

**TRANSPORTATION AND TRADING SERVICES JOINT STOCK COMPANY**  
Address: No. 05, Lot 2B, New Urban Area, Cat Bi Airport Junction, Dong Khe Ward, Ngo Quyen  
District, Hai Phong City

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# **ANNUAL REPORT**

## **YEAR 2024**

*Hai Phong, date 15/04/2024*

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# ANNUAL REPORT

Report Year: 2024

Stock Code: TJC

Listed Company Name: Transportation and Trading Services Joint Stock Company

## I. GENERAL INFORMATION

### 1. Overview

- Company Name: Transportation and Trading Services Joint Stock Company
- Abbreviation: Transco
- Business Registration Certificate Number: 0200387594
- Charter Capital: VND 86,000,000,000
- Owner's Investment Capital: VND 86,000,000,000
- Head Office: No. 05, Lot 2B, New Urban Area, Nga 5 Cat Bi Airport, Dong Khe Ward, Ngo Quyen District, Hai Phong City
- Phone: (84-225) 3842565
- Fax: (84-225) 3822155
- Email : [transco@transco.com.vn](mailto:transco@transco.com.vn) Website : [www.transco.com.vn](http://www.transco.com.vn)
- Stock Code: TJC

### *\* Formation and Development Process:*

#### **a. Company Establishment:**

The predecessor of the Transportation and Trading Services Joint Stock Company was the Freight and Passenger Transport Services Enterprise under Vietnam Maritime Corporation III, a member of Vietnam National Shipping Lines.

#### **b. Ownership Conversion to a Joint Stock Company:**

The company was equitized under Decision No. 3827/1999/QĐ-BGTVT dated December 30, 1999, by the Ministry of Transport and was granted the initial business registration certificate No. 0203000006 on March 31, 2000, by the Department of Planning and Investment of Hai Phong City. The 9th amended registration certificate No. 0200387594 was issued on June 14, 2021. The company officially started operations on April 1, 2000, with a charter capital of VND 4 billion, of which 30% was state-owned capital represented by Vietnam National Shipping Lines, and 70% was held by other shareholders.



Since May 2015, the company's charter capital has been VND 86 billion, with 57,46% held by the controlling shareholder, Transimex JSC, 33.49% by the state represented by Vietnam National Shipping Lines - JSC, and 9,05% by other minority shareholders.

**c.Listing:**

On December 12, 2007, the Hanoi Stock Exchange issued certificate No. 368/DKGD, allowing the company to register its shares for trading with the stock code TJC.

The company's shares were officially traded for the first time on December 17, 2007.

**2. Business Lines and Locations**

**a. Business lines:**

No	Industry code	Industry name
1	<b>5012 (Main)</b>	Coastal and ocean freight transport
2	3311	Repair of prefabricated metal products
3	3315	Repair and maintenance of means of transport (except cars, motorbikes, motorbikes and other motor vehicles)
4	4933	Transporting goods by road
5	5022	Transporting goods by inland waterways
6	5210	Warehousing and storage of goods
7	5222	Direct support service activities for waterway transport
8	5224	Loading and unloading goods
9	5221	Direct support service activities for rail and road transport
10	5229	Other support service activities related to transportation
11	6810	Real estate business, land use rights belonging to the owner, user or tenant
12	7830	Supply and management of labor resources
13	8292	Packaging service
14	8299	Other remaining business support service activities have not been classified yet

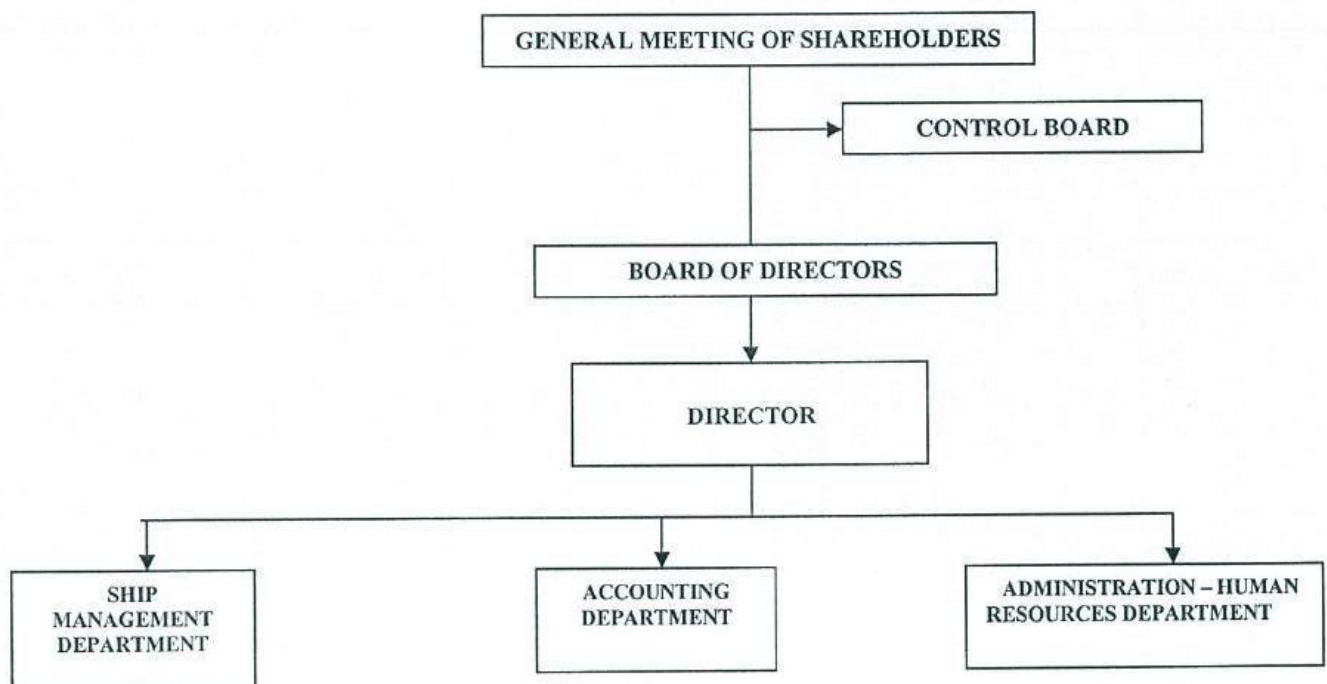
## b. Location of business

Transporting goods between domestic ports, between domestic and international ports, and between international ports. The Company's ships mainly operate in Southeast Asia and Northeast Asia.

## 3. Information about the governance model, business organization and management apparatus

The Company's organizational structure in 2024 is as follows:

- Board of Directors: includes 05 members
- Supervisory Board: includes 03 members
- Board of Directors: 01 Director
- Management block: includes 03 functional departments
  - + Ship Management Department
  - + Accounting Department
  - + Administration - Human Resources Department



## 4. Development orientation

### a. The main objectives of the Company



- Regarding shipping business: The company is planning to invest in new container ships to shift to container shipping activities. With relationships with traditional customers transporting domestic goods, import and export along Southeast Asia and Northeast Asia routes, the company plans to charter ships for a fixed period to transport the above traditional sources of goods.

- Continue to operate in the field of leasing office buildings at the Company's Head Office at: No. 5, Lot 2B, New Urban Area, Cat Bi Airport Intersection, Dong Khe Ward, Ngo Quyen District, Hai Phong City.

#### **b. Development strategies in medium and long term**

- Develop into a maritime business with international level and competitiveness, providing high quality maritime transport and freight forwarding services, meeting the increasing demands of domestic and foreign customers, in which maritime transport business is the mainstay.

- Diversify types of maritime and transportation services, moving towards building a closed business model of maritime transport, road transport, loading and unloading, and freight forwarding.

- In addition to exploiting the Transco building, the Company will focus on implementing new production and business activities such as: renting containers to transport between ports in the Hai Phong area and the North; providing domestic container transportation services.

#### **c. Sustainable development goals (environment, society, community)**

During its operation, the Company always focuses on environmental protection, waste treatment of the fleet, constantly seeking new innovations, efficient use of fuel, minimizing waste into the environment, ensuring a clean and green marine environment according to IMO regulations.

Implement policies well for employees, ensure income and good working environment for employees so that employees can work with peace of mind and complete assigned tasks well.

Always maintain the activities of "Repaying gratitude", supporting areas affected by natural disasters and floods... to enhance the spirit of mutual love of staff and employees with the community, while maintaining and promoting the good traditions of the Company.

### **5. Risks:**

#### **a) Business risks:**



In 2024, Transportation and Trading Services Joint Stock Company started operating in the field of office leasing, but is facing competition from businesses in the same area. Economic instability has been affecting the office demand of businesses as tenants are increasingly concerned about costs. With abundant new supply, the market is expected to be favorable for tenants in the coming time with stable rental prices and a slight downward trend. This pressure forces the company to have a reasonable investment policy to improve service quality, while developing a strategy to expand the scale of operations to improve financial capacity and enhance competitiveness in business operations.

#### b) Force majeure risks:

Risks such as natural disasters, epidemics, fires, etc. and force majeure risks, if they occur, will cause damage to property, people as well as the general operation of the Company. Therefore, the Company regularly assesses, promptly grasps information and ensures good implementation of fire prevention and fighting work... and at the same time plans to operate the work in an optimal way.

## II. OPERATIONS IN THE YEAR

### 1. Situation of Production and business operations

According to the Company's audited Financial Statements for 2024:

- Net revenue :	3.344.928.808 VND
- Profit before tax:	2.703.640.168 VND

Table 1: Comparison of implementation status in 2024 with plan in 2024

No	Target	Unit of calculation	Plan 2024	Performed 2024	Compare Performed year to year (%)	
					Plan 2024	Performed 2023
1	Total revenue	Million dong	44.804	3.344	7.46%	5.10%
1.1	Office for rent	Million dong	2.810	2.215	78.82%	-
1.2	Container truck fleet	Million dong	594	594	100%	8.74%
1.3	Rent a ship outside	Million dong	40.800	-	-	-
1.3	Other revenue	Million dong	600	535	89.16%	-
2	Total output					↓
2.1	Sea transportation	Ton	105.000	-	-	-



2.2	Container truck fleet	Teu	237	237	100%	-
3	<b>Profit before tax</b>	<b>Million dong</b>	<b>4.476</b>	<b>2.703</b>	<b>60.38%</b>	<b>5.39%</b>
3.1	Office for rent	Million dong	(1.045)	(3.820)	-	-
3.2	Container truck fleet	Million dong	(556)	(550)	-	-
3.3	Rent a ship outside	Million dong	500	-	-	-
3.4	Other activities	Million dong	377	237	62.86%	-
3.5	Financial activities	Million dong	5.200	7.146	137.42%	-
3.6	Other profits	Million dong	-	(310)	-	-
4	<b>Lợi nhuận sau thuế</b>	<b>Million dong</b>	<b>3.581</b>	<b>2.154</b>	<b>60.15%</b>	<b>5.38%</b>
4.1	Profit after tax/total revenue ratio	%	8	64.41	805%	105%
4.2	Profit after tax/charter capital ratio	%	4,16	2,5	60%	5.37%
4.3	Dividend / Share (% / charter capital )	%	-	-	-	-

In 2024, the Company's main business will be office leasing. By December 31, 2024, the occupancy rate will reach 100% of the total rental area. The chartering of external vessels has not been implemented as planned because customers with traditional goods such as coal and gypsum have temporarily suspended their export plans.

Therefore, total sales and service revenue in 2024 will only reach VND 3.34 billion, down 94.8% compared to 2023 because last year the Company's main business activities were international shipping and road container truck transportation, which are activities with much larger revenue than office leasing.

Cost of goods sold was VND 2.68 billion, down 96% year-on-year. Financial revenue this year reached VND 7.1 billion, up 20% year-on-year. Net profit from business activities in 2024 reached VND 3.01 billion, while last year it lost VND 5.5 billion. Total pre-tax accounting profit in 2024 reached VND 2.7 billion (mainly from financial revenue), while total pre-tax accounting profit in 2023 was VND 50.08



billion because in 2023 the Company earned other profits from the liquidation of the Transco Glory ship with an amount of more than VND 55 billion. Due to the above reasons, at the end of 2024, total pre-tax accounting profit reached VND 2.7 billion, down 94.6% compared to 2023 and only reaching 60% of the annual plan.

## **2. Organization and personnel:**

### **\* Summary of the biographies of the individuals on the Executive Board**

#### **a. Mr Lê Tất Hưng - CEO**

- Date of birth : 20/04/1964
- Sex : Man
- Place of birth : Hải Phòng
- Tel: 0913244180
- Citizen ID Number: 031064007612
- Current position: Member of Board of Directors and Director of the Company
- Current residence: Residential Group 11, Dang Hai Ward, Hai An, Hai Phong
- Cultural level: 10/10
- Professional qualification: Marine Transport Economics Engineer
- Work process:

+ From 1988 to June 2002: worked at Shipping Company III (Vinaship), Member of Board of Directors of Transportation and Trading Services Joint Stock Company.

+ From June 2002 to October 12, 2009: Member of the Board of Directors and Director of the company.

+ From October 12, 2009 to June 29, 2020: Chairman of the Board of Directors and Director of the company.

+ From June 29, 2020 to present: Member of the Board of Directors and Director of the Company.

- Number of personally owned shares: 176,000 shares

#### **b. Mrs Trần Thị Thanh Nhàn - Chief accountant**

- Date of birth : 08/12/1974



- Sex : Woman
- Place of birth : Hải Phòng
- Citizen ID Number : 031174002252
- Tel : 0904423988
- Current residence : No. 138 Lot 9 Le Hong Phong Street Extension, Dang Hai, Hai An, Hai Phong.
- Work process:
  - + From 1996 to May 2001 : Accountant of Shipping Company III.
  - + From May 2001 - October 2004: Accountant of Transportation and Trading Services Joint Stock Company.
  - + From November 2004 - January 2017: Deputy Head of Accounting Department, Transportation and Trading Services Joint Stock Company
  - + From February 2017 - April 2018: Head of Accounting Department, Transportation and Trading Services Joint Stock Company
  - + From May 2018 to present: Chief Accountant of Transportation and Trading Services Joint Stock Company
- Cultural level: 12/12
- Professional qualification: Bachelor of Economics, major in finance and accounting
- Number of personally owned shares : 7.500 shares.

**\* Personnel changes of the Executive Board:** none

**\* Number of staff and employee policies:**

- The number of employees in the Company as of December 31, 2024 is 11 people, all of whom are managers.
- Policy for employees:
  - + Working regime: Employees in the company all have contracts in accordance with the labor law and enjoy full benefits according to current regulations of the Labor Law and allowances, bonuses, health insurance, social insurance... The company implements a working regime of 5 days/week and 8 hours/day.
  - + Salary, bonus and welfare policy: The company applies a salary payment policy based on the productivity and efficiency of each employee. There is a policy of



rewarding individuals and groups with outstanding achievements, initiatives and technical solutions that bring high business efficiency.

The Company's salary regulations are built on the basis of maximizing employee contributions. Twice a year, the Reward and Discipline Council meets to evaluate the level of dedication of each employee in the Company, and on that basis, proposes specific rewards and benefits for each individual. This has encouraged the Company's employees to work hard and stay with the Company for a long time. Every year, the Company organizes tours for employees to encourage and motivate employees to stay with the Company.

**3. Investment situation, project implementation situation:** not available yet

#### 4. Financial situation

##### a) Financial situation

Target	Year 2023	Year 2024	% increase or decrease
Total asset value	197.510.925.757	178.268.012.293	-9,74
Net revenue	65.445.578.051	3.344.928.808	-94,9
Profit from business activities	(5.584.720.035)	3.013.337.545	
Other profits	55.665.746.462	(309.697.377)	
Profit before tax	50.081.026.427	2.703.640.377	-94,6
Profit after tax	40.024.902.926	2.154.707.957	-92,1

##### b) Key financial indicators:

Target	Year 2023	Year 2024	Note
1. Solvency ratio			
+ Current ratio: Short term Asset/Short term debt	9,59	79,59	
+ Quick ratio: <u>Short term Asset - Inventories</u> Short term debt	9,58	79,54	

2. Capital structure Ratio:			
+ Debt/Total assets ratio	0,08	0,0001	
+ Debt/Owner's Equity ratio	0,09	0,0001	
3. Operation capability Ratio			
+ Inventory turnover:			
$\frac{\text{Cost of goods sold}}{\text{Average inventory}}$	22,17	24,35	
+ Total asset turnover			
$\frac{\text{Net revenue/Avarage Total Assets}}{\text{Net revenue/Avarage Total Assets}}$	0,33	0,018	
4. Profitability			
+ Profit after tax/Net revenue Ratio	0,61	0,006	
+ Profit after tax /Total capital Ratio	0,22	0,012	
+ Profit after tax /Total Assets Ratio	0,20	0,012	
+ Profit from business activities/Net revenue Ratio	-0,08	0,9	

## 5. Shareholder structure, change in owner's equity

### a) Share:

- Total shares: 8,600,000 shares
- Type of shares: common, freely transferable.

### b) Shareholder structure:

- Details of shareholder structure as of November 13, 2024:

Category	Domestic shareholders			Foreign shareholders			Sum		
	Number of shares		Proportion	Number of shares		Proportion	Number of shares		Proportion
		Value	(%)		Value	(%)		Value	(%)
I. Total equity	8.571.020	85.710.200,000	99,66	28.980	359.800.000	0,34	8,600,000	86,000,000,000	100
I. State shareholders	2.880.000	28,800,000,000	33,49	0	0	0	2,880,000	28,800,000,000	33,49



2. Special shareholders	183.500	1.835.500.000	2,13	0	0	0	183.500	2.906.200.000	2,13
-Board of Directors	0	0	0				0	0	0
- Board of Directors	176.000	1.760.000.000	2,04				176.000	1.760.000.000	2,04
- Control Board	0	0	0				0	0	0
- Chief accountant	7.500	75.000.000	0,08				7.500	75.000.000	0,08
3. Shareholders in the company:	1.200	12.000.000	0,01	0	0	0	1.200	12.000.000	0,01
- Organization	0	0	0				0	0	0
- Staff	1.200	88.200.000	0,01				1.200	88.200.000	0,01
4. Shareholders outside the company:	5.506.320	55.063.200.000	64,03	28.980	359.800.000	0,34	5.535.300	55.353.000.000	64,37
- Individual	561.773	5.617.730.000	6,53	22.780	347.800.000	0,26	584.553	5.845.530.000	6,79
- Organization	4.944.547	49.445.470.000	57,50	6.200	12.000.000	0,08	4.950.747	49.507.470.000	57,58
II. Treasury stock									

Category	Domestic shareholders			Foreign shareholders			Sum		
	Number of shares	Value	Proportion (%)	Number of shares	Value	Proportion (%)	Number of shares	Value	Proportion (%)
Total equity	8.571.020	85.710.200.000	99,66	28.980	359.800.000	0,34	8.600.000	86.000.000.000	100
1. Founding shareholder	245.840	2.458.400.000	2,86	0	0	0	245.840	2.458.400.000	2,86
2. Shareholders owning more than 5% of voting shares	7.821.360	78.213.360.000	91	0	0	0	7.821.360	78.213.360.000	91
3. Shareholders holding 1% - 5% of voting shares	176.000	1.760.000.000	2,04	0	0	0	176.000	1.760.000.000	2,04
4. Shareholders holding less than 1% of voting shares	327.820	3.278.200.000	3,81	28.980	359.800.000	0,34	356.800	3.568.000.000	4,1

- Details of each major shareholder holding 5% or more:

1. Shareholder name: Transimex Joint Stock Company

+ Number of shares held as of December 31, 2024: 4,941,360 shares. Holding ratio: 57.46%.

+ Business registration certificate number: 0301874259 - issued by the Department of Planning and Investment of Ho Chi Minh City on April 29, 2016.

+ Address: 9th - 10th Floor, 172 Hai Ba Trung, Dakao Ward, District 1, Ho Chi Minh City.

2. Shareholder name: Vietnam National Shipping Lines - Joint Stock Company

+ Number of shares held until December 31, 2024: 2,880,000 shares. Holding ratio: 33.49%

+ Business registration certificate number: 0100104595 - Hanoi Department of Planning and Investment issued on August 18, 2020

+ Address: Ocean Park Building - No. 1 Dao Duy Anh - Dong Da - Hanoi

+ Representative: Ms. Pham Thi Anh Thu - Member of the Board of Directors of Transport and Trade Services Joint Stock Company.

c) Owner's equity change situation: none

d) Treasury stock transactions: none

e) Other securities: none.

## **6. Report on the Company's environmental and social impacts**

### **6.1 Compliance with environmental protection laws**

The Company always complies with and strictly implements regulations on environmental protection and workplace hygiene, so the Company is not penalized for environmental issues.

### **6.2 Employee related policies**

The total number of employees in the Company as of December 31, 2024 is 11 people, all of whom are in the management sector. The Company implements the labor regime according to the Labor Law and other provisions of law.

#### **a) Salary policy:**

The Company has established regulations on salary management and distribution that are applied uniformly throughout the Company. Salary distribution is carried out



publicly and democratically, ensuring fairness and reasonableness among positions. The Company applies a salary payment policy based on the productivity and efficiency of each employee, and has a policy of rewarding individuals and groups with outstanding achievements, initiatives and technical solutions that bring high business efficiency. The Company always pays salaries in full and on time as prescribed and pays the lowest position no lower than the regional minimum wage prescribed by the Government. The average salary in 2024 is 16.3 million VND/person/month.

b) Bonus policy:

In order to encourage and motivate staff and crew members to increase their contribution efficiency, the Innovation Council has introduced an annual and special bonus policy for individuals and groups with initiatives, technical improvements, production rationalization, finding new sources of goods, exploiting new routes with high business efficiency, and achievements in fighting waste and negativity.

c) Other policies:

The company fully implements social insurance, union fees, health insurance, accident insurance and other policies for employees. Every year, the company organizes health check-ups for employees. In conjunction with the Executive Board of the Trade Union, we always care about and look after the lives of employees and improve working conditions. In addition, the Board of Directors of the Company has a bonus policy on holidays such as April 30, September 2, New Year's Day, Lunar New Year, and in conjunction with the Trade Union, we annually organize tours and vacations for employees.

d) Employee training activities:

Recognizing the importance of human resources in the development of the Company, the Company pays special attention to training to improve the skills and expertise of its employees. The Company always creates conditions for them to participate in domestic and foreign training in specialized fields suitable to their job requirements, and to participate in training courses on new policies of the State.



### **III. Report and assessment of the Board of Directors**

#### **1. Evaluation of production and business performance**

Entering 2024, the Company's main business activities are operating a fleet of container trucks and leasing offices at the Transco building. However, in accordance with the resolution of the Board of Directors, the Company has liquidated the entire fleet of container trucks, ending its fleet operation business from the beginning of February 2024. Thanks to the efforts to find customers, the Board of Directors has filled the office space at Transco building in the fourth quarter of 2024. However, the office rental price (expected in the first 3 years) remains low. The chartering activity has not been implemented as planned because customers with traditional goods such as coal and gypsum have temporarily suspended their export plans. Therefore, total sales and service revenue in 2024 reached only VND 3.34 billion, down 94.8% compared to 2023 because last year the Company's main business activities were international shipping and road container truck transportation, which had much larger revenue than office leasing. Cost of goods sold was VND 2.68 billion, down 96% compared to the previous year. Financial revenue this year reached VND 7.1 billion, up 20% over the same period last year.

Net profit from business activities in 2024 reached VND 3.01 billion (mainly financial revenue), while in 2023 it was a loss of VND 5.5 billion. At the end of 2024, total pre-tax accounting profit reached VND 2.7 billion, down 94.6% compared to the previous year (Because in the fourth quarter of 2023, the Company earned other profits from the liquidation of the Transco Glory ship with an amount of more than VND 55 billion).

#### **2. Financial situation**

##### **a) Asset situation**

Book value as of December 31, 2024:

+ Total asset value: 178,268,012,293 VND

In which:      - Short-term assets: 136,896,926,111 VND

                    - Long-term assets: 41,371,086,182 VND



The Company's total assets as of December 31, 2024 were VND 178 billion, down VND 19 billion compared to the beginning of the year. Of which, short-term assets were VND 137 billion, accounting for 77% of total assets, down VND 18 billion compared to the beginning of the year. Long-term assets were VND 41 billion, accounting for 23% of total assets, down VND 1 billion compared to the beginning of the year. The main asset structure is as follows:

- Fixed assets are 11.1 billion VND, accounting for 6.2% of total assets.
- Cash, cash equivalents and term deposits under 12 months were VND 124 billion, accounting for 69% of total assets.

b) Debt payable situation:

+ Total capital: 178,268,012,293 VND

In which: - Liabilities: 2,501,059,408 VND

- Owner's equity: 175,766,952,885 VND

Total capital as of December 31, 2024 is 178 billion VND, a decrease of 19 billion VND compared to the beginning of the year, of which: Payables (short-term debt) is 2.5 billion VND, accounting for 1.4% of total capital. In general, the Company has paid debts to customers relatively regularly and stably in accordance with the provisions of the contract and the Company has no more loans to banks and credit institutions.

### **3. Improvements in organizational structure, policies and management:**

In order to meet the development orientation and new business situation, in 2024, the Company has improved its organizational structure, personnel and salary. Specifically:

- Negotiate, agree and resolve the termination regime for 06 employees subject to staff reduction according to the Board of Directors' policy, ensuring compliance with legal regulations. The total number of employees as of December 31, 2024 is 11 people.
- Complete the procedures for dissolving the Branch in Ho Chi Minh City with the Department of Planning and Investment of Ho Chi Minh City in June 2024.
- Decided to dissolve the Sales Department.

- Decided to change the name of the Human Resources Department to the Administration and Human Resources Department.

- Build a new salary scale suitable to the nature and requirements of each position after personnel rearrangement.

- Issue regulations and decentralization tables in business management and operation.

In addition, the Board of Directors has directed the review and adjustment of labor regulations and collective labor agreements to meet the current actual operating conditions of the Company.

#### **4. Future development plan:**

In addition to exploiting the Transco building, the Company will focus on implementing new production and business activities for the Company such as: renting barges to transport containers between ports in the Hai Phong area and the North; providing domestic container transportation services.

- Focus on finding suitable ship investment plans to effectively use idle capital. The Board of Directors will prepare a ship investment project to submit to the Board of Directors and the General Meeting of Shareholders for consideration and approval when there is a specific plan.

Based on the actual situation, the Company builds the 2025 plan as follows:

<b>No.</b>	<b>Items</b>	<b>Unit (VND)</b>	<b>Year 2025</b>
<b>I</b>	<b>Leasing the Transco Office Building</b>		
1	Revenue	Millions	3.963
2	Profit Before Tax (PBT)	Millions	(2941)
<b>II</b>	<b>Container Transportation by barge for PIL</b>		
1	Revenue	Millions	1300
2	Profit Before Tax (PBT)	Millions	176



<b>III</b>	<b>Chartering vessels</b>		
1	Revenue	Millions	14.400
2	Profit Before Tax (PBT)	Millions	400
<b>IV</b>	<b>Domestic Container Operation Services</b>		
1	Revenue	Millions	2000
2	Profit Before Tax (PBT)	Millions	120
<b>V</b>	<b>Total (I + ... +IV)</b>		
1	Total Revenue	Millions	21.663
2	Company-wide Profit Before Tax	Millions	3.635
2.1	Profit Before Tax from Business	Millions	(2245)
	- Leasing the Transco Office Building	Millions	(2941)
	- Container Transportation by barge for PIL	Millions	176
	- Chartering vessels	Millions	400
	- Domestic Container Operation Services	Millions	120
2.2	Financial Activities (Interest Income)	Millions	5.880
3	Projected Dividend		
4	Appropriation to Funds: - Development Investment Fund	Millions	No Appropriation to Funds

**\* Implementation Solutions:**

- Continue working with traditional customers to sign transportation contracts with stable cargo volumes, thereby developing suitable ship chartering plans for submission to the Board of Directors for approval.

- Recruit additional personnel to implement the Company's new business activities, such as leasing barges to transport empty containers between ports in the Hai Phong area and the northern region, as well as providing domestic container transportation services.



- Continue restructuring the organizational structure of departments and personnel to streamline operations in line with the Company's scale and actual business conditions. The Company will propose to the 2025 Annual General Meeting of Shareholders to dismiss one Board of Directors member and elect an additional member.

**5. Board of Directors' explanation for audit opinion: none**

**IV. Board of Directors' assessment of the Company's operations**

***1. Board of Directors' assessment of the Company's operations***

**\* About production and business:**

**a) Advantages:**

- The company always receives the consensus of shareholders; the support and assistance of the controlling shareholder, Transimex Joint Stock Company, and the major shareholder, Vietnam National Shipping Lines, in all plans and goals set.
- The close direction of the Board of Directors and the efforts, endeavors, and high unity in implementation of the Executive Board and all employees of the Company.

**b) Difficulties:**

- The plan to hire external ships to transport traditional goods such as exported coal and imported gypsum could not be implemented due to the sharp decrease in customers' transportation demand, which has almost not arisen since the beginning of the year. The quantity of goods is not enough to make one trip per month, so it is impossible to hire a specialized ship. When customers have sudden needs, the transaction to hire a ship with a capacity of 7-8 thousand tons is difficult because these ships prioritize transporting higher-value goods such as rice, fertilizer, iron and steel and cement. Moreover, the fact that the Company no longer has its own fleet has lost the initiative in arranging ships to suit customers' requirements.
- Office rental prices are still low and have not brought profits to the Company.

Overall assessment of 2024, the Company's main production and business activities have been narrowed, focusing on office leasing but have not yet brought in profits. Production and business expansion plans have not been effectively implemented, leading to many business difficulties. The Company has not achieved the profit target



plan according to the resolution of the 2024 Annual General Meeting of Shareholders.

\* Regarding human resources and labor:

Ensure stable income for workers, while streamlining the management apparatus to be compact and effective.

\* The Company's financial management always ensures accuracy and honesty, strictly implementing current financial accounting policies.

## ***2) Evaluation of the Board of Directors' performance:***

- The business direction of the Board of Directors always follows the plan and direction of the Board of Directors in accordance with the actual situation. The Board of Directors works actively and responsibly, always follows daily work, promptly resolves difficulties and problems that arise.

-The Board of Directors has operated the Company in accordance with its functions and duties, in compliance with the Company Charter and legal regulations. Strictly and fully comply with periodic or ad hoc reports as required by State management agencies.

- Completed and put into operation the office building for lease (Transco Building) in accordance with the Resolution of the Shareholders' Meeting and the Resolution of the Board of Directors.

- Financial management is well implemented, ensuring balance of capital sources for production and business activities as well as preparing counterpart capital for investment.

- Basically, the Executive Board and management staff have promptly implemented the Board of Directors' instructions in production and business activities. However, due to the very bad situation of the shipping market and the objective and subjective reasons mentioned above, the plan could not be implemented.

## **V. Corporate governance**

### ***1. Board of Directors:***

- a) The Company's Board of Directors consists of 05 members, including 03 non-executive members and 01 Board Member who is also the Company Director.

b) b) List of members of the Board of Directors, ownership ratio of voting shares and other securities issued by the Company as of December 31, 2024:

No	Name	Citizen identification number	POSITION	NUMBER OF PERSONAL OWNED SHARES	NUMBER OF SHARE REPRESENTATIVES FOR ORGANIZATION	SHARE OWNERSHIP RATIO/CONTRIBUTED CAPITAL	INCREASE (+) REDUCE (-)
1	Lê Phúc Tùng	094071000834	Chairman of the Board of Directors	0	0	0	0
2	Lê Tất Hưng	031064007612	Member of Board of Directors/Director of Company	176.000	0	2,05%	0
3	Nguyễn Văn Tuấn	031075012376	Member of the Board of Directors	0	0	0	0
4	Phạm Thị Anh Thư	001175043138	Member of Board of Directors/Capital representative of Vietnam National Shipping Lines	0	2.880.000	33,49%	0
5	Tạ Mạnh Cường	031065003949	Member of the Board of Directors	0	0	0	0



b) Subcommittees of the Board of Directors: none

c) Activities of the Board of Directors: The Board of Directors meets periodically every 3 months, summarizes the production and business activities of the quarter and sets out the plan for the following quarter. Independent non-executive members of the Board of Directors, based on their assigned tasks, direct operations in the fields of engineering, maritime safety, human resources, finance, and business. Independent members of the Board of Directors work in an objective and impartial spirit, working towards a common goal for the benefit of the Company.

d) List of Board of Directors members with corporate governance certificates: none

## **2. Board of Supervisors:**

a) The Company's Board of Supervisors consists of 03 people, including 01 head of the Board of Supervisors and 02 members.

b) List of members of the Board of Supervisors, ownership ratio of voting shares and other securities issued by the Company as of December 31, 2024:

No	Name	Citizen identification number	POSITION	NUMBER OF PERSONAL OWNED SHARES	NUMBER OF SHARE REPRESENTATIVES FOR ORGANIZATION	SHARE OWNERSHIP RATIO/CONTRIBUTED CAPITAL	INCREASE (+) REDUCE (-)
1	Vũ Thị Hậu	033188001977	Head of the Control Board	0	0	0%	0
2	Mai Trọng Tài	040087027720	Member of the Supervisory Board	0	0	0%	0
3	Dương Thanh Hà	017178000314	Member of the Supervisory Board	0	0	0%	0

b) The Board of Supervisors, based on its functions and duties, shall quarterly inspect the legality and honesty in the management and operation of business activities, in the organization of accounting, statistics and financial reporting of the Company, ensuring the legitimate interests of shareholders.

## **3. Transactions, remuneration and benefits of the Board of Directors, Board of Management and Board of Supervisors**

a) Remuneration, other benefits and expenses for each member of the Board of Directors, Board of Supervisors, Director and managers:

\* Remuneration of the Board of Directors and Board of Supervisors according to the Resolution of the 2024 Annual General Meeting of Shareholders is as follows:

- + Chairman of the Board of Directors: 5.000.000 VND/month
- + Member of the Board of Directors : 3.000.000 VND/person/month
- + Head of the Control Board: 3.000.000 VND/person/month
- + Member of the Control Board : 2.500.000 VND/person/month

NO	NAME	POSITION	INCOME IN 2024 (VND)
<b>I</b>	<b>Board of Directors</b>		
1	Lê Phúc Tùng	Chairman of the Board of Directors	60.000.000
2	Phạm Thị Anh Thư	Vicechairman of the Board of Directors	36.000.000
3	Lê Tất Hưng	Board Member and Director	651.769.618
4	Tạ Mạnh Cường	Member of the Board of Directors	36.000.000
5	Nguyễn Văn Tuấn	Member of the Board of Directors	36.000.000
<b>II</b>	<b>Control Board</b>		
1	Vũ Thị Hậu	Head of the Control Board	36.000.000
2	Mai Trọng Tài	Member of the Control Board	30.000.000
3	Dương Thanh Hà	Member of the Control Board	30.000.000

\* Meeting and other operating expenses of the Board of Directors: not deducted.

\* Other benefits of the Board of Directors and Board of Supervisors: None

\* Stock transactions of internal shareholders: none

c) Contracts or transactions with related persons of internal shareholders:

No	Name of organization/individual	Relationship with the Company	NSH No. *, date of issue, place of issue	Head office address	Time of transactions with the Company	Resolution No. Or Decision No.	Content, quantity, transaction value	Note
1	Transimex Joint	Transimex Joint Stock Company is the	0301874259	Floors 9-10, 172 Hai Ba Trung, DaKao Ward, 1 district, Ho Chi	From January to October 2024		Transimex Sun ship management service with	



	Stock Company	controlling shareholder		Minh City			transaction value of 475,000,000 VND (excluding VAT)	
2	Branch of Transimex Joint Stock Company in Hanoi	Transimex Joint Stock Company is the controlling shareholder	0301874259-001	Floors 9-10-11 Grand Building, No. 30-32 Hoa Ma Street, Pham Dinh Ho Ward, Hai Ba Trung District, Hanoi	From January to December 2024	Decision No 09/2024/HĐ QT date 05/02/2024	Liquidation sale of 05 container tractors + 05 trailers, office rental service with total transaction value of 4.733.514.054 VND(excluding VAT)	
3	Branch of Transimex Joint Stock Company in Hai Phong	Transimex Joint Stock Company is the controlling shareholder	0301874259-002	Room 414, Thanh Dat 1 Building, No. 3 Le Thanh Tong, May To Ward, Ngo Quyen District, HP	From January to December 2024		Office rental service with total transaction value of 98.300.128 VND (excluding VAT)	
4	Branch of Vinafreight Joint Stock Company in Hai Phong	Both are subsidiaries of Transimex Corporation	0302511219-002	Floor 3A - Transco Building, No. 5 Lot 2B New Urban Area Cat Bi Airport Junction, Dong Khe Ward, Ngo Quyen District, HP	From June 2024		Office rental service with total transaction value of 180.124.111 VND (excluding VAT)	

5	Transimex Shipping Joint Stock Company	Both are subsidiaries of Transimex Corporation	0202185730	Floor 6, No. 5, Lot 2B, New Urban Area, Cat Bi Airport Junction, Dong Khe Ward, Ngo Quyen District, HP	From January to December 2024		Office rental service with total transaction value of 152.637.040 VND (excluding VAT)	
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d) Implementation of regulations on corporate governance:

Board members continuously learn and participate in training courses to improve their corporate governance capacity, thereby providing timely guidance and improving corporate governance efficiency; Regularly exchange and discuss with the Executive Board to promptly support the Company's operations and governance.

## VI. Financial reports

- Ernst & Young Vietnam Co., Ltd. has audited the Financial Statements for the fiscal year ended December 31, 2024 of Transport and Trading Services Joint Stock Company and has expressed an unqualified opinion. The full text of the 2024 audit report is attached to the Company's 2024 annual report.

## LEGAL REPRESENTATIVE

  
 Director  
**LE TAT HUNG**



# **Transportation and Trading Services Joint Stock Company**

Financial statements

For the year ended 31 December 2024



# Transportation and Trading Services Joint Stock Company

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# Transportation and Trading Services Joint Stock Company

## GENERAL INFORMATION

### THE COMPANY

Transportation and Trading Services Joint Stock Company ("the Company") is currently a shareholding company established in accordance with the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate ("BRC") No. 0200387594 issued by the Department of Planning and Investment ("DPI") of Hai Phong City on 31 March 2000, as amended.

The Company's shares are listed on the Hanoi Stock Exchange ("HNX") with the code of TJC in accordance with the Certificate No. 27/TTGDHN/DKGD issued by HNX on 17 December 2007.

The current principal activities of the Company is real estate leasing.

The Company's registered head office is located at No. 5 Lot 2B, New Urban Area, Intersection 5 Cat Bi Airport, Dong Khe Ward, Ngo Quyen District, Hai Phong City, Vietnam.

### BOARD OF DIRECTORS

Members of the Board of Directors ("BOD") during the year and at the date of this report are:

Mr Le Phuc Tung	Chairman
Ms Pham Thi Anh Thu	Vice Chairwoman
Mr Le Tat Hung	Member
Ms Ta Manh Cuong	Member
Mr Nguyen Van Tuan	Member

### BOARD OF SUPERVISION

Members of the Board of Supervision during the year and at the date of this report are:

Ms Vu Thi Hau	Head
Mr Mai Trong Tai	Member
Ms Duong Thanh Ha	Member

### MANAGEMENT

Members of the management during the year and at the date of this report are:

Mr Le Tat Hung	Director	
Mr Tran Trong Tam	Deputy Director	appointed on 31 December 2024

### LEGAL REPRESENTATIVE

The legal representative of the Company during the year and at the date of this report is Mr Le Tat Hung.

### AUDITORS

The auditor of the Company is Ernst & Young Vietnam Limited.

# Transportation and Trading Services Joint Stock Company

## REPORT OF THE MANAGEMENT

Management of Transportation and Trading Services Joint Stock Company ("the Company") is pleased to present this report and the financial statements of the Company for the year ended 31 December 2024.

### MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

Management is responsible for the financial statements of each financial period which give a true and fair view of the financial position of the Company, and of the results of its operations and its cash flows for the year. In preparing those financial statements, management is required to:

- ▶ select suitable accounting policies and then apply them consistently;
- ▶ make judgments and estimates that are reasonable and prudent;
- ▶ state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- ▶ prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue its business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Company and for ensuring that the accounting records comply with the applied accounting system. It is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Management confirmed that it has complied with the above requirements in preparing the accompanying financial statements.

### STATEMENT BY THE MANAGEMENT

Management does hereby state that, in its opinion, the accompanying financial statements give a true and fair view of the financial position of the Company as at 31 December 2024 and of the results of its operations and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the financial statements.

For and on behalf of management:



Le Tat Hung  
Director

Hai Phong City, Vietnam

17 March 2025



Reference: 13651090/68430524

## INDEPENDENT AUDITORS' REPORT

**To: The Shareholders of Transportation and Trading Services Joint Stock Company**

We have audited the accompanying financial statements of Transportation and Trading Services Joint Stock Company ("the Company"), as prepared on 17 March 2025 and set out on pages 5 to 32, which comprise the balance sheet as at 31 December 2024, and the income statement and the cash flow statement for the year then ended and the notes thereto.

### *Management's responsibility*

The Company's management is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the financial statements, and for such internal control as the management determines is necessary to enable the preparation and presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditors' responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements give a true and fair view, in all material respects, of the financial position of the Company as at 31 December 2024, and of the results of its operations and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the financial statements.

### **Other matter**

The financial statements of the Company for the year ended 31 December 2023 were audited by another audit firm which issued unmodified opinion with a paragraph emphasising going concern assumption on those financial statements on 8 March 2024.

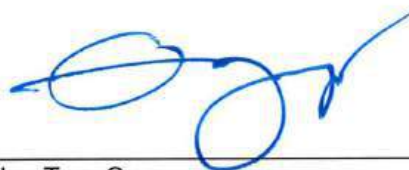
### **Ernst & Young Vietnam Limited**



Nguyễn Quốc Hoàng  
Deputy General Director  
Audit Practicing Registration Certificate  
No. 2787-2022-004-1

Ho Chi Minh City, Vietnam

17 March 2025



Ngo Tran Quang  
Auditor  
Audit Practicing Registration Certificate  
No. 5629-2025-004-1



BALANCE SHEET  
as at 31 December 2024

VND

Code	ASSETS	Notes	Ending balance	Beginning balance
<b>100</b>	<b>A. CURRENT ASSETS</b>		<b>136,896,926,111</b>	<b>155,024,001,516</b>
<b>110</b>	<b>I. Cash</b>	<b>4</b>	<b>2,663,741,619</b>	<b>17,141,970,723</b>
111	1. Cash		2,663,741,619	17,141,970,723
<b>120</b>	<b>II. Short-term investment</b>		<b>121,200,000,000</b>	<b>65,100,000,000</b>
123	1. Held-to-maturity investments	5	121,200,000,000	65,100,000,000
<b>130</b>	<b>III. Current accounts receivable</b>		<b>2,156,399,983</b>	<b>61,382,770,363</b>
131	1. Short-term trade receivables	6	1,490,088,969	60,842,352,298
132	2. Short-term advances to suppliers		143,275,317	720,399,690
136	3. Other short-term receivables	7	1,966,752,847	1,224,245,380
137	4. Provision for short-term doubtful receivables	6	(1,443,717,150)	(1,404,227,005)
<b>140</b>	<b>IV. Inventory</b>		<b>83,458,284</b>	<b>137,016,104</b>
141	1. Inventories		83,458,284	137,016,104
<b>150</b>	<b>V. Other current assets</b>		<b>10,793,326,225</b>	<b>11,262,244,326</b>
151	1. Short-term prepaid expenses		-	365,934,456
152	2. Deductible value-added tax	13	10,739,291,073	10,894,309,870
153	3. Tax and other receivables from the State	13	54,035,152	2,000,000
<b>200</b>	<b>B. NON-CURRENT ASSETS</b>		<b>41,371,086,182</b>	<b>42,486,924,241</b>
<b>220</b>	<b>I. Fixed assets</b>		<b>11,174,239,435</b>	<b>11,586,301,728</b>
221	1. Tangible fixed assets	8	3,918,943,435	4,331,005,728
222	Cost		5,425,233,348	7,625,854,357
223	Accumulated depreciation		(1,506,289,913)	(3,294,848,629)
227	2. Intangible assets	9	7,255,296,000	7,255,296,000
228	Cost		7,310,296,000	7,310,296,000
229	Accumulated amortisation		(55,000,000)	(55,000,000)
<b>230</b>	<b>II. Investment properties</b>	<b>10</b>	<b>29,803,722,274</b>	<b>-</b>
231	1. Cost		30,684,415,596	-
232	2. Accumulated amortisation		(880,693,322)	-
<b>240</b>	<b>III. Long-term assets in progress</b>		<b>-</b>	<b>30,122,311,313</b>
242	1. Construction in progress		-	30,122,311,313
<b>260</b>	<b>IV. Other long-term assets</b>		<b>393,124,473</b>	<b>778,311,200</b>
261	1. Long-term prepaid expenses	11	393,124,473	778,311,200
<b>270</b>	<b>TOTAL ASSETS</b>		<b>178,268,012,293</b>	<b>197,510,925,757</b>

BALANCE SHEET (continued)  
as at 31 December 2024

VND

Code	RESOURCES	Notes	Ending balance	Beginning balance
<b>300</b>	<b>C. LIABILITIES</b>		<b>2,501,059,408</b>	<b>16,158,680,829</b>
<b>310</b>	<b>I. Current liabilities</b>		<b>1,720,165,408</b>	<b>16,158,680,829</b>
311	1. Short-term trade payables	12	520,527,570	4,982,746,962
313	2. Statutory obligations	13	188,732,211	9,601,815,926
314	3. Payables to employees		190,768,120	983,846,621
315	4. Short-term accrued expenses	14	117,460,400	8,610,000
318	5. Short-term unearned revenues	15	188,181,815	-
319	6. Other short-term payables	16	98,164,280	90,910,308
322	7. Bonus and welfare fund	17	416,331,012	490,751,012
<b>330</b>	<b>II. Non-current liabilities</b>		<b>780,894,000</b>	<b>-</b>
337	1. Other long-term liabilities	16	780,894,000	-
<b>400</b>	<b>D. OWNERS' EQUITY</b>		<b>175,766,952,885</b>	<b>181,352,244,928</b>
<b>410</b>	<b>I. Owners' equity</b>	<b>18.1</b>	<b>175,766,952,885</b>	<b>181,352,244,928</b>
411	1. Issued share capital		86,000,000,000	86,000,000,000
411a	- Ordinary shares with voting rights		86,000,000,000	86,000,000,000
412	2. Share premium		5,007,985,000	5,007,985,000
418	3. Investment and development fund		11,496,562,246	11,496,562,246
421	4. Undistributed earnings		73,262,405,639	78,847,697,682
421a	- Undistributed earnings up to the end of prior period		71,107,697,682	38,822,794,756
421b	- Undistributed earnings of current period		2,154,707,957	40,024,902,926
<b>440</b>	<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>		<b>178,268,012,293</b>	<b>197,510,925,757</b>

Hai Phong City, Vietnam

17 March 2025



Tran Thi Thanh Nhan  
Preparer/Chief Accountant



Le Tat Hung  
Director



INCOME STATEMENT  
for the year ended 31 December 2024

VND

Code	ITEMS	Notes	Current year	Previous year
10	1. Net revenue from sale of goods and rendering of services	19.1	3,344,928,808	65,445,578,051
11	2. Cost of goods sold and services rendered	20	(2,684,702,462)	(68,611,018,965)
20	3. Gross profit (loss) from sale of goods and rendering of services		660,226,346	(3,165,440,914)
21	4. Finance income	19.2	7,146,172,531	5,909,221,469
22	5. Finance expenses		-	(35,879,358)
25	6. Selling expenses	21	(103,285,630)	(981,603,204)
26	7. General and administrative expenses	21	(4,689,775,702)	(7,311,018,028)
30	8. Operating profit (loss)		3,013,337,545	(5,584,720,035)
31	9. Other income	22	630,000	55,899,123,498
32	10. Other expenses	22	(310,327,377)	(233,377,036)
40	11. Other (loss) profit		(309,697,377)	55,665,746,462
50	12. Accounting profit before tax		2,703,640,168	50,081,026,427
51	13. Current corporate income tax expense	24.1	(548,932,211)	(9,558,047,703)
52	14. Deferred tax expense		-	(498,075,798)
60	15. Net profit after tax		2,154,707,957	40,024,902,926
70	16. Basic earnings per share (VND/share)	18.4	251	4,654
71	17. Diluted earnings per share (VND/share)	18.4	251	4,654

Hai Phong City, Vietnam

17 March 2025

Tran Thi Thanh Nhan  
Preparer/Chief Accountant

  
 Le Tat Hung  
Director

## CASH FLOW STATEMENT

for the year ended 31 December 2024

VND

Code	ITEMS	Notes	Current year	Previous year
	<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>			
01	<b>Accounting profit before tax</b>		<b>2,703,640,168</b>	<b>50,081,026,427</b>
	<i>Adjustments for:</i>			
02	Depreciation of tangible fixed assets and investment properties and amortisation of intangible assets	8, 9, 10	1,025,107,264	7,375,123,297
03	Provisions		39,490,145	386,918,360
04	Foreign exchange gains arising from revaluation of monetary accounts denominated in foreign currency		(122,806,284)	(81,795,979)
05	Profits from investing activities		(5,937,109,865)	(60,569,100,169)
08	<b>Operating loss before changes in working capital</b>		<b>(2,291,678,572)</b>	<b>(2,807,828,064)</b>
09	Decrease (increase) in receivables		5,169,989,285	(5,074,722,409)
10	Decrease in inventories		53,557,820	5,914,181,013
11	Decrease in payables		(3,263,923,534)	(6,583,616,987)
12	Decrease in prepaid expenses		751,121,183	200,759,744
15	Corporate income tax paid	13	(9,894,559,843)	(9,206,802,962)
17	Other cash outflows for operating activities		(74,420,000)	(1,400,467,400)
20	<b>Net cash flows used in operating activities</b>		<b>(9,549,913,661)</b>	<b>(18,958,497,065)</b>
	<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>			
21	Purchase, construction of fixed assets and other long-term assets		(5,540,839,300)	(18,906,423,429)
22	Proceeds from disposals of fixed assets		59,678,682,826	11,385,388,106
23	Placement in term deposits		(237,900,000,000)	(123,600,000,000)
24	Collections from term deposits		181,800,000,000	118,700,000,000
27	Interest received		4,708,330,411	5,058,093,554
30	<b>Net cash flows from (used in) investing activities</b>		<b>2,746,173,937</b>	<b>(7,362,941,769)</b>



CASH FLOW STATEMENT (continued)  
for the year ended 31 December 2024

VND

Code	ITEMS	Notes	Current year	Previous year
	<b>III. CASH FLOW FROM A FINANCING ACTIVITY</b>			
36	Dividends paid	18	(7,740,000,000)	(10,320,000,000)
40	Net cash flow used in a financing activity		(7,740,000,000)	(10,320,000,000)
50	Net decrease in cash for the year		(14,543,739,724)	(36,641,438,834)
60	Cash at beginning of year		17,141,970,723	53,758,605,295
61	Impact of foreign exchange rate fluctuation		65,510,620	24,804,262
70	Cash at end of year	4	2,663,741,619	17,141,970,723

Hai Phong City, Vietnam

17 March 2025



Tran Thi Thanh Nhan  
Preparer/Chief Accountant



Le Tat Hung  
Director

NOTES TO THE FINANCIAL STATEMENTS  
as at 31 December 2024 and for the year then ended

**1. CORPORATE INFORMATION**

Transportation and Trading Services Joint Stock Company ("the Company") is currently a shareholding company established in accordance with the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate ("BRC") No. 0200387594 issued by the Department of Planning and Investment ("DPI") of Hai Phong City on 31 March 2000, as amended.

The Company's shares are listed on the Hanoi Stock Exchange ("HNX") with the code of TJC in accordance with the Certificate No. 27/TTGDHN/DKGD issued by HNX on 17 December 2007.

The current principal activities of the Company are to provide domestic and overseas freight services; freight agency services, marine brokerage and supply; real estate leasing.

The Company's normal course of business cycle is 12 months.

The Company's registered head office is located at No. 5 Lot 2B, New Urban Area, Intersection 5 Cat Bi Airport, Dong Khe Ward, Ngo Quyen District, Hai Phong City, Vietnam.

The number of the Company's employees as at 31 December 2024 was 11 (31 December 2023: 29).

**2. BASIS OF PREPARATION**

**2.1 *Applied accounting standards and system***

The financial statements of the Company, expressed in Vietnam dong ("VND"), are prepared in accordance with Vietnamese Enterprise Accounting System and other Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- ▶ Decision No. 149/2001/QĐ-BTC dated 31 December 2001 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 1);
- ▶ Decision No. 165/2002/QĐ-BTC dated 31 December 2002 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 2);
- ▶ Decision No. 234/2003/QĐ-BTC dated 30 December 2003 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 3);
- ▶ Decision No. 12/2005/QĐ-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 4); and
- ▶ Decision No. 100/2005/QĐ-BTC dated 28 December 2005 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 5).

Accordingly, the accompanying financial statements, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the financial position and the results of operations and the cash flows of the Company in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

**2.2 *Applied accounting documentation system***

The Company's applied accounting documentation is the General Journal system.

**2.3 *Fiscal year***

The Company's fiscal year applicable for the preparation of its financial statements starts on 1 January and ends on 31 December.

**2.4 *Accounting currency***

The financial statements are prepared in VND which is also the Company's accounting currency.



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**3.1 Cash**

Cash comprise cash on hand and cash in banks.

**3.2 Inventories**

Inventories are measured at their historical costs. The cost of inventories comprises costs of purchase, costs of conversion (including raw materials, direct labor cost, other directly related cost, manufacturing general overheads allocated based on the normal operating capacity) incurred in bringing the inventories to their present location and condition.

In case the net realizable value is lower than the original price, it must be calculated according to the net realizable value.

Net realisable value ("NRV") represents the estimated selling price in the ordinary course of business less the estimated costs to complete and the estimated costs necessary to make the sale .

The perpetual method is used to record inventories, which are valued as follows:

Spare parts and tools - cost of purchase on a weighted average basis.

*Provision for obsolete inventories*

An inventory provision is made for the estimated loss arising due to the impairment of value (through diminution, damage, obsolescence, etc.) of raw materials, finished goods, and other inventories owned by the Company, based on appropriate evidence of impairment available at the balance sheet date.

Increases or decreases to the provision balance are recorded into the cost of goods sold account in the income statement. When inventories are expired, obsolescence, damage or become useless, the difference between the provision previously made and the historical cost of inventories are included in the income statement.

**3.3 Receivables**

Receivables are presented in the balance sheet at the carrying amounts due from customers and other debtors, after provision for doubtful receivables.

The provision for doubtful debts represents amounts of outstanding receivables at the balance sheet date which are doubtful of being recovered. Increases or decreases to the provision balance are recorded as general and administrative expense in the income statement. When bad debts are determined as unrecoverable and accountant writes off those bad debts, the differences between the provision for doubtful receivables previously made and historical cost of receivables are included in the income statement.

**3.4 Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of a tangible fixed asset comprises its purchase price and any directly attributable costs of bringing the tangible fixed asset to working condition for its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and expenditures for maintenance and repairs are charged to the income statement as incurred.

When tangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the income statement.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 3.5 *Leased assets*

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement at inception date and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset and the arrangement conveys a right to use the asset.

*Where the Company is the lessor*

Assets subject to operating leases are included as the Company's fixed assets in the balance sheet. Initial direct costs incurred in negotiating an operating lease are recognised in the income statement as incurred.

Lease income is recognised in the income statement on a straight-line basis over the lease term.

#### 3.6 *Intangible fixed assets*

Intangible fixed assets are stated at cost less accumulated amortization.

The cost of an intangible fixed asset comprises its purchase price and any directly attributable costs of preparing the intangible asset for its intended use.

Expenditures for additions, improvements are added to the carrying amount of the assets and other expenditures are charged to the income statement as incurred.

When intangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the income statement.

#### 3.7 *Depreciation and amortization*

Depreciation of tangible fixed assets and amortization of intangible assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Means of transportation	6 - 8 years
Office equipment	3 years

Indefinite land use rights are not amortised.

#### 3.8 *Investment properties*

Investment properties are stated at cost including transaction costs less accumulated depreciation and/or amortisation. Investment properties held for capital appreciation are not depreciated/amortised but subject to impairment review.

Subsequent expenditure relating to an investment property that has already been recognised is added to the net book value of the investment property when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment property, will flow to the Company.

Depreciation and amortisation of investment properties are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Buildings	50 years
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Investment properties are derecognised when either they have been disposed of or when the investment properties are permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the assets is recognised in the income statement in the year of retirement or disposal.



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.8 *Investment properties* (continued)**

Transfers are made to investment properties when, and only when, there is a change in use, evidenced by ending of owner-occupation, commencement of an operating lease to another party or ending of construction or development. Transfers are made from investment properties when, and only when, there is change in use, evidenced by commencement of owner-occupation or commencement of development with a view to sale. The transfer from investment property to owner-occupied property or inventories does not change the cost or the carrying value of the property for subsequent accounting at the date of change in use

**3.9 *Construction in progress***

Construction in progress represents the costs of acquiring new assets that have not yet been fully installed or the costs of construction that have not yet been fully completed. Construction in progress is stated at cost, which includes all necessary costs to construct, repair, renovate, expand, or re-equip the projects with technologies, such as construction costs, tools and equipment costs, project management costs, construction consulting costs, and borrowing costs that are eligible for capitalization.

Construction in progress will be transferred to the appropriate fixed asset account when these assets are fully installed or the construction project is fully completed, and depreciation of these assets will commence when they are ready for their intended use.

Construction costs are recognized as expenses when such costs do not meet the conditions to be recognized as fixed assets

**3.10 *Prepaid expenses***

Prepaid expenses are reported as short-term or long-term prepaid expenses on the balance sheet and amortized over the period for which the amounts are paid or the period in which economic benefits are generated in relation to these expenses.

**3.11 *Held-to-maturity investments***

Held-to-maturity investments are stated at their acquisition costs. After initial recognition, held-to-maturity investments are measured at recoverable amount. Any impairment loss incurred is recognised as finance expense in the income statement and deducted against the value of such investments.

**3.12 *Payables and accruals***

Payables and accruals are recognized for amounts to be paid in the future for goods and services received, whether or not billed to the Company.

**3.13 *Foreign currency transactions***

Transactions in currencies other than the Company's reporting currency of VND are recorded at the actual exchange rates at transaction dates which are determined as follows:

- Transactions resulting in receivables are recorded at the buying exchange rate of the commercial bank designated for collection; and
- Transactions resulting in liabilities are recorded at the selling exchange rate of the commercial bank designated for payment.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.13 Foreign currency transactions**

At the end of the year, monetary balances denominated in foreign currencies are translated at the actual exchange rates at the balance sheet date which are determined as follows:

- Monetary assets are translated at the buying exchange rate of the commercial bank where the Company conducts transactions regularly; and
- Monetary liabilities are translated at the selling exchange rate of the commercial bank where the Company conducts transactions regularly.

All foreign exchange differences incurred are taken to the income statement.

**3.14 Contributed capital**

*Ordinary shares*

Ordinary shares are recognised at issuance price less incremental costs directly attributable to the issue of shares, net of tax effects. Such costs are recognised as a deduction from share premium.

*Share premium*

Share premium is the difference between the par value and the issuance price of the shares, minus the actual expenses incurred for the issuance of the shares.

**3.15 Appropriation of net profits**

Net profit after tax is available for appropriation to shareholders after approval in the shareholders' meeting, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

The Company maintains the following reserve fund which is appropriated from its net profit after tax as proposed by the Board of Directors and subject to approval by shareholders at the Annual General Meeting.

*Investment and development fund*

This fund is set aside for use in the Company's expansion of its operation or of in-depth investments.

*Bonus and welfare fund*

This fund is set aside for the purpose of pecuniary rewarding and encouraging, common benefits and improvement of the employees' benefits, and presented as a liability on the balance sheet.

**3.16 Revenue recognition**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, excluding trade discount, rebate and sales return. The following specific recognition criteria must also be met before revenue is recognized:

*Sale of goods*

Revenue is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually upon the delivery of the goods.

*Rental income*

Rental income arising from operating leases is recognised in the income statement on a straight line basis over the terms of the lease.



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.16 Revenue recognition (continued)**

*Rendering of services*

Revenue is recognised when the services had been performed and completed.

*Interest income*

Interest is recognized on an accrual basis based on the time and actual interest rate for each period.

**3.17 Taxation**

*Current income tax*

Current tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted by the balance sheet date.

Current income tax is charged or credited to the income statement, except when it relates to items recognized directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to set off current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

*Deferred tax*

Deferred income tax is provided using the liability method on temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amount for financial reporting purpose.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- ▶ where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the related transaction affects neither the accounting profit nor taxable profit or loss; and
- ▶ in respect of taxable temporarily differences associated with investments in associates, and interests in joint ventures where timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, carried forward unused tax credit and unused tax losses, to the extent that it is probable that taxable profit will be available against which deductible temporary differences, carried forward unused tax credit and unused tax losses can be utilised, except:

- ▶ where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss; and
- ▶ in respect of deductible temporarily differences associated with investments in associates, and interests in joint ventures, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.17 Taxation (continued)**

*Deferred tax (continued)*

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Previously unrecognized deferred tax assets are re-assessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled based on tax rates and tax laws that have been enacted at the balance sheet date.

Deferred income tax is charged or credited to the income statement, except when it relates to items recognized directly to equity, in which case the deferred tax is also dealt with in equity account.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Company to offset current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority on:

- ▶ either the same taxable entity; or
- ▶ when the Company intends either settle current tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

**3.18 Earnings per share**

Basic earnings per share amounts are calculated by dividing net profit/(loss) after tax for the year attributable to ordinary shareholders of the Company (after adjusting for the bonus and welfare fund) by the weighted average number of ordinary shares outstanding during the year.

Diluted earnings per share amounts are calculated by dividing the net profit after tax attributable to ordinary equity holders of the Company (after adjusting for interest on the convertible preference shares) by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares.



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.19 Segment information**

A segment is a component determined separately by the Company which is engaged in providing products or related services (business segment) or providing products or services in a particular economic environment (geographical segment), that is subject to risks and returns that are different from those of other segments.

**3.20 Related parties**

Parties are considered to be related parties of the Company if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions, or when the Company and other party are under common control or under common significant influence. Related parties can be enterprise or individual, including close members of their families.

**4. CASH**

	VND	
	<i>Ending balance</i>	<i>Beginning balance</i>
Cash on hand	77,680,953	47,746,591
Cash in banks	2,586,060,666	17,094,224,132
<b>TOTAL</b>	<b>2,663,741,619</b>	<b>17,141,970,723</b>

**5. HELD-TO-MATURITY INVESTMENT**

	VND	
	<i>Ending balance</i>	<i>Beginning balance</i>
Term deposits (*)	121,200,000,000	65,100,000,000

(\*) This represents short-term deposits at the commercial banks with original maturity of six (6) months and earns the range of interest rates from 5.4% to 5.8% per annum.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 6. SHORT-TERM TRADE RECEIVABLES

		VND
	Ending balance	Beginning balance
Due to other parties	1,484,295,141	60,704,427,409
<i>Woongji Shipping Co., Ltd</i>	1,352,171,150	1,312,681,005
<i>Ima International Shipping S.A.</i>	-	57,117,134,404
<i>Viet Nam Evergreen Co., Ltd</i>	-	604,670,000
<i>Others</i>	132,123,991	1,669,942,000
Due to related parties (Note 25)	5,793,828	137,924,889
<b>TOTAL</b>	<b>1,490,088,969</b>	<b>60,842,352,298</b>
Provision for doubtful receivables	(1,443,717,150)	(1,404,227,005)
<b>NET</b>	<b>46,371,819</b>	<b>59,438,125,293</b>

*Details of movements of provision for doubtful short-term receivables:*

		VND
	Ending balance	Beginning balance
Beginning balance	(1,404,227,005)	(1,017,308,645)
Provision made during the year	(39,490,145)	(386,918,360)
Ending balance	(1,443,717,150)	(1,404,227,005)

## 7. OTHER RECEIVABLES

		VND
	Ending balance	Beginning balance
Interest received	1,960,282,194	721,502,740
Advances to employees	6,470,653	247,399,722
Others	-	255,342,918
<b>TOTAL</b>	<b>1,966,752,847</b>	<b>1,224,245,380</b>



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

8. TANGIBLE FIXED ASSETS

				VND
	<i>Buildings and structures</i>	<i>Means of transportation</i>	<i>Office equipment</i>	<i>Total</i>
<b>Cost</b>				
Beginning balance	-	7,590,444,926	35,409,431	7,625,854,357
Transfer from construction in progress	3,998,780,281	-	-	3,998,780,281
Disposal	-	(6,199,401,290)	-	(6,199,401,290)
Ending balance	3,998,780,281	1,391,043,636	35,409,431	5,425,233,348
<i>In which:</i>				
<i>Fully depreciated</i>		1,391,043,636	35,409,431	1,426,453,067
<b>Accumulated depreciation</b>				
Beginning balance	-	(3,259,439,198)	(35,409,431)	(3,294,848,629)
Depreciation for the year	(79,836,846)	(64,577,096)	-	(144,413,942)
Disposal	-	1,932,972,658	-	1,932,972,658
Ending balance	(79,836,846)	(1,391,043,636)	(35,409,431)	(1,506,289,913)
<b>Net carrying amount</b>				
Beginning balance	-	4,331,005,728	-	4,331,005,728
Ending balance	3,918,943,435	-	-	3,918,943,435

9. INTANGIBLE FIXED ASSET

			VND
	<i>Land use right</i>	<i>Accounting software</i>	<i>Total</i>
<b>Cost</b>			
Beginning and ending balances	7,255,296,000	55,000,000	7,310,296,000
<i>In which:</i>			
<i>Fully amortised</i>	-	55,000,000	55,000,000
<b>Accumulated depreciation</b>			
Beginning and ending balances	-	(55,000,000)	(55,000,000)
<b>Net carrying amount</b>			
Beginning and ending balances	7,255,296,000	-	7,255,296,000

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

# 10. INVESTMENT PROPERTY

VND  
Building

## Cost

Beginning balance	-
Transfer from construction in progress	30,684,415,596
Ending balance	30,684,415,596

## Accumulated depreciation

Beginning balance	-
Depreciation for the year	(880,693,322)
Ending balance	(880,693,322)

## Net carrying amount

Beginning balance	-
Ending balance	29,803,722,274

This represents the office building at No. 5 Lot 2B, New Urban Area, Intersection 5 Cat Bi Airport, Dong Khe Ward, Ngo Quyen District, Hai Phong City, Vietnam. The fair values of the investment properties as at 31 December 2024 had not yet been formally assessed and determined, but the Company's management believed that they were much higher than their carrying values based on the market price of the investment properties.

Revenue relating to investment property:

	Ending balance	VND Beginning balance
Rental income	2,215,134,268	-

# 11. LONG-TERM PREPAID EXPENSES

	Ending balance	VND Beginning balance
Tools and supplies	393,124,473	778,311,200



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 12. SHORT-TERM TRADE PAYABLES

		VND
	Ending balance	Beginning balance
Atiko Trans, Inc	207,659,620	198,508,326
Hai An Fire Fighting Prevention and Construction Design Consulting Co., Ltd	101,640,936	101,640,936
Cebu Asiana Logistics, Inc	82,763,522	79,116,239
Haiphong Construction Design and Consultant Joint Stock Company	75,617,711	-
Hai Loc Investment and Construction Co., Ltd	-	472,539,960
Other	52,845,781	4,130,941,501
<b>TOTAL</b>	<b>520,527,570</b>	<b>4,982,746,962</b>

## 13. STATUTORY OBLIGATIONS

				VND
	Beginning balance	Increase in year	Decrease in year	Ending balance
<b>Receivable</b>				
Value-added tax	10,894,309,870	513,321,589	(668,340,386)	10,739,291,073
Personal income tax	-	54,035,152	-	54,035,152
Others	2,000,000	-	(2,000,000)	-
<b>TOTAL</b>	<b>10,896,309,870</b>	<b>567,356,741</b>	<b>(670,340,386)</b>	<b>10,793,326,225</b>
<b>Payables</b>				
Corporate income tax	9,534,359,843	548,932,211	(9,894,559,843)	188,732,211
Personal income tax	67,456,083	143,837,068	(211,293,151)	-
Value-added tax	-	668,340,386	(668,340,386)	-
Others	-	134,442,525	(134,442,525)	-
<b>TOTAL</b>	<b>9,601,815,926</b>	<b>1,495,552,190</b>	<b>(10,908,635,905)</b>	<b>188,732,211</b>

## 14. SHORT-TERM ACCRUED EXPENSES

		VND
	Ending balance	Beginning balance
Expenses for external services	90,000,000	-
Utilities	27,460,400	8,610,000
<b>TOTAL</b>	<b>117,460,400</b>	<b>8,610,000</b>

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

# 15. UNEARNED REVENUE

	VND	
	Ending balance	Beginning balance
Office leasing	188,181,815	-

# 16. OTHER PAYABLES

	VND	
	Ending balance	Beginning balance
<b>Short-term</b>	<b>98,164,280</b>	<b>90,910,308</b>
Department of Social Insurance	13,427,684	34,263,316
Others	84,736,596	56,646,992
<b>Long-term</b>	<b>780,894,000</b>	<b>-</b>
Deposits received	780,894,000	-
<b>TOTAL</b>	<b>879,058,280</b>	<b>90,910,308</b>
<i>In which:</i>		
Due to other parties	694,738,280	90,910,308
Due to a related party (Note 25)	184,320,000	-

# 17. BONUS AND WELFARE FUND

	VND	
	Current year	Previous year
Beginning balance	490,751,012	1,044,242,187
Appropriation from undistributed earnings	-	846,976,225
Utilisation of fund	(74,420,000)	(1,400,467,400)
Ending balance	416,331,012	490,751,012



# Transportation and Trading Services Joint Stock Company

B09-DN

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 18. OWNERS' EQUITY

### 18.1 Increase and decrease in owners' equity

	Share capital	Share premium	Investment and development fund	Other fund	Undistributed earnings	Total	VND
<b>Previous year</b>							
Beginning balance	86,000,000,000	5,007,985,000	9,028,443,507	-	52,457,889,720	152,494,318,227	
Fund appropriation	-	-	2,468,118,739	846,976,225	(3,315,094,964)	-	
Utilisation of funds	-	-	-	(846,976,225)	-	(846,976,225)	
Dividends declare	-	-	-	-	(10,320,000,000)	(10,320,000,000)	
Net profit for the year	-	-	-	-	40,024,902,926	40,024,902,926	
Ending balance	86,000,000,000	5,007,985,000	11,496,562,246	-	78,847,697,682	181,352,244,928	
<b>Current year</b>							
Beginning balance	86,000,000,000	5,007,985,000	11,496,562,246	-	78,847,697,682	181,352,244,928	
Dividends declare (*)	-	-	-	-	(7,740,000,000)	(7,740,000,000)	
Net profit for the year	-	-	-	-	2,154,707,957	2,154,707,957	
Ending balance	86,000,000,000	5,007,985,000	11,496,562,246	-	73,262,405,639	175,766,952,885	

(\*) In accordance with Resolution of General Meeting of Shareholders No. 01/2024/NQ-DHDCD dated 2 April 2024, the Company's shareholders approved dividend by cash at the ratio of 9% per par value with the total amount of VND 7,740,000,000.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

# 18. OWNERS' EQUITY (continued)

## 18.2 Capital transactions with owners and distribution of dividends

	VND	
	Current year	Previous year
<b>Issued share capital</b>		
Beginning and ending balances	86,000,000,000	86,000,000,000
<b>Dividends declared and paid during the year</b>	<b>7,740,000,000</b>	<b>10,320,000,000</b>

## 18.3 Shares

	VND	
	Current year	Previous year
Shares authorised to be issued	8,600,000	8,600,000
Shares issued and fully paid	8,600,000	8,600,000
Ordinary shares	8,600,000	8,600,000
Shares in circulation	8,600,000	8,600,000
Ordinary shares	8,600,000	8,600,000

## 18.4 Earning per share

Basic and diluted earning per share are calculated as follows:

	Current year	Previous year
Net profit after tax attributable to ordinary shareholders	2,154,707,957	40,024,902,926
Distribution to bonus and welfare fund (*)	-	-
<b>Net profit after tax attributable to ordinary shareholders for basic earnings</b>	<b>2,154,707,957</b>	<b>40,024,902,926</b>
Weighted average number of ordinary shares	8,600,000	8,600,000
Basic earnings per share (VND/share)	251	4,654
Diluted earnings per shares (VND/share)	251	4,654

(\*) Net profit used to compute earnings per share for the year 2023 as presented in the financial statements for the year 2023 was restated to reflect the actual allocation to bonus and welfare fund from 2023 retained earnings following the Resolution No 01/2024/NQ-DHDCD of the shareholders meeting dated 2 April 2024.



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**19. REVENUE**

**19.1 Net revenue from sale of goods and rendering of services**

		VND
	Current year	Previous year
Revenue from office leasing	2,215,134,268	-
Rendering of transportation services	1,074,240,000	7,503,217,803
Sales of goods	55,554,540	2,061,194,001
Revenue from overseas freight charges	-	55,881,166,247
<b>NET REVENUE</b>	<b>3,344,928,808</b>	<b>65,445,578,051</b>
<i>In which:</i>		
<i>Sales to other parties</i>	<i>1,963,282,107</i>	<i>64,424,916,679</i>
<i>Sales to related parties (Note 25)</i>	<i>1,381,646,701</i>	<i>1,020,661,372</i>

**19.2 Finance income**

		VND
	Current year	Previous year
Interest income	5,947,109,865	4,859,073,006
Foreign exchange gains	1,199,062,666	1,050,148,463
<b>TOTAL</b>	<b>7,146,172,531</b>	<b>5,909,221,469</b>

**20. COST OF GOODS SOLD AND SERVICES RENDERED**

		VND
	Current year	Previous year
Cost of lease	1,740,718,130	-
Cost of transportation services	890,426,512	6,804,842,214
Cost of goods	53,557,820	2,166,656,148
Cost of overseas freight charges	-	59,639,520,603
<b>TOTAL</b>	<b>2,684,702,462</b>	<b>68,611,018,965</b>

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 21. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

	VND	
	Current year	Previous year
<b>Selling expenses</b>	<b>103,285,630</b>	<b>981,603,204</b>
Expenses of external services	103,285,630	981,603,204
<b>General and administrative expenses</b>	<b>4,689,775,702</b>	<b>7,311,018,028</b>
Labour costs	3,335,039,524	5,060,491,859
Expenses of external services	585,845,997	965,437,510
Depreciation and amortisation	132,706,842	17,791,213
Others	636,183,339	1,267,297,446
<b>TOTAL</b>	<b>4,793,061,332</b>	<b>8,292,621,232</b>

## 22. OTHER INCOME AND EXPENSES

	VND	
	Current year	Previous year
<b>Other income</b>	<b>630,000</b>	<b>55,899,123,498</b>
Gain on disposal of fixed assets	-	55,710,027,163
Others	630,000	189,096,335
<b>Other expense</b>	<b>(310,327,377)</b>	<b>(233,377,036)</b>
Loss from disposal of fixed assets	(308,195,726)	-
Others	(2,131,651)	(233,377,036)
<b>OTHER (LOSS) PROFIT</b>	<b>(309,697,377)</b>	<b>55,665,746,462</b>

## 23. OPERATING COSTS

	VND	
	Current year	Previous year
Labor costs	3,489,471,374	16,382,905,958
External services	1,898,210,106	13,283,009,030
Depreciation (Note 8, 9, 10)	1,025,107,264	7,375,123,297
Raw materials	309,877,999	37,424,023,322
Others	755,097,051	2,438,578,590
<b>TOTAL</b>	<b>7,477,763,794</b>	<b>76,903,640,197</b>



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 24. CORPORATE INCOME TAX

The Company has the obligation to pay corporate income tax ("CIT") at 20% of taxable profits.

The tax returns filed by the Company are subject to examination by the tax authorities. Because the application of tax laws and regulations to many types of transactions is susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities.

### 24.1 CIT expense

	VND	
	<i>Current year</i>	<i>Previous year</i>
CIT expense	548,932,211	9,534,359,843
Adjustment for under accrual of tax from prior year	-	23,687,860
Current CIT expense	548,932,211	9,558,047,703
Deferred tax expense	-	498,075,798
<b>TOTAL</b>	<b>548,932,211</b>	<b>10,056,123,501</b>

Reconciliation between the CIT expense and the accounting profit multiplied by CIT rate is presented below:

	VND	
	<i>Current year</i>	<i>Previous year</i>
<b>Accounting profit before tax</b>	<b>2,703,640,168</b>	<b>50,081,026,427</b>
At CIT rate of 20%	540,728,034	10,016,205,285
<i>Adjustments:</i>		
Non-deductible expenses	34,026,330	33,658,506
Adjustment for under accrual of tax from prior year	-	23,687,860
Others	(25,822,153)	(17,428,150)
<b>CIT expense</b>	<b>548,932,211</b>	<b>10,056,123,501</b>

### 24.2 Current CIT

The current CIT payable is based on taxable profit for the current year. The taxable income of the Company for the year differs from the profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted by the balance sheet date.

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**25. TRANSACTIONS WITH RELATED PARTIES**

List of related parties during the year and as at 31 December 2024 is as follows:

<i>Related parties</i>	<i>Relationship</i>
Transimex Corporation ("Transimex")	Parent company
Transimex Shipping Corporation ("Transimex Shipping")	Affiliate
Vinafreight Joint Stock Company ("Vinafreight")	Affiliate
Nippon Express (Vietnam) Co., Ltd ("Nippon Express")	Associate
Mr Le Phuc Tung	Chairman of BOD
Ms Pham Thi Anh Thu	Vice Chairman of BOD
Mr Le Tat Hung	Member of BOD, Director
Ms Ta Manh Cuong	Member of BOD
Mr Nguyen Van Tuan	Member of BOD
Ms Vu Thi Hau	Head of Board of Supervision
Mr Mai Trong Tai	Member of Board of Supervision
Ms Duong Thanh Ha	Member of Board of Supervision

Significant transactions with related parties during the year were as follows:

<i>Related party</i>	<i>Transaction</i>	<i>Current year</i>	<i>VND</i>
			<i>Previous year</i>
Transimex	Sale of fixed assets	4,266,428,632	-
	Dividend share	4,182,984,000	-
	Sale of service	984,831,010	851,501,372
	Deposit received	115,200,000	-
	Sale of goods	55,554,540	-
	Purchase of service	-	12,430,000
Transimex Shipping	Sale of service	152,637,040	-
Vinafreight	Sale of service	180,124,111	-
	Deposit received	69,120,000	-
Nippon Express	Sale of service	8,500,000	169,160,000

Amounts due from related parties at the balance sheet date were as follows:

			VND
<i>Related party</i>	<i>Transaction</i>	<i>Ending balance</i>	<i>Beginning balance</i>
<b>Short-term trade receivables</b>			
Transimex	Sale of services	4,886,421	128,626,089
Transimex Shipping	Sale of services	907,407	-
Nippon Express	Sale of services	-	9,298,800
		<b>5,793,828</b>	<b>137,924,889</b>
<b>Other long-term payables</b>			
Transimex	Deposit received	115,200,000	-
Vinafreight	Deposit received	69,120,000	-
		<b>184,320,000</b>	-



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**25. TRANSACTIONS WITH RELATED PARTIES (continued)**

***Transactions with other related parties***

Remuneration to members of the Board of Directors ("BOD"), Director and the Board of Supervision ("BOS") during the year were as follows:

<i>Individuals</i>	<i>Position</i>	<i>VND</i>	
		<i>Current year</i>	<i>Previous year</i>
Mr Le Phuc Tung	Chairman	60,000,000	40,000,000
Ms Pham Thi Anh Thu	Vice Chairman	36,000,000	46,000,000
Mr Le Tat Hung	BOD Member,		
	Director	651,769,618	855,704,000
Ms Ta Manh Cuong	BOD Member	36,000,000	39,000,000
Mr Nguyen Van Tuan	BOD Member	36,000,000	24,000,000
Mr. Vuong Ngoc Son	BOD Member		
	(up to 25 April 2023)	-	22,000,000
Mr. Nguyen Bao Trung	BOD Member		
	(up to 25 April 2023)	-	19,000,000
Mr. Tran Trong Tam	BOD Member		
	(up to 30 June 2023)	-	380,560,000
Mr. Nguyen Tuan Anh	BOD Member		
	(up to 31 July 2023)	-	320,800,000
Mr. Pham Duy Van	BOD Member		
	(up to 25 April 2023)	-	370,300,000
Ms Vu Thi Hau	BOS Head	36,000,000	24,000,000
Ms Duong Thanh Ha	BOS Member	30,000,000	20,000,000
Mr Mai Trong Tai	BOS Member	30,000,000	27,000,000
Ms Tran Thi Kim Lan	BOS Member		
	(up to 25 April 2023)	-	9,000,000
Mr Le Hong Quang	General Director		
	(up to 25 April 2023)	-	18,000,000
		<b>915,769,618</b>	<b>2,215,364,000</b>

# Transportation and Trading Services Joint Stock Company

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NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

## 26. SEGMENT INFORMATION

The following tables present revenue and profit and certain assets and liability information regarding the Company's business segment:

	Lease	Transportation services	Overseas freight charges	VND Total
<b>As at 31 December 2024 and for the year then ended</b>				
Sales of goods and rendering of services to external customers	2,215,134,268	1,129,794,540	-	3,344,928,808
<b>Total revenue</b>	<b>2,215,134,268</b>	<b>1,129,794,540</b>	-	<b>3,344,928,808</b>
Segment expenses	(1,740,718,130)	(943,984,332)	-	(2,684,702,462)
Segment net profit before tax	474,416,138	185,810,208	-	660,226,346
Unallocated expenses				(4,793,061,332)
Other expenses				(309,697,377)
Finance income				7,146,172,531
<b>Profit before tax</b>				<b>2,703,640,168</b>
Current income tax expense				(548,932,211)
<b>Profit after tax</b>				<b>2,154,707,957</b>
<b>As at 31 December 2024</b>				
<b>Assets and liabilities</b>				
Segment assets	37,498,514,566	-	-	37,498,514,566
Unallocated assets				140,769,497,727
<b>Total assets</b>				<b>178,268,012,293</b>
Segment liabilities	993,237,516	-	-	993,237,516
Unallocated liabilities				1,507,821,892
<b>Total liabilities</b>				<b>2,501,059,408</b>



NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**26. SEGMENT INFORMATION** (continued)

The following tables present revenue and profit and certain assets and liability information regarding the Company's business segment: (continued)

	Lease	Transportation services	Overseas freight charges	Total	VND
<b>As at 31 December 2023 and for the year then ended</b>					
Sales of goods and rendering of services to external customers	-	9,564,411,804	55,881,166,247	65,445,578,051	
<b>Total revenue</b>	-	<b>9,564,411,804</b>	<b>55,881,166,247</b>	<b>65,445,578,051</b>	
Segment expenses	-	(8,971,498,362)	(59,639,520,603)	(68,611,018,965)	
Segment net (loss) profit before tax	-	(3,758,354,356)	592,913,442	(3,165,440,914)	
Unallocated expenses				(8,292,621,232)	
Other expenses				55,665,746,462	
Finance income				5,873,342,111	
<b>Profit before tax</b>				<b>50,081,026,427</b>	
Current income tax expense				(10,056,123,501)	
<b>Profit after tax</b>				<b>40,024,902,926</b>	
<b>As at 31 December 2023</b>					
<b>Assets and liabilities</b>					
Segment assets	-	45,925,609,199	57,500,312,671	103,425,921,870	
Unallocated assets				94,085,003,887	
<b>Total assets</b>				<b>197,510,925,757</b>	
Segment liabilities	-	1,962,213,061	3,060,619,322	5,022,832,383	
Unallocated liabilities				11,135,848,446	
<b>Total liabilities</b>				<b>16,158,680,829</b>	

NOTES TO THE FINANCIAL STATEMENTS (continued)  
as at 31 December 2024 and for the year then ended

**27. EVENT AFTER THE BALANCE SHEET DATE**

There is no significant event that has arisen since the balance sheet date that requires adjustments or disclosures in the financial statements of the Company.

Hai Phong City, Vietnam

17 March 2025

Tran Thi Thanh Nhan  
Preparer/Chief Accountant



Le Tat Hung  
Director