilograms of fresh coffee to 8,494,851,475 VND.

(***): For the value of land use rights: Ea Pók coffee one-member limited liability company is using a total area of 8.662.551 m² of land, all land is rent and paid annually and the State allocated land without collecting money, so the value of land use right is not included in the value of the enterprise.

In addition, the value of unfinished business of the value of the herd of cattle is revalued by Vietnam Valuation and Financial Services Company is 7,728,599,564 VND, the difference is 689,368,434 VND.

8. Main assets of the enterprise

8.1. Land of the Company

Pursuant to the land use plan approved by the People's Committee of Dak Lak Province in Decision No. 2228/QĐ-UBND dated 08/22/2017. Total land area under management, use: 866,25 hectares, of which:

- The total area of land held by the company for production and business is 673,47 hectares, as follows:

No	Land use plan	Area
A	ACCORDING TO LAND USE STATUS QUO	673,47 hectares
1	Agricultural land	619,20 hectares
-	Land for perennial crops	554,29 hectares

Prospectus

No	Land use plan	Area
-	<i>Land for annual crops</i>	<i>18,40 hectares</i>
-	<i>Land for agricultural production (infield traffic road)</i>	<i>45,41 hectares</i>
-	<i>Other agricultural land (Farm)</i>	<i>1,10 hectares</i>
2	Non-agricultural land	54,27 hectares
-	<i>Land for non-agricultural production</i>	<i>12,91 hectares</i>
-	<i>Land for sports facilities</i>	<i>0,69 hectares</i>
-	<i>Land with specialized water surface</i>	<i>40,67 hectares</i>
B	ACCORDING TO ADMINISTRATIVE BOUNDARIES	673,47 hectares
1	Land in Ea Pôk town, Cù M'gar district	584,75 hectares
-	<i>Land for perennial crops</i>	<i>472,22 hectares</i>
-	<i>Land for annual crops</i>	<i>18,40 hectares</i>
-	<i>Land for agricultural production (infield traffic road)</i>	<i>38,94 hectares</i>
-	<i>Other agricultural land (Farm)</i>	<i>1,10 hectares</i>
-	<i>Land for non-agricultural production</i>	<i>12,73 hectares</i>
-	<i>Land for sports facilities</i>	<i>0,69 hectares</i>
-	<i>Land with specialized water surface</i>	<i>40,67 hectares</i>
2	Land in Cù Suê commune, Cù M'gar district	88,72 hectares
-	<i>Land for perennial crops</i>	<i>82,07 hectares</i>
-	<i>Land for agricultural production</i>	<i>6,47 hectares</i>
-	<i>Land for non-agricultural production</i>	<i>0,18 hectares</i>

- The total land area of the company to be handed over to local authorities: 192,78 hectares. Of which:

+ In the Ea Pôk town, Cù M'gar district: **178,32 hectares**, including:

- Land for perennial crops 145,25 hectares;
- Protective forest land 18,49 hectares (protective forest land of Chư H'lâm hill, Located in the area of 62 hectares of the scenic areas of Chư H'lâm hill in the province);

For an area of 18.49 hectares of protective forest land, the People's Committee of Dak Lak Province assigns the Department of Agriculture and Rural Development to coordinate with the

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Department of Finance to determine and pay for forest management and protection costs to Ea Pôk Coffee One Member Limited Liability Company (if any)

- Land for non-agricultural production and business is 0,07 hectare;
- Land with special water surface is 14,51 ha.
- + In Cư Suê commune, Cư M'gar district: 14,46 hectares (Land for perennial crops)
- + For the area of 18.49 hectares of protective forest land, the provincial People's Committee assigns the Department of Agriculture and Rural Development to coordinate with the Department of Finance to pay the costs of management and protection of forests to the company according to regulations (if any).
- Form of land use: According to the current land law.

8.2. Fixed assets

Pursuant to the Report of verification of the value of enterprises according to the method of assets of the company as at 12/31/2016

Table 5: Fixed assets of the company at 12/31/2016

Unit: Million Vietnamese dong

No	Type of property	Book value		Value re-evaluation		Difference	
		Cost	Residual value	Cost	Residual value	Cost	Residual value
A	Fixed assets are in use	49.019	19.188	156.941	82.843	107.922	63.656
1	House, building materials	20.866	8.888	51.840	20.456	30.973	11.568
2	Machine, equipment	11.796	3.915	11.848	4.529	53	614
3	Means of transportation	1.340	306	1.352	537	12	232
4	Equipment, management tools	327	233	327	233	-	0,617
5	Other fixed assets	14,690	5,847	91,574	57,088	76,884	51,241
B	Fixed asset does not need	821	514	821	514	-	-
1	House, building materials	821	514	821	514	-	-
C	Fixed assets awaiting liquidation	364	46	364	46	-	-
1	House, building materials	152	12	152	12	-	-

Prospectus

No	Type of property	Book value		Value re-evaluation		Difference	
		Cost	Residual value	Cost	Residual value	Cost	Residual value
2	Machine, equipment	213	34	213	34	-	-
D	Fixed assets formed from reward, welfare funds	376	340	376	340	-	-
1	House, building materials	376	340	376	340	-	-
	Total	50.580	20.088	158.502	83.743	107.922	63.656

Source: Report on valuation of enterprises

9. The situation of business activities and results of production and business activities in the 3 years prior to equitization

9.1. The company's production and business situation

According to the General Statistics Office of Vietnam, in 2015, the coffee export turnover of Vietnam reached 1.3 million tons worth \$ 2.7 billion, down 20.63% in volume and 24.82% in value over the same period last year. Causes of reduction come from weather climate changes during the development of coffee, resulting in the quality of coffee decreased, leading to the price of coffee exports and domestic. However, the coffee market has changed positively in 2016 when the export volume increased sharply to 1.8 million tons, worth \$ 3.5 billion. Experts forecast that the price of coffee exports will increase in 2017/2018 due to the world's stockpiling of coffee is low.

Being an enterprise operating in the field of coffee production, the business results of Ea Pók coffee one-member limited liability company depend on the general development of the industry.

Table 6: Business and production situation in the period of 2015 - 2017

Unit: VND

No	Item	2015	2016	2017
1	Total assets	47.327.045.768	45.107.442.410	45.518.892.163
2	Owners' equity	24.403.273.789	24.703.558.162	26.303.711.098
3	Short-term liabilities	22.830.040.453	20.759.804.477	18.455.181.065
4	Long-term liabilities	401.432.656	80.286.531	760.000.000
5	Net revenue	34.847.623.559	56.857.289.107	32.892.017.497
6	Cost of goods sold	28.527.804.039	49.850.408.440	27.134.112.793
7	Profit before taxes	1.705.067.246	2.018.182.408	3.518.743.724

Prospectus

No	Item	2015	2016	2017
8	Profit after taxes	1.458.770.685	1.704.106.023	2.812.138.979

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company

In the period of 2015 - 2017, business activities of the company have many changes. Net revenue from sales and service provision in 2015 was low due to the sharp drop in domestic coffee prices and exports. The company's business performance in 2016 has improved as revenue surged to nearly the same level as 2014 sales, with net profit after taxes of 2016 slightly increasing over the same period.

The company's 2017 coffee purchase decline sharply, leading to sales of goods and services in 2017 only 15,605,373,124 million Vietnamese dong. The main reason was that the quality of coffee was not high; the fluctuating market prices had affected coffee sales.

Product output, service value over the years

Revenue structure

Table 7: Revenue structure of the Company from 2015 to 2017

Unit: VND

No	Item	2015	Proportion (%)	2016	Proportion (%)	2017	Proportion (%)
1	Coffee production revenue	12.206.346.657	35,03	12.499.613.138	21,98%	14.186.445.387	43,13%
2	Coffee purchasing revenue	17.691.440.025	50,77	40.558.599.748	71,33%	15.605.373.124	47,44%
3	Beef revenue	2.897.196.378	8,31	2.213.440.121	3,89%	1.872.491.986	5,69%
4	Revenue from irrigation services	522.060.000	1,50	552.594.000	0,97%	568.542.000	1,73%
5	Other revenue	1.530.580.499	4,39	1.033.042.100	1,82%	659.165.000	2,00%
-Total		34.847.623.559	100	56.857.289.107	100	32.892.017.497	100

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company

In the company's revenue structure, its main business is coffee, accounting for 91.35% of the total revenue of both coffee production and purchasing. Revenue from coffee is down sharply in 2015

and increase again in 2016 as the market moves forward. The proportion of coffee purchasing was 47.44%, down sharply from 71.33% in 2016.

➤ **Cost structure**

Tabel 8: Cost structure of the Company in the period 2015 - 2017

Unit: VND

No	Item	2015	Proportion (%)	2016	Proportion (%)	2017	Proportion (%)
1	Cost of coffee production	7.782.070.102	27,28	7.627.420.026	15,30	8.453.315.842	31,15
2	Cost of coffee Purchasing	17.450.275.600	61,17	39.253.952.740	78,74	14.939.506.213	55,06
3	Cost of beef cattle	2.091.926.340	7,33	1.816.224.317	3,64	2.584.057.712	9,52
4	Cost of irrigation service	522.060.034	1,83	552.594.000	1,11	568.541.927	2,10
5	Other cost	582.465.752	2,04	699.223.568	1,40	588.691.099	2,17
6	Provision for inventories	99.006.211	0,35	(99.006.211)	-	-	-
Total		28.527.804.039	100	49.850.408.440	100	27.134.112.793	100

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company

➤ **Gross profit structure**

Table 9: Gross profit structure of the company from 2015 to 2017

Unit: VND

No	Item	2015	Proportion (%)	2016	Proportion (%)	2017	Proportion (%)
1	Cost of coffee production	4.424.276.555	68,93	4.872.193.112	70,53	5.733.129.545	99,57
2	Cost of coffee Purchasing	241.164.425	3,76	1.304.647.008	18,89	665.866.911	11,56
3	Cost of beef cattle	805.270.038	12,55	397.215.804	5,75	(711.565.726)	-
4	Cost of irrigation service	(34)	-	-	-	73	-

Prospectus

No	Item	2015	Proportion (%)	2016	Proportion (%)	2017	Proportion (%)
5	Other cost	948.114.747	14,77	333.818.532	4,83	70.473.901	1,22
	Total	6.418.825.731	100	6.907.874.456	100	5.757.904.704	100

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company

Although revenue from coffee purchase accounts for the largest proportion of revenue, the profit from new coffee production contributes to the main company's profit. Ratio of cost of coffee production and revenue of coffee production in 2016 was 61.02%, much lower than the ratio of 96.78% of the coffee purchasing.

✦ Raw Materials

In the field of coffee production, the main source of raw materials for growing coffee is fertilizer. The company uses a variety of fertilizers to produce the best quality beans. At present, the main types of fertilizer applied by the company for coffee plantations:

- Phosphate: The Company's supply is from Ninh Binh and Van Dien
- Nitrogenous fertilizer: It consists of urea fertilizer from Phu My Fertilizer and potash fertilizer from Belarus.
- Organic fertilizer: The company make the fertilizer from the cow dung material, coffee shell combined with probiotics.

In the livestock sector, the feed supply for the company's livestock uses mainly agricultural products such as grass, sugarcane, corn,....

✦ Technology level

The company has invested in the technology of wet coffee processing, the construction of waste water treatment system to ensure the safety of processing coffee for export, and investment in technology to produce high quality coffee processing, meeting the requirements of exporting to Europe and Japan.

Besides, the breeding farm of the company is built according to the traditional model. In the future, the company will upgrade and build a milk processing factory, forming its own brand of fresh milk and dairy products.

✦ The situation of researching new products and services

The company is focusing on maintaining and developing raw coffee beans for domestic and international markets. In the livestock sector, the company focuses on fresh dairy products and distribution in the province.

✦ **The situation of quality inspection of products / services**

The coffee products of the company are always verified and certified by UTZ. Besides, before the export to other countries, the coffee products of the company are checked and appraised by the Superintendence & Inspection of Coffee & Products for Export - Import, JSC – CafeControl.

✦ **Marketing activities**

To promote the products to domestic and foreign investors, the company often participates in the coffee fair in the province to promote Ea Pók coffee. However, the company does not have its own website and brand identity logo, so marketing is limited.

✦ **Trademark, patent registration and copyright**

The company does not have a trademark and logo to identify the company

✦ **Big contracts are implimenting or signed**

Table 10: The list of contracts in progress

No	Contracts	Quantity (ton)	Unit Price (VND/KG)	Contract value (VND)
I	FOR THE DOMESTIC MARKET			
1	R1 Contract for wet processed coffee (6,3) 88/17/KH	38,4	50.622	1.943.884.800
2	R1 Contract for wet processed coffee (6,3) No. 35/2017	10	53.000	530.000.000
3	R1 Contract for ordinarycoffee (7,1) No. 36/2017	40,0	46.000	1.840.000.000
-	R1 Contract for ordinarycoffee (6,3) No. 36/2017	20,0	45.000	900.000.000
4	R1 Contract for wet processed coffee (6,3) No. 37/2017	10,0	53.000	530.000.000
5	R1 Contract for wet processed coffee (6,3) No. 01/2018	5,0	56.000	280.000.000
-	R2 Contract for wet processed coffee No. 01/2018	15,0	48.000	720.000.000
6	R1 Contract for wet processed coffee (7,1) No. 02/2018	7,0	57.000	399.000.000
-	R1 Contract for wet processed coffee (6,3) No. 02/2018	8,0	56.000	448.000.000
7	R1 Contract for wet processed coffee (7,1) No. 03/2018	3,0	57.000	171.000.000
-	R1 Contract for wet processed coffee (6,3) No. 03/2018	2,0	56.000	112.000.000
II	FOR EXPORT			
1	R1 Contract (6,3) No. C576-5700	26,4	42.783	1.129.475.424

Prospectus

No	Contracts	Quantity (ton)	Unit Price (VND/KG)	Contract value (VND)
2	R1 Contract (6,3) No. C576-5800	52,8	42.791	2.259.347.904
3	R1 Contract (6,3) No. C505-7500	26,4	42.464	1.121.054.484
4	R1 Contract (6,3) No. C505-7600	52,8	42.737	2.256.535.406
5	R1 Contract (6,3) No. C505-7700	38,4	43.453	1.668.597.120
6	R1 Contract (6,3) No. C508-7800	38,4	41.423	1.590.641.664
7	R1 Contract (6,3) No. C508-0000	38,4	44.137	1.694.874.240
8	R1 Contract (6,3) No. C508-0100	38,4	41.423	1.590.641.664
9	R2 Contract for ordinary coffee No. C 501-5700	76,8	40.059	3.076.558.848
10	R2 Contract for ordinary coffee No. C 505-7900	76,8	39.145	3.006.307.584
11	R2 Contract for ordinary coffee No. C 505-8000	38,4	41.159	1.580.521.536

Source: Ea Pók coffee one-member limited liability company

9.2. Financial situation and results of production and business in the 3 years before equitization

Item	Unit	2015	2016	2017
1. The total value of assets	Million dong	47.327	45.107	45.519
2. State capital according to accounting books	Million dong	21.450	21.450	20.925
3. Short-term liabilities	Million dong	22.830	20.760	14.455
In which, overdue liabilities	Million dong	-	-	-
4. Long-term liabilities	Million dong	-	-	760
In which, overdue liabilities	Million dong	-	-	-
5. Bad accounts receivable	Million dong	7.911	5.731	5.594
6. Total number of employees	Person	522	524	552
7. Total wage fund	Million dong	14.586	17.630	20.325

Prospectus

Item	Unit	2015	2016	2017
8. Average income per capita per month	Million dong	2,3	2,8	3
9. Total revenue	Million dong	35.332	57.716	37.687
10. Total expenses	Million dong	33.627	55.698	34.168
11. Profit before taxes	Million dong	1.705	2.018	3.519
12. Profit after taxes	Million dong	1.459	1.704	2.812
13. Ratio of profit after taxes / state capital	%	7,95%	9,41%	16,82%

Source: Ea Pók coffee one-member limited liability company

Table 11: Accounts receivable from 2015 to 2017

Unit: VND

No	Item	12/31/2015	12/31/2016	12/31/2017
1	Customer receivables	990.629.541	877.524.666	1.024.653.990
2	Payment in advance	642.112.205	392.480.093	460.232.093
3	Receivables for short-term loans	1.544.211.732	1.686.299.596	1.819.592.734
4	Other receivables	6.638.262.183	5.961.214.580	5.702.865.154
5	Provision for bad accounts receivable	(838.161.104)	(7.298.081)	(205.229.739)
	Total	8.977.054.557	8.910.220.854	8.802.114.232

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company.

Table 12: Accounts payable for the period 2015 - 2017

Unit: VND

No	Item	12/31/2015	12/31/2016	12/31/2017
I	Short-term liabilities	22.830.040.453	20.759.804.477	18.455.181.065
1	Short-term trade payables	58.140.256	29.858.256	121.329.256
2	Buyers pay in advance for short-term	82.217.569	499.472.000	447.683.810

No	Item	12/31/2015	12/31/2016	12/31/2017
3	Taxes and other payables to State Budget	637.044.090	104.878.857	645.205.813
4	Payables to employees	21.615.407	269.507.499	2.158.036.000
5	Short-term expenses payables	113.097.148	122.333.135	133.826.067
6	Other Short-term payables	8.058.743.420	8.047.209.620	3.278.676.714
7	Loans and short-term financial liabilities	11.157.775.000	8.368.490.000	8.900.490.000
8	Welfare, reward funds	2.701.407.563	3.318.055.110	2.769.933.405
II	Long-term liabilities	401.432.656	80.286.531	760.000.000
1	Loans and long-term financial liabilities	-	-	760.000.000
2	Fund for development of science and technology	401.432.656	80.286.531	-
	Total	23.231.473.109	20.840.091.008	19.215.181.065

Source: Audited Financial Statements in 2016, 2017 of Ea Pók coffee one-member limited liability company

9.3. Financial ratios

Table 13: The company's financial ratios for the period 2015 - 2017

Item	Unit	2015	2016	2017
Solvency indicators				
Short-term payment ratio	Time	1,04	1,11	1,36
Quick ratio	Time	0,43	0,47	0,55
Indicators of capital structure				
Debt/Total assets ratio	Time	0,49	0,46	0,42
Debt/Owner's equity ratio	Time	0,96	0,86	0,73
Indicators of operational capacity				
Average accounts receivable turnover	Turnover	3,75	6,36	3,71
Average inventory turnover	Turnover	1,93	3,61	1,92
Total assets turnover	Turnover	0,73	1,23	0,73
Indicators of profitability				

Prospectus

Item	Unit	2015	2016	2017
Profit after taxes / Net revenue ratio	%	4,19	3,00	8,55
Average Profit after taxes / Total assets ratio	%	3,07	3,69	6,21
Average Profit after taxes /Owner's equity ratio	%	6,09	7,05	11,12

Source: Calculations by the consultancy organization

Short-term payment ratio of the company is good when the coefficient is greater than 1; the gap between the two payment indexes is quite large because the characteristics of manufacturing enterprises are high inventory. Indicators of operational capacity are up in 2016 showing that the company is well managing its receivables and inventory.

9.4. Factors affecting the production and business of the company

➤ *Advantages*

- The company has coffee land in geographic location and soil conditions suitable for the development of coffee. Ea Pók is one of the land that has good soil condition to produce the highest quality coffee. Annual output and quality are high.
- The coffee brand of Ea Pók coffee one-member limited liability company has been confirmed in the country and in the world.
- The company employs more than 60% of the local ethnic minority workers, so the company is entitled to annual land rent exemption under Decision 42/2012/QĐ-TTg dated 08 October 2012 and Circular 58/2017/TT-BTC dated 13 June 2017.
- The Company currently has 106,16 hectares of vacant land (liquidated coffee land is currently being planted for short-term cultivation to improve land). For the area of land on the investor can continue to re-plant coffee or use for other business activities without much conversion time.
- The coffee products of the company are verified and certified under the UTZ Certified standards. Includes quality standards for coffee beans and factory stock.
- The rate of mature coffee allowed by the company is relatively high, reaching about 80% in one crop.
- The company is one of the few enterprises in the area have the capacity and experience in producing coffee by the wet processing, with high quality coffee beans, meet the market as hard as Japan. With a flexible way of moving from operating model to processing and production method, the company has built a system of purchasing stations for processing and exporting coffee. Every year, Ea Pók sells coffee directly to Japan and Europe with prices higher than domestic prices from 3,000 to 5,000 VND per kilo of coffee beans. In 2016, the company exported 1,400 tons. In

2017, the company exported approximately 1,500 tons of high quality wet processed coffee to the Japanese market.

- The company receives the support and help of local leaders and policies and guidelines for production and consumption of the government.

➤ ***Difficulties***

- Business activities of the company are seasonal, so the annual revenue can be affected by weather factors, natural disasters, drought,...
- Vietnam's coffee export market is facing a lot of difficulties and export prices have fallen sharply, while domestic coffee prices are also falling. In addition, Vietnam exports mainly raw coffee, not processed. Therefore, export value is not high. This affects revenue and should be oriented to solve problems after equitization.
- Vietnam has also been involved in a number of FTAs, most recently is the CPTPP. This means that tariff barriers will be removed. Goods from other countries can be freely circulated. Therefore the competitiveness of the product should be improved. Improving labor productivity, reducing production costs, increasing the value added content of products are challenges for the company in the coming time.
- The Central Highlands has more than 450,000 hectares of coffee, accounting for over 90% of the country's coffee area. However, most of the coffee plantations in the Central Highlands are in old age. In Cu M'Gar district, there are about 20,000 hectares of coffee at the age of 25 (*the average life expectancy of coffee trees in Vietnam is 20-30 years, a coffee plant can take 3-4 years to produce beans*). Despite the re-planting of coffee, the effect was still very low. The coffee orchard of re-planting only grows well until the 2nd and 3rd year, then decline gradually.
- The households that are contracted to produce coffee in the company are mainly ethnic minority people, the propaganda and solving labor issues at the company to carry out equitization will face many difficulties.
- Some officials and employees in the management levels have not actively advised and proposed reasonable measures to handle outstanding jobs according to their assigned functions, tasks and powers; the implementation of the tasks, missions is not high. Some officials with high age, level and capacity are limited.

10. The company's position compared to businesses in the same industry

➤ ***The company's position in the industry***

Ea Pók coffee one-member limited liability company is one of the first coffee enterprises in Dak Lak province. Over 40 years of establishment and development, the company has a strong position in the province and export markets. The company is the first enterprise in the Central Highlands to implement the replanting coffee, with experience and results achieved, the model of

replanting coffee was selected by the People's Committee of Dak Lak province to widen the province.

➤ ***Prospects for the industry development***

The decision No. 286/QĐ-TTg dated 03/09/2018 of the Prime Minister approving adjustments and supplements to the master plan for socio-economic development of Dak Lak until 2020 and orientation to 2030, Accordingly, by 2020, the group of key crops of the province will continue to be long-term industrial crops with export value such as coffee, rubber, pepper, cashew ...

In terms of animal husbandry, by 2020, the establishment of concentrated breeding areas, large-scale farms applying high technology; focusing on raising cattle (beef, dairy cows, goats ...), poultry in the direction of intensive farming, raising productivity and quality of products. To raise livestock into a high-contribution industry in the agricultural sector, reduce environmental pollution, ensure food safety and hygiene and increase competitiveness, increase the industry proportion in the agricultural structure to 40 - 50% by 2020.

➤ ***Evaluate the development orientation of the company with the direction of the industry, state policies and general trends in the world.***

According to the equitization plan, in the future, the company will continue to maintain and promote the strength of coffee, develop the area of coffee plantations in the land allocated. In addition, the company will develop cattle farms and change the breed to achieve higher productivity. It can be seen that the development orientation of the company is consistent with the general direction of the industry and the State policies.

III. THE INVESTMENT PLAN AND DEVELOPMENT STRATEGY AFTER EQUITIZATION

1. The form of equitization

- Pursuant to the article 5 of the Government's Decree No. 126/2017/ND-CP of November 16, 2017 on transformation of State enterprises and one-member limited liability companies invested by State enterprises with 100% of charter capital into a joint stock companies.
- Pursuant to the Prime Minister's Official letter No. 1832/TTg-DMDN dated 10/15/2015 on the master plan for restructuring and renovating the agriculture and forestry companies under the People's Committee of DakLak Province, Ea Pôk coffee one-member limited liability company is a state-owned enterprise that does not hold controlling shares when equitized.
- Pursuant to Decision No. 1130/QĐ-UBND dated 04/22/2016 of the People's Committee of Dak Lak Province on the equitization of Ea Pôk coffee one-member limited liability company.
- Pursuant to Decision No. 1308/QĐ-UBND dated 06/13/2018 of the People's Committee of Dak Lak Province approving the equitisation plan of Ea Pôk coffee one-member limited liability company;
- Based on actual characteristics of the business situation of the business.

Company selects the form of equitization: *Selling part of existing state capital in the company.*

2. The information of the enterprise after equitisation

- Full name in Vietnamese: CÔNG TY CỔ PHẦN CÀ PHÊ EA PÓK
- In English: EAPOK COFFEE JOINT STOCK COMPANY
- Trading name: EAPOK COFFEE
- Abbreviation: EPC JSC
- Head office: Km14, Provincial Road 8, Ea Pók town, Cư M'Gar district, Đắk Lắk
- Telephone: 0262.3530281 Fax: 0262.3530.225
- Email: eapokcoffee@gmail.com

3. The legal form of the joint stock company

The joint stock company has:

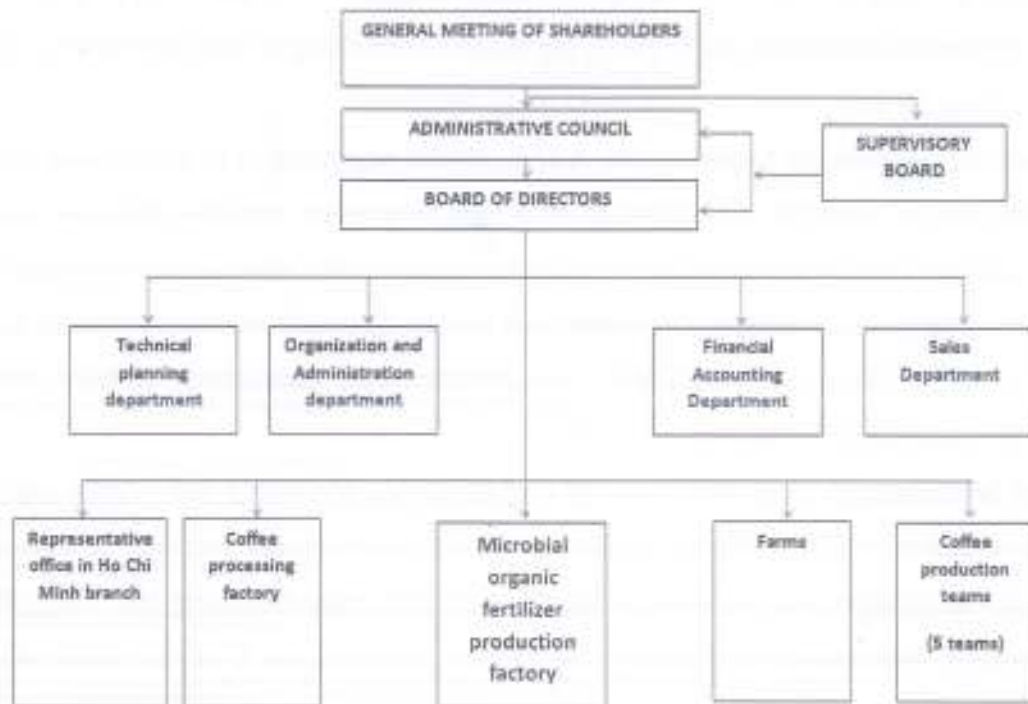
- The legal entity status from the date of issuance of the enterprise registration certificate;
- Its own independent economic accounting system;
- Its own seal, opening bank account in accordance with the law;
- To be organized and operate in accordance with the charter of the joint stock company, the Law on Enterprises and other relevant legal documents; to be entitled to register business in accordance with law.

4. Business sectors after equitization

No	Sector name	Code
1	Wholesale of agricultural machinery, equipment and spare parts Details: Purchase and sale of agricultural equipment	4653
2	Wholesale of solid, liquid and gaseous fuels and related products Details: Trading gasoline and engine lubricants	5510
3	Buffalo, cattle farming	0141
4	Poultry farming	0146
5	Other animals husbandry. Details: wildlife breeding	0149
6	Wholesaling agricultural and forestry raw materials (except wood, bamboo) and live animals. Details: Trading agricultural products	4620
7	Trading agricultural materials	4669
8	Coffee plantation	0126
9	Post-harvest service activities: coffee processing	0163
10	Production of fertilizers and nitrogen compounds	2012

After equitization, the company may continue to add other business sectors (if necessary) under the approval of the general meeting of shareholders of the company.

5. The expected organizational structure



General meeting of shareholders is the highest authority of the company. The annual shareholders' general meeting is held once a year. The General Meeting of Shareholders must hold an annual meeting within four (4) months from the end of the financial year.

Administrative council is the management body of the company, business activities and work of the company are subject to the supervision and the administrative council. The administrative council has full authority to exercise all rights in the name of the company except for the authority of the General Meeting of Shareholders.

Supervisory board is elected by the General Meeting of Shareholders, on behalf of shareholders to inspect and supervise the business, management and administration of the corporation.

Board of directors manage the day-to-day operations of the company, is under the supervision of the administrative council and is responsible to the administrative council and the general meeting of shareholders for the performance of assigned tasks and powers.

Technical planning department: Advise to build, deploy and organize the implementation of the production and business plan of the company to achieve results; formulation of investment projects; make periodic summary reports as the basis for production-oriented tasks; coordinate with the other functional departments to implement to achieve the objectives of the plans; advise

and apply scientific and technical advances to production; responsible for flood prevention, labor protection, skill upgrading and wage levels for officials and workers.

Organization and Administration department: Advise on proposals for improvement of organizational management; drafting documents, rules and regulations; resolving the procedures of labor contract, recruitment, rotation, appointment, dismissal, dismissal of employees; advise on the settlement of policies and regimes for laborers according to the provisions of the Labor Law; organizing the administrative issues and filing documents.

Financial Accounting Department: Advise on the organization of accounting, management and supervision of financial and statistical activities; to monitor, analyze and show changes in assets and capital of the company and provide information on the financial and economic situation; draw up financial plans, quarterly, 6 months and annual financial settlement reports according to the provisions of the current ordinance on statistics and accounting; archive dossiers receipts, vouchers according to the provisions of law.

Sales Department: Cope with the task of purchasing, processing and consuming coffee with the highest efficiency. Studying the expansion of the export market, to seek sources of good coffee quality, to improve the value of products, to ensure competitiveness and bring about economic efficiency; Maintaining and developing coffee according to UTZ Certified standards on wet processed coffee.

6. Charter capital and expected charter capital structure

6.1. Charter capital

Pursuant to the Decision No. 1308/QĐ-UBND dated 06/13/2018 of the People's Committee of Dak Lak Province approving the equitisation plan of Ea Pôk coffee one-member limited liability company, the charter capital of the Joint Stock Company is as follows:

Charter capital: **99.475.000.000 VND**

In words: Ninety nine billion, four hundred and seventy five million Vietnamese dong

Number of shares : **9.947.500 shares**

In words : Nine million, four hundred, seventy thousand and five hundred shares

Face value : 10.000 VND/share

Type of shares : Ordinary shares

6.2. Charter capital structure

Pursuant to the Decision No. 1308/QĐ-UBND of the People's Committee of Dak Lak province approving the equitization plan of Ea Pôk coffee one-member limited liability company, the structure of the company's charter capital is as follows:

No	Shareholder	Number of shares	Value based on face value (VND)	Proportion to charter capital
	Total charter capital	9.947.500	99.475.000.000	
I	The State	3.581.100	35.811.000.000	36,00%
II	Selling capital outside	6.366.400	63.664.000.000	64,00%
1	Employees in the company	673.900	6.739.000.000	6,77%
-	<i>Purchase of preferred shares based on actual work time in the public sector</i>	612.100	6.121.000.000	6,15%
-	<i>Purchase of preferred shares based on long-term commitment to work in the joint stock company</i>	61.800	618.000.000	0,62%
2	The labour union	0	0	0,00%
3	Other investors buy through public auction	5.692.500	56.925.000.000	57,23%
	Total	9.947.500	99.475.000.000	100,00%

Source: The decision approving the equitization plan of Ea Pók coffee one-member limited liability company

7. Business and production strategies

❖ *The company's business strategy after equitization*

Based on the current status and the results of the analysis and evaluation of the company before equitization, the company identified the business strategies after equitization as follows:

In the immediate future, to stabilize and maintain the current production and business, to preserve and develop the State capital, raise the laborers' living conditions, contributing to stabilizing the political security and order safety in the locality.

At the same time, evaluate and re-plan all the land of the company. Rehabilitate the barren badlands. For land area adjacent to the road is currently the company headquarter, the company will use this land more effectively, for example as a place to trade agricultural materials and fertilizer...

Promote the advantages of land and climate to develop more high value agricultural products, improve the efficiency of land use, and maintain traditional business sectors.

Build the foundation for processing agricultural products in association with raw material areas. To gradually shift the export structure from the export of raw products to agricultural products with high added value to meet the stringent standards of developed markets in the world.

To build and develop an internationally competitive brand of clean processed agricultural products.

To build up a new generation of educated staff who know how to apply science and technology to husbandry, having a foreign languages and knowledge of the world market. Increase awareness and scientific and technical knowledge for contracted households, especially ethnic minority households, step by step enhancing efficiency and value on contracted orchards.

❖ *The Production and business plan of the company after equitization*

Based on the results of production and business in 2017, along with the forecasts of enterprises on the economic situation, changes in production factors, the expected charter capital after equitization, the company makes the plan for production and business in the period 2018 - 2020, as follows:

Table 14: The plan for production and business in the period 2018 - 2020

No	Item	Unit	2018	2019	2020
1	Charter capital	Million dong	99.475	99.475	99.475
	<i>The growth rate</i>		-	-	-
2	Total number of employees	Person	631	631	631
	<i>The growth rate</i>			-	-
3	Net revenue	Million dong	34.187	35.863	37.624
	<i>The growth rate</i>		4%	4%	4%
4	Total cost of sales and business management	Million dong	4.102	4.304	4.515
5	Profit before taxes	Million dong	2.200	2.300	2.400
	Corporate income tax rate of 20%		20%	20%	20%
6	Profit after taxes	Million dong	1.760	1.840	1.920

Source: Ea Pók coffee one-member limited liability company

❖ *The solutions to the plan for production and business*

• **Solutions to land use**

To continue enhancing the management and use for the right purposes, efficiently and in compliance with the provisions of the land law. Whole forest lands as well as natural forest trees

are well preserved. The land for transportation and specialized use shall be arranged appropriately for production.

Management and use of land in accordance with Decision No. 2228/QĐ-UBND dated 08/22/2017 of the provincial People's Committee approving the land use plan of Ea Pôk coffee one-member limited liability company at Ea Pôk town and Cư Suê commune, Cư M'gar district, Đắk Lắk province.

- **Solutions to forest management and use**

For planted forests for wind protection, coffee shading continues to be planted to cover the whole area of coffee managed by the company and are well-invested and well protected so that the forest trees grow well.

- **Solutions to finance, investment, credit**

Continuing to develop existing financial instruments, credit loans for the right purpose, repayment of loans on time and before the deadline to reduce debt loans means reducing interest rates, recover outstanding debts to mobilize capital for production.

Based on the orientation of production and business activities, the investment needs will be calculated in the next 5 years. From that, develop a plan for raising capital, especially medium and long term capital to meet development objectives.

Review and re-evaluate all costs. Establish appropriate cost norms.

It is necessary to gradually reduce dependence on bank loans. The equitization process gives the company a new way to raise capital, namely, capital mobilization through the stock market. This is cheaper than borrowing, especially medium and long term loans at credit institutions and does not need collateral. In order to make good use of this capital mobilization channel, the company needs to change its management approach. Need to build a transparent and healthy financial situation. Build up the business plan; promote the potential advantages to attract potential investors to participate.

Every year, implement risk provisions and handle bad debts according to current regulations.

- **Solutions to plantation structure**

Continue to promote the strength of coffee. Develop a reasonable coffee growing area in the allocated land; priority is given to replanting of coffee in areas have been renovated.

Invest in intensive farming to increase the productivity of coffee per area.

Maintain the development cycle of coffee gardens, stabilize long-term and sustainable productivity.

Strict management from breeding, investment intensive farming; takes care of standard clean coffee, high quality.

- **Solutions to animal husbandry**

In the immediate future, develop the dairy cow to be able to provide fresh milk to the local market. Next, build a milk processing plant and form a trademark for fresh milk and dairy products.

Select and change cattle breeds in livestock. The current cattle breeds is low yield, long time of care, low quality of meat. Therefore, the company will gradually liquidate of old cattle breeds to replace the new ones.

Based on the annual economic efficiency to increase the size of the herd of cattle, expand the farming model of ethnic minority households. Promote the assignment of the final product in cattle.

Next, construct a slaughter plant meeting the standards of food safety and hygiene.

- **Solutions to employees**

Stable the psychology, creating confidence for all employees about the strategic orientation of the company. Equitization is the opportunity for companies to transform themselves into management, more autonomy in production and business activities. Employees have the opportunity to develop strengths and autonomy.

The Company continues to employ labor force working under labor contracts in the livestock sector, coffee export processing and contract farmers under the signed contracts.

The goal of the company is to ensure long-term stable work for ethnic workers.

Conducting recruitment based on the actual requirements of the business situation of the business, recruiting qualified personnel and good working attitude.

For the contracted households, make propaganda for farmers on agricultural knowledge, financial management skills. Simultaneously explain the orientation of the company in the future. For every change in crop structure, listen to the opinions of the people. Fully explain the rationalization of crop transformation. Avoid fragmented production, short-term thinking.

In order to stabilize the political situation as well as to attain the set objectives, it is necessary to maintain and stabilize the existing coffee plantation area of 402.41 hectares under the appropriate package model.

For the 496 contracted staff are contracting for coffee gardens (of which 150 contracted staff have been signed with labor contracts and 346 contracted staff have not signed labor contracts), up to 31 December 2018, 449 contracts will expire, should maintain and continue for at least 3 years.

- **Solutions to science and technology**

Computerize all areas of application such as financial accounting, human resource management, warehouse, property, market information, etc.

Continue to combine with scientists, bringing technological advances into production: coffee replanting, good seedling research for high productivity, good quality, raising income per unit of area.

About the cattle breedings: Select, gradually replace the current herd of cows, ensuring a stable scale. To perform well the veterinary works to maintain the title of disease-free establishments. Promote the application of scientific and technological advances in the livestock sector. Maintain a stable livestock "Disease safety".

Produce of micro-biological fertilizer for the company's orchard and supply to the market, to make use of by-products in animals husbandry, coffee production and other crops, contributing to reduce environmental pollution and develop sustainable agriculture.

Completely invest in the whole company's irrigation system (including the division 2 and the area of 40 hectares of the division 3).

- **Solutions to processing**

Improve the competitiveness of the main competitive products that are: Maintaining the wet processing of coffee under UTZ Certified for export. Strengthening and consolidating the human resources for the purchase and processing of coffee exports to promote the full capacity of machinery, equipment, warehouses and workshops to create high profits for businesses, avoid risk of losing, affecting the overall financial situation of the company.

Continue to produce products with international certification such as UTZ Certified and coffee development under geographical indications of Buon Ma Thuot Coffee.

To move forward, to build a agriculture product processing plant in association with raw materials to create high added value products.

- **Solutions to markets**

- In order to take advantage of the opportunity of exporting agricultural products to developed countries, the challenge for domestic enterprises comes from quality assurance when it has to comply with stringent quality standards and hygiene standards and food safety.
- The direction of production and business, the strategy of plantation structure must be derived from the analysis, evaluation and market forecast. This should be done by experienced and knowledgeable people.
- Actively seek new markets for the company's products. Dependence on a market or several distributors will make the company passive and may be forced to price. Therefore, in the long term, the company can build its own business network to access and bring the products to the market.
- Participating in trade fairs, introducing products of the company, calling for investment cooperation with domestic and foreign partners. Continuing to promote high quality coffee exports to fastidious markets such as Europe, Japan, USA to enhance value added. In the immediate future, the company needs to thoroughly exploit the domestic market to consume ground roasted coffee.

❖ *Plan to increase and decrease charter capital after becoming a joint stock company*

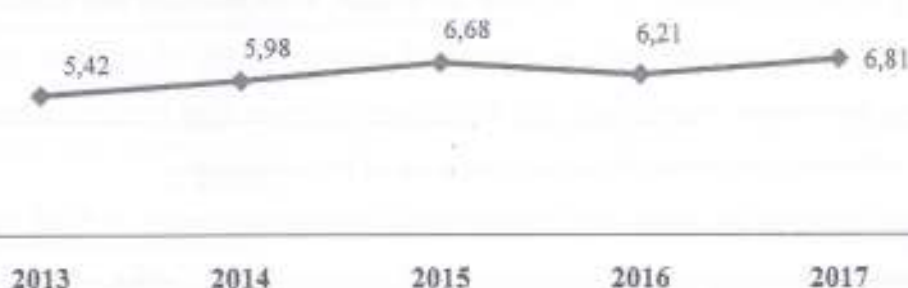
After being transformed into a joint stock company, the company's charter capital is unchanged. The increase or decrease of charter capital (if any) will be approved at the General Meeting of Shareholders and comply with the provisions of law.

IV. EXPECTED RISKS

1. Economic risk

Any economy always contains certain risks. These risks are caused by the volatility of the underlying causes in the economy. Ea Pôk coffee one member limited liability company is a participant in the economy so it is not outside the effects and influence of the change of those factors.

Vietnam GDP growth rate for 2013 - 2017



Source: General Statistics Office of Vietnam

Forecasting Vietnam's economy in 2018 will continue its growth trend thanks to the increase in aggregate demand, improved consumption, and private investment that continues to grow as a result of microeconomic environment and institutional reform to build the confidence of businesses and households. In particular, the prospects for free and signed trade agreements will bring many benefits to Vietnam. According to Standard Chartered's forecast, Vietnam's GDP growth in 2018 is forecast to reach 6.8%, approximately equal to the growth rate of 2017.

2. Legal risk

Vietnam is in the development stage so the legal system is gradually improving, policies change flexibly to suit each stage of economic development. Therefore the legal documents are inevitably inadequate and overlapping, causing a lot of difficulties for both management agencies and individuals and organizations to implement.

The production and business activities of Ea Pôk coffee one member limited liability company are governed by the legal system and policies of the State such as Enterprise Law, Value Added Tax Law, Corporate Income Tax Law... The change of laws will create opportunities and risks for the production and business results of the company. Therefore, the company always follows and grasps the guidelines and policies of the Party and State to develop a development strategy in accordance with the development trend of the country.

3. Industry specific risk

Coffee plants like other agricultural crops are highly influenced by weather factors. Climate change in recent years has affected crop yield and quality of coffee beans. In addition, coffee prices in the world always fluctuate by supply and demand, affecting sales. The company needs to closely monitor the market and actively control supply to minimize the impact from the market.

4. Risk of the offering

The stock offering of the company will depend on the situation of the stock market at the time of the auction, the psychology of investors as well as the attractiveness of shares of Ea Pók coffee one member limited liability company. Therefore, there may be risk of not selling all shares proposed to sell.

5. Other risk

In addition to the above mentioned risk factors, with the characteristics of agricultural production, the operation of Ea Pók coffee one member limited liability company may suffer from other risk factors of force majeure, natural disasters (storms, floods, droughts, epidemics, earthquakes, etc...), or war or fire ... These risks will cause difficulties and direct or indirectly to the production and business activities of the company.

V. THE INFORMATION ABOUT THE OFFERING OF SHARES

1. Method of payment and payment to purchase shares for investors participating in the auction

❖ *Form of share offering*

- Number of shares to be auctioned : 5.692.500 shares
- Type of shares : Ordinary shares
- Face value : 10.000 VND/ share
- Starting price : 10.200 VND/ share
- Offering method : Public auction at the Ho Chi Minh City Stock Exchange

❖ *Participants and number of shares registered to buy*

- Participants: Domestic and foreign organizations and individuals that meet the conditions stipulated in the regulations of the first public auction of Ea Pók coffee one member limited liability company.
- Minimum number of shares to be subscribed: 100 shares
- Maximum number of shares to be subscribed: 5.692.500 shares
- Number of shares purchased: In multiples of 100
- Deposit: equal to 10% of the value of the shares ordered at the starting price.

❖ *Time and place of the auction*

- Time and place to receive the prospectus, register to participate in the auction, deposit money, and submit the bidding register form: According to provisions of the regulations of the first sale of shares to outside of Ea Pók coffee one-member limited liability company.
- Time to hold the auction: According to provisions of the regulations of the first sale of shares to outside of Ea Pók coffee one-member limited liability company.
- Place to hold the auction: Ho Chi Minh City Stock Exchange – No. 16 Vo Van Kiet Street, District 1, Ho Chi Minh City.
- Payment period for shares purchase and get back the deposits: According to provisions of the regulations of the first sale of shares to outside of Ea Pók coffee one-member limited liability company.

2. **Preferential shares sold to employees**

Based on the approved equitization plan of Ea Pók coffee one-member limited liability company, the plan of preferential shares for employees is as follows:

❖ *Shares sold to employees in accordance with the actual working time in the public sector*

Based on the data of registration for preferential shares according to the number of years working in the state sector of indirect employees named in the list of regular laborers of the company at the time of determining the enterprise value, the number of preferred shares sold to the employees is as follows:

No	Item	Number of people
	Criteria for determining	Employees named in the list of regular laborers of the company at the time of determining the enterprise value
1	Total number of employees at the time of enterprise valuation at 01/01/2017 (person)	633
2	The total number of indirect employees entitled to purchase preferred shares at the time of valuation of the enterprise (person)	44
3	Total number of years for purchasing shares (year)	957
4	Total number of preferred shares (share)	95.700
5	Type of shares	Ordinary shares
6	Transfer conditions	Restrictions on transfer of 03 years from the time of payment of preferential shares

Prospectus

No	Item	Number of people
7	Selling offer	60% of the value of one share at face value (10,000 VND /share)
8	Time for selling	Before the completion of the public auction through the Ho Chi Minh Stock Exchange

Source: The equitization plan of Ea Pók coffee one member limited liability company

❖ *Selling shares at preferential prices to contracted employees who are planting coffee and work for long-term stable at the company*

According to Clause 5, Article 21 of Decree No. 118/2014/ND-CP dated December 17, 2014 of the Government: "Laborers have contracts on stable and long-term contracts with companies when the companies switch to joint-stock companies; they are entitled to buy shares at preferential prices like regular employees in the company".

According to Section c, Clause 1, Article 42 of Decree No. 126/2017/ND-CP dated November 16, 2017: "For laborers representing contracted households (each contracted household shall appoint one laborer) at the time of determining the value of an equitized enterprise having a long-term stable contract with an agro-forestry company when being converted into a joint-stock company, they are entitled to buy a maximum of 100 shares for each contracted year with the company at the price of 60% of the value of one share at face value (10,000 VND /share).

The quantity and value of shares sold to the contracted employees of Ea Pók coffee one member limited liability company are as follows:

No	Item	Number of people
	Criteria for determining	Laborers have contracts on stable and long-term contracts with the company when the company switch to the joint-stock company
1	Total number of employees who have long-term contracts with the company are entitled to buy preferential shares (persons)	589
2	Total number of contracted years for which the shares have been purchased (year)	7.087
3	Total number of preferred shares (share)	516.400
4	Type of shares	Ordinary shares
5	Transfer conditions	Restrictions on transfer of 03 years from the time of payment of preferential shares

No	Item	Number of people
6	Selling offer	60% of the value of one share at face value (10,000 VND /share)
7	Time for selling	Before the completion of the public auction through the Ho Chi Minh Stock Exchange

Source: The equitization plan of Ea Pók coffee one member limited liability company

Shares sold at preferential prices to laborers for a period of at least 3 years commencing their commitment to work for a long time at a joint-stock company (from the date the enterprise is granted the enterprise registration certificate for the first time)

According to the provisions of Clause 2, Article 42 of Decree No. 127/2017/ND-CP dated November 16, 2017, the selling prices of shares to laborers according to the duration of commitment to work for a long time at joint-stock companies are determined at the starting price; it is approved by the owner's representative office in the equitization plan.

Based on the criteria and conditions for purchasing shares under the long-term commitment of Ea Pók coffee one member limited liability company after transferring to a joint stock company and the result of subscribing for additional shares of employees, the total number of share of employees registered to buy more as time commitment to work for a long time in the joint stock company is 61,800 shares, the price is equal to the starting price. These shares will be subject to transfer restrictions during the commitment period.

❖ *Preferential sares sold to the labour union*

The labour union of Ea Pók coffee one member limited liability company does not register to buy shares of the company when equitization.

❖ *Time for selling*

After the public auction of shares on the Ho Chi Minh City Stock Exchange

3. Handling of the number of shares not sold out

The number of shares do not sold out including:

- Number of shares the employee refuses to buy under the approved plan;
- The number of shares do not registered to buy by investors under the approved public auction plan;
- The number of shares that investors who won the public auction but refused to buy;

The treatment of shares not sold out shall be handled as follows:

- (1) In case no investor registered to buy the shares, the steering committee shall sell shares to employees in accordance with the approved equitization plan and at the same time carry out procedures for transferring the business to the joint stock company. **The total number of unsold shares will be adjusted to the charter capital, charter capital structure and the capital withdrawal after the company has operated in the form of a joint stock company.**

- (2) If only one investor subscribes to buy shares, the steering committee shall execute the agreement on the sale of the unsold shares to the investor who have registered for the purchase of auctioned shares at the selling price not lower than the starting price with the volume already registered for valid purchase. If the investor does not buy, the equitized enterprise shall comply with the provisions of Item (1).
- (3) Where, after the public auction, all auction winners in the public auction refuse to buy, the steering committee for equitization shall comply with the provisions in Item (1).
- (4) Where a part of the shares offered for sale in a public auction has been sold, the remaining shares not sold in the public auction (*including the number of shares held by winning investors but refuse to buy*) is carried out in the following order:
 - a) The Steering Committee will continue to inform investors that have participated in the auction (excluding investors who have won auctions in the public auction) in order to sell the deal to these investors in accordance with the volume registered and the bid price placed at the auction; on the principle of selecting the negotiated price from the highest paid price to the lowest ones until sufficient quantity of shares have to sell.
 - b) If the shares have not been sold to investors after the agreement has been reached, the Steering Committee will continue to inform investors who have won the auction in the public auction (not including investors have won the auction but refused to buy) to agree to sell to the investors with the selling price is the bid price of each investor; on the principle of selecting the negotiated price from the highest paid price to the lowest ones until sufficient quantity of shares have to sell.
 - c) If there are still unsold shares (including the number of shares the employees refuse to buy), the entire number of shares not yet sold will be adjusted by the steering committee for Equitization to charter capital, charter capital structure and capital withdrawal after the enterprise has operated in the form of a joint stock company.

VI. THE PLAN FOR REGISTRATION OF THE PUBLIC COMPANY, REGISTRATION OF DEPOSITORY, EXCHANGE STOCK AND LISTING ON THE STOCK MARKET

Equitization of companies associated with registration of transactions and listing on the stock market in accordance with Clause 3, Article 11 of Decree No. 126/2017/ND-CP dated 11/16/2017 on transformation of state-owned enterprises and one-member limited liability companies invested by state owned enterprises with 100% of charter capital into joint-stock companies.

Within 90 days from the end of the public offering of shares, the equitized enterprise shall complete procedures for registration of depository shares at the Vietnam Securities Depository Center and register translation on the Upcom trading system.

In cases where an enterprise is equitized in the form of partial sale of state capital and issuing more shares to increase its charter capital in the form of public auction to offer shares to the public; If fully meeting the conditions for listing on the Stock Exchange, the equitized enterprise

shall have to submit the listing dossier immediately after the end of the offering and notify the result of the offering to the State Securities Commission.

VII. THOSE RESPONSIBLE FOR THE PROSPECTUS

1. The steering committee for equitization

Table 15: The list of steering committee for equitization

No	Full name	Position
1	Mr. Huynh Quoc Thich	Head of the steering committee
2	Mr. Tran Cu	Deputy head of the steering committee
3	Mr. Dinh Xuan Dieu	Deputy head of the steering committee
4	Mr. Huynh Van Tien	Member
5	Mr. Phan Trong Tung	Member
6	Mr. Y Ka Nin H'Dok (Has been retired)	Member
7	Mr. Huynh Trong Phuoc	Member

This prospectus has been approved by the steering committee for equitization and is in line with the actual situation we are aware of in order for investors to be able to evaluate their assets, financial status, results and business prospect of Ea Pôk coffee one-member limited liability company before the registration to participate in the auction.

2. The auction organization

Ea Pôk coffee one-member limited liability company

Mr. Tran Cu

Position: The president

We ensure that the information and data contained in this prospectus is accurate to the current situation of the business, enabling investors to objectively evaluate the financial status, results and prospects of Ea Pôk coffee one-member limited liability company before participating in the auction.

3. The consulting organization

Asian securities corporation

Mrs. Le Thi Thanh Binh

Position: General Director

This prospectus is part of the initial public offering registration filing made by Asian Securities Corporation on the basis of the consultancy agreement with Ea Pôk coffee one member limited liability company. We ensure that the analysis, evaluation and selection of the words in this prospectus has been made in a reasonable and prudent manner based on the information and data provided by Ea Pôk coffee one member limited liability company.

VIII. THE CONCLUSION

The prospectus for the first public offering of shares of Ea Pók coffee one member limited liability company was prepared by Asean Securities Corporation has met the requirements and regulations of the law on equitization.

IX. IMPORTANT NOTES, CONDITIONS AND RESTRICTIONS

- The prospectus is based on documents and information provided by the company; therefor, Asean Securities Corporation will not be held liable in case the information provided by the company is inaccurate or deliberately concealed.
- The prospectus does not guarantee that it contains sufficient information about Ea Pók coffee one member limited liability company. We do not undertake any analysis, nor make any judgments to imply the value of shares.
- Therefore, we recommend investors participating in the auction, need to find out more information about the company, including but not limited to: The charter of the enterprise, the financial statements, audited financial statements and the current situation of the enterprise,.... as well as participation in auctions of investors must ensure that the registration to purchase or conducting transactions that are/will be paid with a legal source of money, in accordance with their authority, ensuring the provisions of current laws.
- This prospectus is made in Vietnamese and English. In case of any questions or disputes arising, the Vietnamese version will have a reference value.

**REPRESENTATIVE OF THE STEERING COMMITTEE FOR EQUITIZATION
HEAD OF THE STEERING COMMITTEE**

Huynh Quoc Thich

**REPRESENTATIVE OF THE AUCTION ORGANIZATION
EA PÓK COFFEE ONE MEMBER LIMITED LIABILITY COMPANY
PRESIDENT**

Tran Cu

**REPRESENTATIVE OF THE CONSULTANT ORGANIZATION
ASEAN SECURITIES CORPORATION
GENERAL DIRECTOR**

Le Thi Thanh Binh

VHD TRANSLATION OFFICE

Certifies that this document was translated by Ms. Pham Thi Kim Dung – Collaborator of VHD Translation Office.
Certificate No: 1701 Book No: 07 SCN/BD-VHD

VĂN PHÒNG DỊCH THUẬT VHD CHỨNG NHẬN

Bà Phạm Thị Kim Dung – Cộng tác viên Văn phòng dịch thuật VHD- đã dịch văn bản này.

Số CN: 1701 Quyền số: 07 SCN/BD-VHD

Hà Nội ngày 17 tháng 07 năm 2018

I, undersigned, Pham Thi Kim Dung, People's Identity Card No. 132064550 issued on 16.08.2007 in Phu Tho, commit that: I have translated correctly this document from Vietnamese to English.

Tôi Phạm Thị Kim Dung CMND số 132064550

Cấp ngày 16.08.2007 tại Phú Thọ, cam đoan đã dịch chính xác văn bản đính kèm từ tiếng Việt sang tiếng Anh

Ngày/date: 17/07/2018



Phạm Thị Kim Dung

P. TRƯỞNG PHÒNG TC-HC
Nguyễn Bích Ngọc

