DONG HAI BEN TRE JSC. SOCIALIST REPUBLIC OF VIETNAM Independence - Freedom - Happiness

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-----No:.../././BC-CTĐH

Ben Tre, January 20, 2017

### REPORT ON CORPORATE GOVERNANCE OF LISTING COMPANY YEAR OF 2016

Respectfully addressed to: - State Securities Commission of Vietnam - Ho Chi Minh Stock Exchange

- Name of listing Company: Dong Hai Ben Tre Joint Stock Company (DOHACO)

- Head office: Lot AIII, Giao Long Industrial Zone, An Phuoc Ward, Chau Thanh District, Ben Tre Province, Vietnam.

- Telephone: 075 3635739 Fax: 075 3635738

- Email: donghaibentre@yahoo.com.vn

- Charter capital: *VND* 255,846,030,000

- Listed name on stock market: DHC

### I. Operations of the annual general meeting:

Information on meetings and Resolutions/Decisions of the General Meeting of Shareholders (including the resolutions of the General Meeting of Shareholders which adopted by the form of written comments):

| No | Number<br>Resolution /<br>Decision | Date       | Contents  |
|----|------------------------------------|------------|---|
|    |                                    |            | - Adoption of the final report on production and business activities in 2015.   |
|    |                                    | u.         | - Adoption of the audited financial statements and the allocation of profits in 2015.   |
|    |                                    |            | - Adoption of the 2015 Report to Supervisory Board.   |
|    |                                    |            | - Adoption of the production and business plans and profit allocation in 2016   |
|    |                                    |            | - Adoption of the remuneration budget and bonus payment<br>for the Board of Management, the Supervisory Board in<br>2016  |
| 01 | 01/NQ-AGM                          | 25/06/2016 | - Authorization for the Board of Management to select an Audit Company for the 2016financial statements.  |
|    |                                    |            | <ul> <li>Through the adjustment of the Giao Long Paper Factory project - Phase 2: Changing the production capacity from 600 tons / day with a total investment of about VND 660,000,000,000 (+/-10) to 660 tons/day with the total investment of about VND 720,000,000,000 (+/-10). Annual general meeting authorizes the Board of Management to implement the Project and implementation of the procedures to adjust relevant Project.</li> <li>Approval of the Chairman and CEO of the Company for year of 2016.</li> </ul> |

|  | - Through the amendment of some provisions of the<br>Charter of the Company in accordance to the changing<br>contents of the Law on Enterprises 2014, and at the same<br>to authorize the Board of Management to perform the<br>modification and disclosure the Company's charter which<br>has been modified. |
|--|---|
|  | - Adoption of the Proposal Letter No. 56/TT-HĐQT on the issuance of shares to pay dividends in 2015   |
|  | - To elect Mr. Tatsuyuki Ota to become the member of Board of Management for the 2012-2016 term.  |
|  | - To elect Mr. Nguyen Quoc Binh to become the member of Supervisory Board for the 2012-2016 term.   |

### II. Board of Management:

### 1. Information about the Members of the Board of Management:

| No | BOD Members               | Position         | Starting date<br>/No longer a<br>member of the<br>Board | Number<br>of<br>meetings<br>attended | Percentage<br>of<br>attendance | Reasons for not<br>attending<br>meetings              |
|----|---------------------------|------------------|---|--------------------------------------|--------------------------------|---|
| 01 | Mr. Le Ba Phuong          | Chairman         | 05/03/2004  | 10                                   | 10/10                          |   |
| 02 | Mr. Nguyen Thanh<br>Nghia | Vice<br>Chairman | 26/04/2012  | 10                                   | 10/10                          |   |
| 03 | Mr. Le Quang<br>Hiep      | Member           | 28/02/2007  | 10                                   | 10/10                          |   |
| 04 | Mr. Luong Van<br>Thanh    | Member           | 21/06/2014  | 10                                   | 10/10                          |   |
| 05 | Ms. Ho Thi Song<br>Ngoc   | Member           | 26/04/2012  | 9                                    | 9/10                           | Absent 01<br>session because<br>of maternity<br>leave |
| 06 | Mr. Tatsuyuki Ota         | Member           | 25/06/2016  | 4                                    | 4/4                            | Appointed from<br>June 25, 2016                       |

### 2. Supervising activities of the Board of Management to the Board of Directors:

The supervision of the Board of Management to the operation activities of Director General is the regular and continuous activity. Board of Management focuses on the supervision of the adherence of the regulations of Law on Enterprises, Company's regulations, statutes of the Company against the Director General's operation activities, to supervise the plans, targets that set out by the annual general meeting and Board of Management, plans of 2016 on markets, customers, sales of goods, financial using, arrangement of the Company's workforce, etc. In 2016, activities of the Company are stable and there are many positive changes.

**3.** Activities of the subcommittees of the Board of Management: Currently, the Company is not establishing its subcommittees of the Board of Management but the Board of management to appoint the members who are in charge of salary, bonus, workforce and investment of the company to support for the management of the Company.

### 4. Resolutions/Decisions of the Board of Management:

| No | Resolutions/<br>Decisions<br>No. | Date       | Contents  |
|----|----------------------------------|------------|---|
| 01 | 01/NQ-<br>HĐQT                   | 27/01/2016 | - Adoption of the statement of operations in 2015 and 2016 plan.  |
| 02 | 02/NQ-<br>HĐQT                   | 27/01/2016 | - Approval of the Proposal Letter No. 53/TT-HĐQT dated December 31, 2015 on the proposal of the salary rate on the product from 2016.   |
| 03 | 03/NQ-<br>HĐQT                   | 27/01/2016 | <ul> <li>Approval of the list for bonus of the Executive board of the Company.</li> <li>Approval of the list for bonus of the Executive board of the Company for Board of Management &amp; Supervisory Board.</li> <li>Approval of the proposal for the bonus of the employees who have initiatives and improvement of management performance.</li> </ul> |
| 04 | 04/NQ-<br>HĐQT                   | 07/03/2016 | - By evaluation at the sale price, time for offering and adjustment of the number of shares offered as plan for offering individual stocks  |
| 05 | 05/NQ-<br>HĐQT                   | 23/03/2016 | - Approval of the Proposal Letter No. 54/TT-HĐQT dated March 17, 2016 on the selection of the fabrication and installation of fluidized bed boiler with capacity of 20 tons/hour.   |
| 06 | 06/NQ-<br>HĐQT                   | 18/04/2016 | - Approval of the short-term loans capital to supplement to working capital as 2016 business plan at VietinBank – Bac Sai Gon Branch.   |
| 07 | 06/NQ-<br>HĐQT                   | 20/04/2016 | - Approval of the short-term loans capital to supplement to working capital as 2016 business plan at Vietcombank – Tien Giang Gon Branch  |
| 08 | 07/NQ-<br>HĐQT                   | 26/04/2016 | - Approval of the selection of the Jiang Huadong Paper<br>Machinery Company to be the supplier of the XEO<br>machine system for Giao Long Paper Factory, Phase 2.   |
| 09 | 08/NQ-<br>HĐQT                   | 26/04/2016 | - Approval of the selection of the Andritz Technologies<br>H.K. Limited Company to be the supplier of equipment for<br>Giao Long Paper Factory, Phase 2.  |
| 10 | 09/NQ-<br>HĐQT                   | 26/04/2016 | - Approval of the selection of the Bellmer Gapcon Gmbh,<br>Germany to be the supplier of equipment for Giao Long<br>Paper Factory, Phase 2  |
| 11 | 10/NQ-<br>HĐQT                   | 15/05/2016 | Approval of the organization plan for the 2016 Annual General Meeting.  |
| 12 | 11/NQ-<br>HĐQT                   | 25/05/2016 | - Approval on the adjustment of the Contract value with Bellmer Gapcon Gmbh, Germany  |
| 13 | 12/NQ-<br>HĐQT                   | 31/05/2016 | - Approval on the adjustment of the Contract value with Andritz Technologies H.K. Limited.  |

| 13/NQ-<br>HĐQT | 01/06/2016   | - Approval of the Summary Report of the Company Performance Activities in $Q1/2106$ and the orientation of the $Q2/2016$ of the Company Executive Board.   |
|----------------|--|--|
| 14/NQ-<br>HĐQT | 01/06/2016   | - Approval of the short-term loans capital to supplement to working capital as 2016 business plan at BIDV Bank – Ben Tre Branch.   |
| 15/NQ-<br>HĐQT | 01/06/2016   | - Approval of the time, location and working agendas of the 2016 Annual General Meeting.   |
| 16/NQ-<br>HĐQT | 01/06/2016   | - Approval of the appointment of Mr. Tatsuyuki to become<br>the member of Board of Management of Dong Hai Ben Tre<br>JSC.  |
| 17/NQ-<br>HĐQT | 28/06/2016   | - Approval of the selection of Deloitte Vietnam Co.,Ltd to<br>be the auditor for 2016 financial statements of the Dong<br>Hai Ben Tre JSC.   |
| 18/NQ-<br>HĐQT | 28/06/2016   | - Approval of the selection of Saigon Securities Inc. to be the consultant for the issuance of the shares to pay 10% dividend of 2015.   |
| 19/NQ-<br>HĐQT | 28/06/2016   | - Implementation of plan for issuing shares to pay dividends in 2015   |
| 20/NQ-<br>HĐQT | 01/07/2016   | - Approval of the selection of the construction supervision consultant for Giao Long Paper Factory, Phase 2.   |
| 21/NQ-<br>HĐQT | 06/07/2016   | - Approval of the selection of the supplier of pile and piling for Giao Long Paper Factory, Phase 2.   |
| 22/NQ-<br>HĐQT | 30/07/2016   | - Approval of the shareholder list for the dividend payment of 2015 by shares and advance payment of 2016 dividend by cash.  |
| 23/NQ-<br>HĐQT | 30/07/2016   | - Approval of the business performance of Q2 - First 06 months of 2016 and plan for Q3/2016 of the Company Executive Board.  |
| 24/NQ-<br>HĐQT | 30/07/2016   | - Establishment of the Project Management Unit for Giao<br>Long Paper Factory, Phase 2.  |
| 25/NQ-<br>HĐQT | 15/09/2016   | - Approval of the payment guarantee at BIDV Bank – Ben Tre Branch.   |
| 26/NQ-<br>HĐQT | 15/09/2016   | - Approval of the selection of the supplier for surface sand filtration system for Giao Long Paper Factory, Phase 2  |
| 27/NQ-<br>HĐQT | 17/09/2016   | - Approval of the selection of Lien Ngoc Phat Co., Ltd to become the construction contractor for the 20 ton Boiler for Giao Long Paper Factory.  |
| 28/NQ-<br>HĐQT | 02/10/2016   | - Approval of the selection of the consultant for the verification of design documents of construction drawings for Giao Long Paper Factory, Phase 2.  |
|                | HĐQT<br>14/NQ-<br>HĐQT<br>15/NQ-<br>HĐQT<br>16/NQ-<br>HĐQT<br>17/NQ-<br>HĐQT<br>18/NQ-<br>HĐQT<br>20/NQ-<br>HĐQT<br>20/NQ-<br>HĐQT<br>20/NQ-<br>HĐQT<br>21/NQ-<br>HĐQT<br>21/NQ-<br>HĐQT<br>22/NQ-<br>HĐQT<br>22/NQ-<br>HĐQT<br>23/NQ-<br>HĐQT<br>23/NQ-<br>HĐQT<br>24/NQ-<br>HĐQT<br>25/NQ-<br>HĐQT<br>25/NQ-<br>HĐQT | HĐQT01/06/201614/NQ-<br>HĐQT01/06/201615/NQ-<br>HĐQT01/06/201616/NQ-<br>HĐQT01/06/201616/NQ-<br>HĐQT28/06/201618/NQ-<br>HĐQT28/06/201619/NQ-<br>HĐQT28/06/201620/NQ-<br>HĐQT01/07/201620/NQ-<br>HĐQT01/07/201621/NQ-<br>HĐQT06/07/201621/NQ-<br>HĐQT30/07/201623/NQ-<br>HĐQT30/07/201623/NQ-<br>HĐQT30/07/201625/NQ-<br>HĐQT15/09/201626/NQ-<br>HĐQT15/09/201627/NQ-<br>HĐQT17/09/201628/NQ-<br>02/10/201602/10/2016 |

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| 30 | 28/NQ-<br>HĐQT | 17/10/2016 | - Approval of the short-term loans capital to supplement to working capital as 2016 business plan at VIB Bank – HCMC Branch.  |
|----|----------------|------------|---|
| 31 | 29/NQ-<br>HĐQT | 06/10/2016 | - Approval of the selection of the construction contractor for Giao Long Paper Factory, Phase 2.  |
| 32 | 30/NQ-<br>HĐQT | 08/11/2016 | - Approval of the medium and long term loans capital for<br>the investment of the project "Giao Long Paper Factory,<br>Phase 2" at Vietcombank – Tien Giang Branch. |
| 33 | 31/NQ-<br>HĐQT | 08/11/2016 | - Approval of the short-term loans capital to supplement to working capital as 2016 business plan at Vietcombank – Tien Giang Branch.                               |
| 34 | 32/NQ-<br>HĐQT | 15/11/2016 | - Approval of the selection of the basis construction contractor for Giao Long Paper Factory, Phase 2.  |
| 35 | 33/NQ-<br>HĐQT | 15/11/2016 | - Approval of the Report of Production and Business performance of Q3/2016 and plan forQ4/2016 of Company Executive Board.  |
| 36 | 34/NQ-<br>HĐQT | 14/12/2016 | - Approval of the selection of the supplier for large motors of the hood for Giao Long Paper Factory, Phase 2.  |
| 37 | 35/NQ-<br>HĐQT | 14/12/2016 | - Approval of the selection of the supplier for sensors of mesh stretching, drying bush for Giao Long Paper Factory, Phase 2.                                       |
| 38 | 36/NQ-<br>HĐQT | 14/12/2016 | - Selection of the contractor to supply conveyor belt for Giao Long Paper Factory, Phase 2.   |
| 39 | 37/NQ-<br>HĐQT | 14/12/2016 | - Selection of the contractor to supply bridge crane for Giao Long Paper Factory, Phase 2.  |
| 40 | 38/NQ-<br>HĐQT | 14/12/2016 | - Selection of the contractor to supply pumps and motors<br>for paper machines system for Giao Long Paper Factory,<br>Phase 2.                                      |
| 41 | 39/NQ-<br>HĐQT | 14/12/2016 | - Selection of the contractor to supply valves and instrument for the powder for Giao Long Paper Factory, Phase 2.  |

### III. Supervisory Board:

1. Information on the members of Supervisory Board:

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| No | Supervisory Board<br>Members | Position                        | Starting<br>date /No<br>longer a<br>member of<br>the Board | Number<br>of<br>meetings<br>attended | Percentage<br>of<br>attendance | Reasons<br>for not<br>attending<br>meetings |
|----|------------------------------|---------------------------------|--|--------------------------------------|--------------------------------|---|
| 01 | Mr. Nguyen Huu<br>Hieu       | Head of<br>Supervisory<br>Board | 26/04/2012   | 03                                   | 03/03                          |   |

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| 02 | Mrs. Doan Hong Lan      | Member | 26/04/2012 | 03 | 03/03 |                                    |
|----|-------------------------|--------|------------|----|-------|------------------------------------|
| 03 | Mr. Nguyen Thanh<br>Duy | Member | 25/06/2016 | 01 | 01/02 | Resigned<br>from June<br>25, 2016  |
| 04 | Mr. Nguyen Quoc<br>Binh | Member | 25/06/2016 | 02 | 02/02 | Appointed<br>from June<br>25, 2016 |

### 2. Activities of the Supervisory Board against the Board of Management, Board of Directors and Shareholders:

Reviews the resolutions issued by Board of Management related to the completion of the implementation of strategic goals and business plan approved by the 2016 General Meeting of Shareholders.

Reviews the periodic reports from manufacturing, sales and accounting departments. Follows the situation of the actual business activities and production, sales, business expenses, profits achieved

Follow the application of reward policy for employees. Assessment of internal management processes, working process.

Reviews the contracts related to the construction of Paper factory: Purchase contracts; Construction contracts; Design and construction consultancy contracts; supervisory contract; piling contract.

Checks the project implementation progress. Checks the capacity of the performance of the design, supervisory, bidding consultancy companies. Check the capacity of basis construction company and equipment suppliers.

Checks the accounting records of the operating costs and procurement costs of the project

Checks the paper raw material procurement contracts, backup material and equipment contracts.

### 3. Coordination of activities between Supervisory Board and Board of Management and Board of Directors and other managers:

Regular discussion with the Board of Management, the Board of Directors of the production situation, business performance situation, the implementation of investment project Giao Long Paper Factory, Phase 2, the volatile situation and recruitment management

To join to the inventory of first 6 months, last 6 months. Inventory of fixed assets. Evaluation of warehouse management process, process of purchasing materials, spare parts and backup equipment

Checks the accounting records, operation costs of the 2016 production and sale activities. Assessment of 2016 results. Review the 2016 audit report.

### 4. Other activities of the Supervisory Board (If any): Not available

### IV. Training on company governance:

Training courses on company governance which the members of Board of Management, Supervisory Board, Director (CEO), other managers and company secretary was attended with regulations on company governance:

V. List of related persons of listed company under the provisions of paragraph 34 of Article 6 of the Securities Law (Report of 6 months/year) and transaction of related persons of the company with the Company itself:

1. List of related persons of company: (Attached list)

2. Transaction between the Company and related persons of the Company; or between the Company and its major shareholders, insiders, related persons of the insiders: None

3. Transaction between the insiders of the listed company, related persons of the insiders with affiliated company, company controlled by listed company: None

4. Transactions between the company and other objects:

4.1. Transactions between the Company with the company that members of Board of Management, Supervisory Board, Director (CEO) has been and being the founding member or members of the Board of Management; CEO for three (03) years and above (since the date of the reporting): None

4.2. Transactions between the company and the company for which the related persons of the members Board of Management, Supervisory Board, Director (CEO) are the members of Board of Management, CEO: None

4.3. Other transactions of the company (if any) that could bring material or immaterial benefits for members Board of Management, Supervisory Board, Director (CEO): None

### VI. Transaction of the shares of insiders and related persons of that insiders:

1. List of insiders and related persons of that insiders (attached list)

2. Transactions of the insiders and related persons with the shares of the listed company.

|    |  |  |           | r of shares<br>at opening |           | r of shares<br>at closing | Reason for<br>increase or                                      | 11.0%     |
|----|--|--|-----------|---------------------------|-----------|---------------------------|--|-----------|
| No | Transaction<br>carried out<br>by                                     | Relations<br>with the<br>insiders            | Shares    | Proportion                | Shares    | Proportion                | decrease<br>(purchase,<br>sale,<br>conversion,<br>bonus, etc.) | 1.21      |
| 01 | DAIWA-<br>SSIAM<br>VIETNAM<br>GROWTH<br>FUND II L.P.                 | Major<br>shareholder                         | 0         | 0%                        | 3,437,500 | 14.78%                    | Buy  |           |
| 02 | SSI Fund<br>Management<br>Co., Ltd                                   | Major<br>shareholder                         | 0         | 0%                        | 1,718,750 | 6.72%                     | Buy  |           |
| 03 | KINGSMEAD<br>VIETNAM<br>AND<br>INDOCHINA<br>GROWTH<br>MASTER<br>FUND | Major<br>shareholder                         | 826,100   | 4.787%                    | 1,456,510 | 5.69%                     | Buy  |           |
| 04 | Mr. Le Ba<br>Phuong  | Chairman of<br>Board/<br>Director<br>General | 968,100   | 5.609%                    | 1,367,190 | 5.34%                     | Buy  | ар.<br>Х. |
| 05 | Mrs. Nguyen<br>Thi Thuy  | Related<br>person of Mr.<br>Le Ba<br>Phuong  | 1,006,116 | 5.83%                     | 1,282,727 | 5.01%                     | Buy  |           |

|    |                           | Vice  |         |        |           |       | Buy |
|----|---------------------------|---|---------|--------|-----------|-------|-----|
| 06 | Mr. Nguyen<br>Thanh Nghia | Chairman of<br>Board  | 526,784 | 3.052% | 600,153   | 2.35% |     |
| 07 | Mr. Luong<br>Van Thanh    | Member of<br>Board of<br>Management/<br>Vice Director<br>General. | 660.000 | 3,824% | 1.368.000 | 5,35% | Buy |

### VII. Other noteworthy issues:

- The company has successfully offered 6,000,000 shares for raising the fund to invest Giao Long Paper Factory, Phase 2. On April 05, 2016, Ho Chi Minh City Stock Exchange was issued the Decision No.145/ QD-SGDHCM on the approval for the Company to issue more 6,000,000 shares. The Company has registered for the trading of these additional shares from the date of March 16, 2017.
- Vietnam Securities Depository HCMC Branch has issued document No. 5518/CNVSD- ĐK dated November 22, 2016 and 236/CNVSD-ĐK dated January 13, 2017 on the transfer of 690,091 shares from Conditional Share Transfer Free Share Transfer.



### DONG HAI JOINT STOCK COMPANY OF BEN TRE

## LIST OF RELATED PERSONS OF COMPANY AS SPECIFIED IN CLAUSE 34, ARTICLE 6 OF SECURITIES (Attached the Report on Corporate Governance of Listing Company)

|   |   |                                  | 4                                |                            |   |                  | 1   |                  |
|---|---|----------------------------------|----------------------------------|----------------------------|---|------------------|---|------------------|
| Reasons   |   |                                  |                                  |                            |   |                  |   | Newly Elected    |
| Time of<br>ending to be<br>affiliated<br>person               |   |                                  |                                  |                            |   |                  |   |                  |
| Time of<br>starting to be<br>affiliated<br>person             | 18/03/2016                                    | 12/08/2015                       | 05/03/2004                       | 26/04/2012                 | 21/06/2014  | 28/02/2007       | 26/04/2012  | 25/06/2016       |
| Address   |   |                                  |                                  |                            |   | л<br>7 г         |   |                  |
| ID card/Pass port<br>No., date of<br>issue, place of<br>issue | <i>.</i>                                      |                                  |                                  |                            |   |                  |   |                  |
| Position at<br>the company<br>(if any)                        | 2   |                                  | Chairman –<br>General<br>Manager | Vice<br>Chairman of<br>BOD | Member of<br>BOD/<br>Deputy<br>General<br>Manager | Member of<br>BOD | Member of<br>BOD/<br>Deputy<br>General<br>Manager | Member of<br>BOD |
| Securities<br>trading<br>account (if<br>any)                  |   |                                  |                                  |                            |   |                  |   |                  |
| Name  | DAIWA-SSIAM<br>VIETNAM GROWTH<br>FUND II L.P. | Công ty CP Tân Cầng Giao<br>Long | Lê Bá Phương                     | Nguyễn Thanh Nghĩa         | Lương Văn Thành                                   | Lê Quang Hiệp    | Hồ Thị Song Ngọc                                  | Tatsuyuki Ota    |
| No  | 1   | 2                                | 3                                | 4                          | <b>. . .</b>                                      | 6                | 7   | 8                |



|   |                                 |                 |                  |                  | 60                                |
|---|---------------------------------|-----------------|------------------|------------------|-----------------------------------|
| Reasons   |                                 |                 | Resign           | Newly Elected    | 11 <u>8</u> 6                     |
| Time of<br>ending to be<br>affiliated<br>person               |                                 |                 | 25/06/2016       |                  |                                   |
| Time of<br>starting to be<br>affiliated<br>person             | 26/04/2012                      | 26/04/2012      | 15/06/2013       | 25/06/2016       | 24/06/2013                        |
| Address   |                                 | .e.             |                  |                  |                                   |
| ID card/Pass port<br>No., date of<br>issue, place of<br>issue |                                 | 1               |                  | *                |                                   |
| Position at<br>the company<br>(if any)                        | Head of<br>Supervisory<br>Board | Member of<br>SB | Member of<br>SB  | Member of SB     | Chief<br>Accountant/<br>Discloser |
| Securities<br>trading<br>account (if<br>any)                  |                                 |                 |                  |                  |                                   |
| Name  | Nguyễn Hữu Hiệu                 | Đoàn Hồng Lan   | Nguyễn Thanh Duy | Nguyễn Quốc Bình | Lê Thị Hoàng Huệ                  |
| No  | 6                               | 10              | 11               | 12               | 13                                |



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## DONG HAI JOINT STOCK COMPANY OF BEN TRE

# LIST OF INTERNAL PERSONS AND THEIR AFFILIATED PERSONS

# (Attached the Report on Corporate Governance of Listing Company)

|  |                               | 002       | CO CO           |                 | H BE           | LINK       |                 |              | 1          | 1                    |            |                 |                      | 0                 |                   |                   |                    |
|--|-------------------------------|-----------|-----------------|-----------------|----------------|------------|-----------------|--------------|------------|----------------------|------------|-----------------|----------------------|-------------------|-------------------|-------------------|--------------------|
| Note   | -                             |           |                 |                 |                |            |                 |              |            |                      |            |                 |                      |                   | 8                 |                   |                    |
| Percentage<br>of share<br>ownership at<br>the end of<br>the period | 5,34%                         |           |                 |                 |                |            | 5,01%           |              |            | 2,35%                |            |                 | 4                    |                   |                   |                   |                    |
| Number of<br>shares<br>owned at the<br>end of the<br>period        | 1.367.190                     |           |                 |                 |                |            | 1.282.727       |              |            | 600.153              |            |                 |                      |                   |                   |                   |                    |
| Address  |                               |           |                 |                 |                |            |                 |              |            |                      |            |                 |                      |                   |                   |                   |                    |
| No.*, date of<br>issue, place of<br>issue                          |                               |           |                 |                 |                |            |                 |              |            |                      |            |                 |                      |                   |                   |                   |                    |
| Position at the company<br>(if any)                                | Chairman – General<br>Manager | Father    | Mother          | Sister          | Sister         | Brother    | Wife            | Daughter     | Son        | Vice Chairman of BOD | Father     | Mother          | Wife                 | Daughter          | Daughter          | Daughter          | Brother            |
| Securities<br>trading<br>account (if<br>any)                       |                               | ë         |                 |                 |                |            | × • • • • •     |              |            | ×                    |            |                 | -                    |                   |                   |                   |                    |
| Name   | Lê Bá Phương                  | Lê Bá Cầm | Nguyễn Thị Thạc | Nguyễn Thị Vĩnh | Nguyễn Thị Thu | Lê Bá Đông | Nguyễn Thị Thủy | Lê Thủy Tiên | Lê Bá Hùng | Nguyễn Thanh Nghĩa   | Nguyễn Lộc | Nguyễn Thị Miên | Nguyễn Thị Bích Liên | Nguyễn Thanh Loan | Nguyễn Thanh Dung | Nguyễn Thanh Trúc | Nguyễn Quang Quảng |
| No   | 1                             | 1.1       | 1.2             | 1.3             | 1.4            | 1.5        | 1.6             | 1.7          | 1.8        | 5                    | 2.1        | 2.2             | 2.3                  | 2.4               | 2.5               | 2.6               | 2.7                |

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|--|--|---|---|---------|----------------------------|--|-------|
| 12   | Securities<br>trading<br>account (if<br>any) | rosition at the company<br>(if any)         | NO.", date of<br>issue, place of<br>issue | Address | owned at the<br>end of the | of share<br>of share<br>ownership at<br>the end of | 200   |
| Nguyễn Thị Thu   |  | Sister                                      |   |         | berron                     | not betton   |       |
|  |  | Brother                                     |   |         |                            |  |       |
| Nguyễn Thị Liên  |  | Sister                                      |   |         |                            |  |       |
| Lương Văn Thành  |  | Member of BOD/ Deputy<br>General Manager    |   |         | 1.368.000                  | 5,35%  |       |
| Lương Văn Yên  |  | Father                                      |   | æ       |                            |  |       |
| Phạm Thị Miều  |  | Mother                                      |   |         |                            |  | 3     |
| Võ Thị Trinh   |  | Wife  |   | ×       |                            |  |       |
| Lương Võ Quỳnh Như   |  | Daughter                                    |   |         |                            |  |       |
| Lương Võ Quỳnh Anh   |  | Daughter                                    | -   |         |                            | 5  |       |
| Lương Văn Nghiệp   | X  | Brother                                     |   |         |                            |  |       |
| Lương Thị Phỉ  | *  | Sister                                      |   |         |                            |  |       |
| Lương Thị Diệu   |  | Sister                                      |   |         |                            |  |       |
| Lê Quang Hiệp  |  | Member of BOD                               |   |         | 2.123.550                  | 8,3%   |       |
| Lê Thành Phụng   |  | Father                                      |   |         |                            |  |       |
| Nguyễn Thị Thai  |  | Mother                                      |   |         |                            |  |       |
| Đỗ Thị Trang   |  | Wife  |   |         |                            |  |       |
| Lê Công Nghiệp   |  | Son   |   |         |                            |  | 10    |
| Hồ Thị Song Ngọc   |  | Member of BOD/<br>Deputy General<br>Manager |   |         | 89.975                     | 0,35%  | -<br> |
|  |  | Father                                      |   |         |                            |  |       |
|  |  | Mother                                      |   |         |                            |  |       |

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|--|-----|---------------------|--|-------------------------------------|---|---------|---|--|---------------------------|
| Hö höra Tradis         Sister         Sister <th< th=""><th>No</th><th>Name</th><th>Securities<br/>trading<br/>account (if<br/>any)</th><th>Position at the company<br/>(if any)</th><th>No.*, date of<br/>issue, place of<br/>issue</th><th>Address</th><th>Number of<br/>shares<br/>owned at the<br/>end of the<br/>period</th><th>Percentage<br/>of share<br/>ownership at<br/>the end of<br/>the period</th><th>Note</th></th<> | No  | Name                | Securities<br>trading<br>account (if<br>any) | Position at the company<br>(if any) | No.*, date of<br>issue, place of<br>issue | Address | Number of<br>shares<br>owned at the<br>end of the<br>period | Percentage<br>of share<br>ownership at<br>the end of<br>the period | Note                      |
| Hô Cong Diệh         Brother   | 5.3 | Hồ Thị Xuân Thủy    |  | Sister                              |   |         |   |  | t.                        |
| Hô Phương HánSister <t< td=""><td>5.4</td><td>Hồ Công Diển</td><td></td><td>Brother</td><td></td><td></td><td></td><td></td><td></td></t<>   | 5.4 | Hồ Công Diển        |  | Brother                             |   |         |   |  |                           |
| Vo HabiépHusbandHusbandHusbandImageImageImageImageImageVo HàbicpImageSonSonSonImage<  | 5.5 | Hồ Phương Hải       |  | Sister                              |   |         |   |  |                           |
| Vo Höbuy PhiceSonSonSonNoTasuvui OtaMember of BODMember of BODMember of BODMoMoTasuvui OtaMember of BODMember of BODMember of BODMember of BODMoMoMasko OtaMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMeako OtaMember of BODMember of BODMeyör Hür Nieh UndeMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMeyör Hür Nieh UndeMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMeyör Hür Nieh UndeMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMeyör Hür Nieh UndeMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMember of BODMeyör Hür Nieh UndeMember of BODMember of BODMemb  | 5.6 | Võ Hà Điệp          |  | Husband                             |   |         |   |  |                           |
| Targuyukl OtaWethere of BODMethere of BODDefension <thd< td=""><td>5.7</td><td>Võ Hồ Duy Phúc</td><td></td><td>Son</td><td></td><td></td><td></td><td></td><td></td></thd<>  | 5.7 | Võ Hồ Duy Phúc      |  | Son                                 |   |         |   |  |                           |
| Masako OtaMohterM  | 9   | Tatsuyuki Ota       |  | Member of BOD                       |   |         | 0   | 0  | Appointed from 25/06/2016 |
| Nobuyuki OtaBrotherBrotherModeModeAkko ManfrediSisterSisterModeModeModeAkko ManfrediModeSisterNobeModeModeSamae OtaModeWifeNobeModeModeI alsie OtaModeSonNobeModeModeI alsie OtaModeSonSonModeModeI alsie OtaModeModeModeModeModeNeuvễn Htu UnungModeModeModeModeModeNeuvễn Htu ThiModeModeModeModeModeNeuvễn Htu ThiModeModeModeModeModeNeuvễn Htu ThiModeModeModeModeModeNeuvễn Htu Thiên ThiNeuvễn Htu Thiên ThiNeuvễn Htu Thiên ThiModeModeNeuvễn Htu Thiện NhảModeNeuvễn Htu Thiến ThiModeModeModeNeuvễn Htu Thiện NhảnModeNeuvễn Htu Thiến ThiModeModeModeNeuvễn Htu Thiện NhảnModeNeuvênModeModeModeModeNeuvễn Htu Thiện NhảnModeNeuvênModeModeModeModeModeNeuvễn Htu Thiện NhảnModeModeModeModeModeModeModeModeNeuvễn Htu Thiện NhảnModeModeModeModeModeModeModeModeNeuvễn Htu Thiện NhảnModeModeModeModeMod   | 6.1 | Masako Ota          |  | Mother                              |   |         |   |  | 7                         |
| Akiko ManfrediSisterSisterMethodeAkiko ManfrediWileWileMethodeMethodeSamae CtaWileWileMethodeMethodeSamae CtaSonSonSonMethodeKaren CtaSonSonSonMethodeKaren CtaSonSonMethodeMethodeKaren CtaMethodeHead of SupervisoryMethodeMethodeNeuyễn Hitu UngaMethodeHead of SupervisoryMethodeMethodeNeuyễn Hitu UngaMethodeMethodeMethodeMethodeNeuyễn Hitu Thiên NiaMethodeMethodeMethodeMethodeNeuyễn Hitu Thiện NhànNeuyễn Hitu Unốe DạiNeuyễn Hitu Unốe DạiNeuyễn Hitu Unốe DạiMethodeNeuyễn Hitu Thiện NhànMethodeMethodeMethodeMethodeMethodeNeuyễn Hitu Unốe DạiNeuyễn Hitu Unốe DạiNeuyễn Hitu Unốe DạiMethodeMethodeNeuyễn Hitu Unốe DạiNeuherMethodeMethodeMethodeMethodeNeuyễn Hitu Unốe DạiNeuherMethodeMethodeMethodeMethodeMethodeNeuyễn Hitu Unốe DạiMethodeMethodeMethodeMethodeMethodeMethodeMethodeNeuyễn Hitu Unốe DạiMethodeMethodeMethodeMethodeMethodeMethodeMethodeMethodeNeuyễn Hitu Unốe DạiMethodeMethodeMethodeMethodeMethodeMethodeMethodeMethodeMethode<  | 6.2 | Nobuyuki Ota        |  | Brother                             |   |         |   |  |                           |
| Same CtaWifeWifeWifeMedicaTaisei OtaSonSonSonParaKaren OtaSonSonSonParaKaren OtaPBoandSonParaNguyễn Hếu UhugHead of SupervisoryParaPNguyễn Hếu UhugFatherPPNguyễn Thị TônMotherPPNguyễn Thị TônMotherPPNguyễn Hếu UhungNuMotherPNguyễn Hếu UhungNuNuPNguyễn Hếu UhungNuNuPNguyễn Hếu Uhốc ĐinhNuNuPNguyễn Hữu Uhiến TínNuNuPNguyễn Hữu Uhiến NhảnNuNuPNguyễn Hữu Thiện NhảnNuNuPNguyễn Hữu Uhiến NhảnNuNuPNguyễn Hữu Chiến NhảnNuNuNuNguyễn Hữu Chiến NhảnNuNuNuNguyễn Hữu Chiến Nhản  | 6.3 | Akiko Manfredi      |  |                                     |   |         |   |  |                           |
| Taisei OtaSonSonTaisei OtaKaren OtaSonKaren Ota </td <td>6.4</td> <td>Sanae Ota</td> <td>2</td> <td>Wife</td> <td></td> <td></td> <td></td> <td></td> <td></td>  | 6.4 | Sanae Ota           | 2  | Wife                                |   |         |   |  |                           |
| Karen OtaSonSonMed of SupervisoryPNguyễn Hữu HiệuHead of SupervisoryHead of SupervisoryPNguyễn Hữu DụngHead of SupervisoryPPNguyễn Hữu DụngNF atherPNguyễn Hữu DụngNMotherPNguyễn Hữu DụngNMotherPNguyễn Hữu Thi HươngNNNNguyễn Hữu Thiến TínNNNNguyễn Hữu Thiến DuyềnNNNNguyễn Hữu Thiện DuyềnNNNNguyễn Hữu Thiện NhânNNNNguyễn Hữu Chốc ĐạtNNNNguyễn   | 6.5 |                     | 8  | Son                                 |   |         |   |  |                           |
| Nguyễn Hứu HiệuHead of Supervisory<br>Board0Nguyễn Hứu DụngFatherFather0Nguyễn Hứu DụngNguyễn Hứu Dụng01Nguyễn Hứu DụngNguyễn Hứu TriNguyễn Hứu Tri1Nguyễn Hứu DụngNguyễn Hứu Dụng11Nguyễn Hứu DụngNguyễn Hứu Dụng11Nguyễn Hứu DụngNguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện Duyền1Nguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện Duyền1Nguyễn Hứu Dhiện DuyềnNguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện Duyền1Nguyễn Hứu Dhiện DuyềnNguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện Duyền1Nguyễn Hứu DuyềnNguyễn Hứu Thiện DuyềnNguyễn Hứu Thiện Duyền1Nguyễn Hứu DuyềnNguyễn Hứu DuộNguyễn Hứu Duộ1Nguyễn Hứu Duộc ĐạtNguyễn Hứu Quốc DạtNguyễn Hứu Quốc DạtNguyễn Hứu Quốc Dạt1Nguyễn Hứu Quốc DạtNguyễn Hứu Quốc DạtNguyễn Hứu Quốc DạtNguyễn Hứu Quốc Dạt1  | 9.9 |                     |  | Son                                 |   | X       |   |  |                           |
| Nguyễn Hứu DụngNguyễn Hứu DụngNguyễn Thị Thu HươngTrần Thị Thu HươngTrần Thị Thu HươngNguyễn Hứu Thiện TínNguyễn Hứu Quốc BìnhNguyễn Hứu Quốc BìnhNguyễn Hứu Thiện DuyênNguyễn Hứu Thiện NhânNguyễn Hứu Quốc ĐạtNguyễn Hứu Quốc Đạt  | ۲   | Nguyễn Hữu Hiệu     |  | Head of Supervisory<br>Board        |   |         | 0   | 0%0  |                           |
| Nguyễn Thị TônTrần Thị Thu HươngNguyễn Hứu Thiện TínNguyễn Hứu Quốc BìnhNguyễn Hứu Quốc BìnhNguyễn Hứu Thiện DuyênNguyễn Hứu Thiện NhânNguyễn Hứu Quốc Đạt   | 7.1 | Nguyễn Hữu Dụng     |  | Father                              |   |         |   |  |                           |
| Trần Thị Thu HươngNguyễn Hứu Thiện TínNguyễn Hứu Quốc BìnhNguyễn Hứu Thiện DuyênNguyễn Hứu Thiện NhânNguyễn Hứu Quốc Đạt   | 7.2 |                     |  | Mother                              |   |         |   |  |                           |
| Nguyễn Hữu Thiện Tín<br>Nguyễn Hữu Quốc Bình<br>Nguyễn Hữu Thiện Duyên<br>Nguyễn Hữu Thiện Nhân<br>Nguyễn Hữu Quốc Đạt   | 7.3 |                     |  | Ŵife                                |   |         |   |  |                           |
| Nguyễn Hữu Quốc Bình<br>Nguyễn Hữu Thiện Duyên<br>Nguyễn Hữu Thiện Nhân<br>Nguyễn Hữu Quốc Đạt   | 7.4 |                     |  | Son                                 |   |         |   |  |                           |
| Nguyễn Hữu Thiện Duyên<br>Nguyễn Hữu Thiện Nhân<br>Nguyễn Hữu Quốc Đạt   | 7.5 |                     |  | Son                                 |   |         |   |  |                           |
| Nguyễn Hữu Thiện Nhân<br>Nguyễn Hữu Quốc Đạt   | 7.6 |                     |  | Brother                             |   |         |   | 5  |                           |
| Nguyễn Hữu Quốc Đạt  | 7.7 |                     |  | Brother                             |   |         |   |  |                           |
|  | 7.8 | Nguyễn Hữu Quốc Đạt |  | Brother                             | ÷   |         |   | ×  |                           |

| No   | Name                  | Securities<br>trading<br>account (if<br>any) | Position at the company<br>(if any) | No.*, date of<br>issue, place of<br>issue | Address | Number of<br>shares<br>owned at the<br>end of the<br>period | Percentage<br>of share<br>ownership at<br>the end of<br>the period | Note                         |
|------|-----------------------|--|-------------------------------------|---|---------|---|--|------------------------------|
| 7.9  | Nguyễn Hữu Quốc Thịnh |  | Brother                             |   |         |   |  |                              |
| 7.10 | Nguyễn Thị Mai Thi    | 3  | Sister                              |   |         |   |  |                              |
| 8    | Đoàn Hồng Lan         |  | Member of SB                        |   | 1       | 0   | %0   |                              |
| 8.1  | Đoàn Hữu Tài          |  | Father                              |   |         |   | 8  |                              |
| 8.2  | Nguyễn Thị Kim Nhu    |  | Mother                              |   | ~       |   |  |                              |
| 8.3  | Đoàn Thị Minh Thi     |  | Sister                              |   |         |   |  |                              |
| 8.4  | Lê Minh Thanh         |  | Husband                             |   |         | 22.000  | 0,095%   |                              |
| 8.5  | Lê Minh Quân          |  | Son                                 |   |         |   |  |                              |
| 8.6  | Lê Minh Nhựt          |  | Son                                 |   |         |   |  |                              |
| 6    | Nguyễn Quốc Bình      | ۲.<br>                                       | Member of SB                        |   |         | 66.695  | 0,26%  | Appointed from<br>25/06/2016 |
| 9.1  | Nguyễn Quốc Tuấn      | 1  | Father                              |   |         | 42.900  | 0,17%  |                              |
| 9.2  | Nguyễn Thị Thu Hòe    |  | Mother                              |   |         |   |  |                              |
| 9.3  | Nguyễn Thị Thu Trang  |  | Sister                              |   |         |   |  |                              |
| 9.4  | Trần Thị Lan Anh      |  | Wife                                |   |         |   |  |                              |
| 9.5  | Nguyễn Quốc Bảo Minh  |  | Son                                 |   |         |   |  | 4                            |
| 9.6  | Nguyễn Trần Trang Anh |  | Daughter                            |   |         |   |  |                              |
| 10   | Lê Thị Hoàng Huệ      |  | Chief Accountant<br>/Discloser      |   |         | 18.150  | 0,07%  |                              |
| 10.1 | Lê Ngọc Sinh          |  | Father                              | e   |         |   |  |                              |
| 10.2 | Hoàng Thị Kính        |  | Mother                              | -   |         |   |  |                              |
| 10.3 | Lê Thị Hoàng Hạnh     |  | Sister                              |   | -       |   |  |                              |
| 10.4 | Lê Thị Hoàng Hà       |  | Sister                              |   |         |   |  |                              |

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| Note   |                    |                    |                     |                      |                      |
|--|--------------------|--------------------|---------------------|----------------------|----------------------|
| Percentage<br>of share<br>ownership at<br>the end of<br>the period | 2                  |                    |                     |                      |                      |
| Number of<br>shares<br>owned at the<br>end of the<br>period        |                    |                    |                     |                      |                      |
| Address  |                    |                    | ×                   |                      | -                    |
| No.*, date of<br>issue, place of<br>issue                          |                    |                    |                     |                      |                      |
| Position at the company<br>(if any)                                | Brother            | Sister             | Husband             | Son                  | Son                  |
| Securities<br>trading<br>account (if<br>any)                       |                    |                    |                     |                      |                      |
| Name   | 10.5 Lê Hoàng Hiếu | 10.6 Lê Thị Út Hậu | 10.7 Trần Tấn Thành | 10.8 Trần Hoàng Quân | 10.9 Trần Hoàng Long |
| No   | 10.5               | 10.6               | 10.7                | 10.8                 | 10.9                 |



