

INFORMATION DISCLOSURE

To: - State Securities Commission
- Hanoi Stock Exchange

1. Name of organization: **Utxi Aquatic Products Processing Corporation**

- Stock code: UXC

- Address: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.

- Phone: (02993) 852.955 Fax: (02993) 852.670

2. Information disclosure person: Chiem Hai Hoa – Authorized person to disclose information

3. Type of information disclosure: ☒ periodic ☐ 24-hour ☐ unusual ☐ upon request

4. Information Disclosure Content: Utxi Aquatic Products Processing Corporation's 2024 Annual Report was submitted on April 03, 2025, in compliance with Appendix V of Circular No. 96//2020/TT-BTC, which was issued on November 16, 2020.

5. This information was published on the company's website on: April 03, 2025 at the following link: <http://utxi.com.vn/vi/news/co-dong/>

We hereby certify that the information disclosed above is truthful, and we take full responsibility under the law for the content of the disclosed information.

Attachments:

- Annual Report for Year 2024 of Utxi Aquatic Products Processing Corporation.

Recipient:

- As above;
- Board of Directors, Board of Directors;
- Supervisory Board
- Save: VT.I.

Organizational Representative
Persons authorized to disclose information



CHIEM HAI HOA



UTXICO

ANNUAL REPORT 2024



APRIL 03, 2025

UTXI AQUATIC PRODUCTS PROCESSING CORPORATION

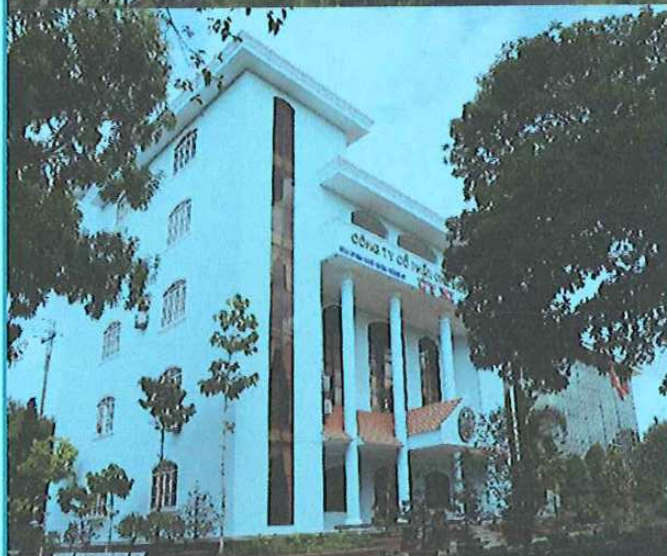
No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province

Tel. (0299) 3852 959 – 3852 671

Fax. (0299) 3852 952 – 3852 670

Website: www.utxi.com.vn

Email: quyenlb@utxi.com.vn



**UTXI AQUATIC PRODUCTS
PROCESSING CORPORATION**

THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom – Happiness

-----oOo-----
No: 03/BC-HĐQT/UXC.25

-----oOo-----
Soc Trang, April 03, 2025

ANNUAL REPORT 2024

To: - The State Securities Commission;
- Hanoi Stock Exchange.



UTXI AQUATIC PRODUCTS PROCESSING CORPORATION

(Business Registration Certificate No. 2200203836 issued by Soc Trang Department of Planning and Investment on June 15 2006, amended for the 18th time on October 03 2022)

Address of head office: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.

Telephone : (02993) 852671 – 852959

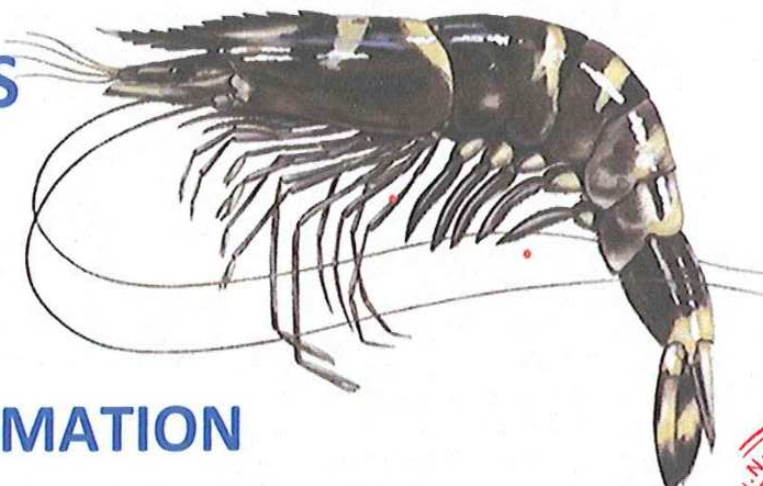
Fax: (02993) 852670 – 852958

Website: <https://www.utxi.com.vn>

Email: quyenlb@utxi.com.vn

Paid-up Charter capital: 354,000,000,000 dong (Three hundred fifty-four billion dong)

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1. COMPANY OVERVIEW

- Name of company	:	UTXI AQUATIC PRODUCTS PROCESSING CORPORATION
- English Name	:	UTXI AQUATIC PRODUCTS PROCESSING CORPORATION
- Address of head office	:	No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.
- Telephone	:	(02993) 852671 – 852959
- Fax	:	(02993) 852670 – 852958
- Website	:	https://www.utxi.com.vn
- Email	:	quyenlb@utxi.com.vn
- Company Logo	:	
- Business Registration Certificate	:	No. 2200203836 issued by Soc Trang Department of Planning and Investment on June 15 2006, amended for the 18th time on October 03 2022
- Legal Representative	:	Mrs. Ly Bich Quyen - Position: General Director
- Registered Charter capital	:	354,000,000,000 dong (Three hundred fifty-four billion dong)
- Paid-up Charter capital	:	354,000,000,000 dong (Three hundred fifty-four billion dong)
- Date of becoming a public company	:	June 18, 2007
- Stock Code	:	UXC
- Exchange	:	UPCoM

ESTABLISHMENT AND DEVELOPMENT PROCESS

➔ 1992 – 2001

- The precursor to Ut Xi Aquatic Products Processing Corporation was a private enterprise primarily engaged in trading shrimp raw materials for seafood processing plants within and outside of Soc Trang province, known as: Ut Xi Private Enterprise.

➔ 2002

- Ut Xi Aquatic Products Processing Company Limited was established and officially commenced operations with the following principal business activities:

- Aquaculture, processing, and trading of aquatic products
- Aquaculture, production, and trading of various aquatic breeds
- Trading of chemicals and feed for aquaculture
- Ice production; Warehousing rental services

Initial Charter capital: 21.599 billion VND

➔ 2003

- Hoang Phuong Seafood Processing Plant, with a 7,144 m² production area flexibly designed for multiple processing lines, was completed and put into operation at the end of 2003, equipped with entirely new facilities. The plant has a capacity of approximately 10,000 tons of finished products per year.

➔ 2004

- Hoang Nha warehousing facility was completed at the end of 2004, with a designed storage capacity of 3,000 tons, featuring a modern mobile racking system, imported refrigeration equipment, and a guaranteed storage temperature of -25°C +/- 2°C.

➔ 2005 – 2006

- In 2005, The company was awarded ISO 9001:2000 certification by SGS (United Kingdom); in 2006, the company received BRC certification (version 4) from SGS and ISO 14001:2004 certification from the Center for Conformity Assessment (Quacert).

- On June 15, 2006, Ut Xi Aquatic Products Processing Company Limited officially converted into Ut Xi Aquatic Products Processing Corporation under business registration certificate no. 5903000042 issued by the Soc Trang Department of Planning and Investment on June 15, 2006, with an initial **Charter capital of 130,000,000,000 VND** (One hundred and thirty billion VND).

- As a member of the Vietnam Association of Seafood Exporters and Producers (VASEP) and the Vietnam Chamber of Commerce and Industry (VCCI), Ut Xi Aquatic Products Processing Corporation is the first entity in Soc Trang province to operate under a closed production model, spanning from aquaculture to processing and trading of aquatic products.

Hoang Phong seafood processing factory, completed and operational by the end of 2006, represents the company's most advanced facility, a source of pride for its modernity, streamlined production, and processing capacity, boasting a cold storage system of approximately 600 tons and an annual output of about 10,000 tons.

2007

The company registered as a public company with the State Securities Commission on June 18, 2007.

In 2007, the company invested in expanding the Hoang Nha cold storage system by an additional 1,500 tons, which became operational in the second quarter of 2008, enhancing storage capacity for the three production factories during the off-season.

2008

First charter capital increase: (From 130 billion to 170 billion VND)

Business registration and tax registration certificate No. 2200203836, issued by the Department of Planning and Investment of Soc Trang Province, fifth amendment on December 18, 2008. Ut Xi Aquatic Products Processing Corporation increased its charter capital from 130 billion to 170 billion VND.

2010

Second charter capital increase: (From 170 billion to 195 billion VND)

Business registration and tax registration certificate No. 2200203836, issued by the Department of Planning and Investment of Soc Trang Province, ninth amendment on 2010-04-19. Ut Xi Aquatic Products Processing Corporation increased its charter capital from 170 billion to 195 billion VND.

Third charter capital increase: (From 195 billion to 295 billion VND)

Business registration and tax registration certificate No. 2200203836, issued by the Department of Planning and Investment of Soc Trang Province, twelfth amendment on December 24, 2010. Ut Xi Aquatic Products Processing Corporation increased its charter capital from 195 billion to 295 billion VND.

2015

Fourth charter capital increase: (From 295 billion to 354 billion VND)

Enterprise registration certificate No. 2200203836, issued by the Department of Planning and Investment of Soc Trang Province, sixteenth amendment on 2015-08-13. Ut Xi Aquatic Products Processing Corporation increased its charter capital from 295 billion to 354 billion VND.

2017

On April 17 2017, the company received Securities Registration Certificate No. 83/2017/GCNCP-VSD from the Vietnam Securities Depository, registering 35,400,000 shares.

2024

On December 24 2024, the company received Decision No. 1262/QĐ-SGDHN from the Hanoi Stock Exchange, approving the registration for trading of Ut Xi Aquatic Products Processing Corporation's shares, with the following details:

- + Stock name: Ut Xi Aquatic Products Processing Corporation shares
- + Stock type: Common stock
- + Stock symbol: UXC
- + Par value: 10,000 VND/share
- + Number of registered shares: 35,400,000 shares
- + Value of registered shares: 354,000,000,000 VND
- + First trading Date: Tuesday, December 31, 2024

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2. AWARDS AND CERTIFICATIONS ACHIEVED

AWARDS ACHIEVED

After more than 22 years of operation (from 2002-2024), Ut Xi Aquatic Products Processing Corporation has achieved the following accolades in production and business:

- ❖ Emulation Flag from the Government awarded to the leading unit in the emulation movement in 2005 and 2006. Certificate of Merit from the Ministry of Trade for excellent export achievements in 2005 and 2006. Certificate of Merit from the Vietnam Chamber of Commerce and Industry for outstanding achievements in production and business, and positive contributions to the development of the business community in 2005.
- ❖ Merit Award from the Ministry of Health for achievements in Occupational Health and Safety from 2001-2005.
- ❖ In 2006, the Company achieved the title of Excellent Export Enterprise (best export market solution award) and the "Gold Quality Brand" award in 2006; and the prestigious export enterprise title for three consecutive years in 2004, 2005, and 2006.
- ❖ Awarded the Green Brand in 2008 and 2009, certified by the Vietnam Union of Science and Technology Associations. Awarded the Vietnam Quality Award in 2007 and 2008.
- ❖ The Prime Minister awarded Certificates of Merit to the Chairman of the Board of Directors and the General Director of the Company, along with numerous other Certificates of Merit from the Soc Trang Provincial People's Committee, central ministries, and provincial agencies for the collective and individual members of the company.
- ❖ Ut Xi Aquatic Products Processing Corporation achieved the title of "Prestigious Securities Brand" in 2009 and 2010.
- ❖ Awarded the title of "Cultural Enterprise" by the Soc Trang Provincial People's Committee from 2013-2017.



CERTIFICATIONS ACHIEVED IN 2024

Certificate VN22/00000163

The management system of

UTXI AQUATIC PRODUCTS PROCESSING CORPORATION

No 24, Provincial Road 931, Ha Ba Hamlet, Tai Van Village, Tran Du District, Soc Trang Province, 95000, Vietnam
Facility number P10171

has been assessed and certified as meeting the requirements of

Global Seafood Alliance

Best Aquaculture Practices (BAP)

Seafood Processing Standard - Issue 5.1 - 16 - November - 2020

ANNOUNCED

For the following activities

Processing of Frozen Raw and Cooked Shrimps

Product Species: Farm Raised Shrimp (*Litopenaeus vannamei*)

Date of Onsite Evaluation: 15 April 2024, 16 April 2024, 17 April 2024

Certificate Issue Date: 12 June 2024

Certificate Expiry Date: 17 June 2025

Issue 3

Certificate not valid unless the facility is listed on the BAP website. This certificate is, provided all other certificates bearing this certificate number with earlier issue dates. Visit the BAP website www.bapcertification.org to validate certificate authenticity.

Authorized by

Girma M. Adal

Head - Technical

This certificate remains the property of SGS India Private Ltd.

SGS India Private Ltd.
48 Ashoka Park, Marg, Vashi (West) District - 401 003 India
t +91 22 604 6000 or www.sgs.com

The presence of a watermark picture within the QR barcode is part of the security system. The watermark is a picture of a shrimp, which is a symbol of the company. The watermark is a picture of a shrimp, which is a symbol of the company. The watermark is a picture of a shrimp, which is a symbol of the company.

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SGS



Bureau Veritas Certification

Certificate

Awarded to

UTXI AQUATIC PRODUCTS PROCESSING CORPORATION
TOAN THANG FARM

KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM

The organization has been assessed by Bureau Veritas Certification (BVQ) and conforms to the requirements of the

Aquaculture Stewardship Council standards

ASC Shrimp Standard version 1.2.1



Certification scopes

Activity: Aquaculture Operations

General description of the type of products covered: Litopenaeus vannamei
Point of which certified products may enter a Chain of Custody: CoC starts when product is loaded for transport away from the farm premises by boat, truck etc.

Type of certification: Multi site without BSC

Trade names and other addresses used for sales purposes: UTXI AQUATIC PRODUCTS PROCESSING CORPORATION, 24 Provincial Road 931, Ha Ba Hamlet, Tai Van Village, Tran Du District, Soc Trang Province, Vietnam

This certificate is valid only if the certificate holder is a legal entity that is registered in the country of origin of the product. The certificate holder must be a legal entity that is registered in the country of origin of the product. The certificate holder must be a legal entity that is registered in the country of origin of the product.

Certification start date: 14-04-2022

Expiry date: 23-01-2025

Issued on: 15-09-2024

Certificate number/Version: VN009155 / 4

Date of last certification: 24-01-2019

Nicolas MEY
Signed on behalf of BVQ
BUREAU VERITAS CERTIFICATION (BVQ) - 1 rue de la République, 92000 Nanterre, France
www.bureauveritas.com

Certificate is valid only if the certificate holder is a legal entity that is registered in the country of origin of the product. The certificate holder must be a legal entity that is registered in the country of origin of the product. The certificate holder must be a legal entity that is registered in the country of origin of the product.

ASC Farm Certificate Template Multiple sites v.6.0

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December 5, 2024

Appendix to ASC Farm Certificate Awarded to

UTXI AQUATIC PRODUCTS PROCESSING CORPORATION
TOAN THANG FARM

Certificate number/Version: VN009155 / 4

LIST OF SITES

PARTICIPATING SITE	ADDRESS	SCOPE
UTXI AQUATIC PRODUCTS PROCESSING CORPORATION TOAN THANG FARM	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
TRAM VAN THUAN	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
LE HANG KINH	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
PHAM VAN HUNG	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
PHAM HANG ANH	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
PHAM HANG HIEP	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
TRAM VAN DET	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
TRAM VAN DINH	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
TRAM VAN HUNG	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513

Appendix issued on: 15-09-2024

Nicolas MEY
Signed on behalf of BVQBUREAU VERITAS CERTIFICATION (BVQ) - 1 rue de la République, 92000 Nanterre, France
www.bureauveritas.com

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ASC Farm Certificate Template Multiple sites v.6.0

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December 5, 2024

Appendix to ASC Farm Certificate Awarded to

UTXI AQUATIC PRODUCTS PROCESSING CORPORATION
TOAN THANG FARM

Certificate number/Version: VN009155 / 4

LIST OF SITES

PARTICIPATING SITE	ADDRESS	SCOPE
UTXI AQUATIC PRODUCTS PROCESSING CORPORATION TOAN THANG FARM	KINH MUI HAMLET, VINH HIEP COMMUNE, VINH CHAU DISTRICT, SOC TRANG PROVINCE, VIETNAM	Litopenaeus vannamei 9.419401; 105.989513
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Appendix issued on: 15-09-2024

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Signed on behalf of BVQBUREAU VERITAS CERTIFICATION (BVQ) - 1 rue de la République, 92000 Nanterre, France
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ASC Farm Certificate Template Multiple sites v.6.0

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December 5, 2024

3. BUSINESS LINES AND LOCATIONS OF THE BUSINESS

BUSINESS LINES:

With a system of modern machinery, we ensure the creation of high-quality seafood products supplied to partners worldwide, including the US, EU, Japan, China, India, and other countries.

- Scale: Over 3,000 employees
- Capacity: 20,000 tons of finished products/year
- Main products: Skewered shrimp, mixed shrimp, breaded shrimp, fresh shrimp, steamed shrimp, Nobashi shrimp, and other products.

Pursuant to Business Registration Certificate No. 2200203836 for joint-stock companies issued by the Soc Trang Department of Planning and Investment on June 15, 2006, amended for the 18th time on October 03, 2022, the Company's current main business lines include:

No.	Industry	Code
1	Processing and preserving of aquatic products and products from aquatic products	1020 (Main)
2	Warehousing and storage of goods	5210

❖ Seafood processing activities.

Currently, the Company has two directly affiliated seafood processing factories: Hoang Phuong Seafood Processing Factory and Hoang Phong Seafood Processing Factory, with the following scale:

• Hoang Phuong Seafood Processing Factory

Factory overview: Designed capacity of 10,000 tons of finished products per year, current operating capacity of 60-75%, current production workforce of 1,000 employees.

Investment capital: 101,699 million VND, put into operation at the end of 2003.

Factory Information:

- Hoang Phuong Seafood Processing Factory has a production area of 7,144m², flexibly arranged for multiple processing lines. Completed and put into operation at the end of 2003 with completely new equipment. The factory's capacity is approximately 10,000 tons of finished products per year, and the cold storage system is approximately 600 tons. At the end of 2011, the Company invested in upgrading and renovating the factory to meet the actual needs of transitioning from specializing in black tiger shrimp production to producing both black tiger and vannamei shrimp.

- The majority of the main equipment is imported from Japan, the US, and Europe and installed by Searefico - Vietnam's leading unit in the field of industrial refrigeration equipment for seafood processing, such as:

- + System of 03 ANRITSU electronic scales imported completely built-up from Japan with a capacity of 20,000 units/hour/machine, capable of sorting into 7 to 12 sizes with an accuracy of +/- 0.1gr.

- + System of 03 blast freezers capable of freezing 900kg of finished products/hour.

- + System of 02 contact freezers with a capacity of 1.6 tons of finished products/batch.

- + System of 02 high-speed IQF conveyor belts for freezing and boiling with a capacity of 1 ton of finished products/hour.

- + An advanced spiral IQF conveyor belt imported directly from FMC Sweden capable of freezing various high-end products with a capacity of 450kg/hour.

- + 05 specialized flake ice machines capable of producing 100 tons of flake ice/day.

- + 07 specialized metal detectors from the Japanese brands Anritsu and Ishida.

- + Cold storage system with a capacity of 650 tons, ensuring stable cold storage at a temperature of -20°C +/- 2.

- + Backup generator system including 2 CUMIN generators with a capacity of 1,041KVA imported from the US, synchronized to ensure a stable power supply for production.

- + Water exploitation and treatment system ensures the supply of water meeting export seafood processing standards with a capacity of 1,200m³/day and night.

- + In addition, many other supporting equipment are synchronously equipped to ensure the processing capability from simple items such as head-off shell-on block frozen tiger prawns to high-end items such as straightened shrimp, skewered shrimp, breaded shrimp, steamed shrimp, Sushi shrimp,...

- + The factory has a wastewater treatment system with a capacity of 1,000m³/day and night.

- **Hoang Phong Seafood Processing Enterprise**

Enterprise Overview: Designed capacity of 10,000 tons of finished products/year, current operating capacity of 70-80%, current production workers: 1,100 workers.

Investment capital: 127,047 million VND, put into use at the end of 2006.

Information about the Enterprise:

- Completed and put into operation at the end of 2006, Hoang Phong Seafood Processing Enterprise is the most modern factory, the pride of the entire company in terms of modernity, production rationalization, and processing capacity with a cold storage system of approximately 600 tons. The enterprise's capacity is about 10,000 tons/year.

- Some typical equipment of Hoang Phong Seafood Processing Enterprise:
 - + MYCOM compressor system including 10 latest generation machines with a total capacity of 1,367 kW, imported completely built-up from Japan.
 - + System of 03 ANRITSU electronic scales imported completely built-up from Japan with a capacity of 20,000 units/hour/machine, capable of sorting into 7 to 12 sizes with an accuracy of +/- 0.1 gr.
 - + 03 flat high-speed IQF conveyor belts used for freezing cold and boiled products with a capacity of 1.7 tons of finished products/hour.
 - + 02 high-speed spiral IQF conveyor belts used for freezing high-end items such as Nobashi, breaded shrimp... with a capacity of 1 ton of finished products/hour.
 - + Airplast Freezer system specialized for IQF products including 09 interconnected cabinets with a capacity of 3.1 tons of finished products/batch.
 - + Airplast Freezer system specialized for block products including 06 interconnected cabinets with a capacity of 2.2 tons of finished products/batch.
 - + A steaming system for processing ready-to-eat shrimp products, such as steamed PTO, steamed PD, and Sushi, with a capacity of 1.5 tons per hour.
 - + Five specialized flake ice machines capable of producing 150 tons of flake ice per day.
 - + Five specialized Anritsu brand metal detectors from Japan.
 - + A cold storage system with a capacity of 350 tons, ensuring stable cold storage at a temperature of -22°C +/- 2.
 - + A backup generator system with a capacity of 1,370 KVA, synchronized to ensure a stable power supply for production.
 - + A water extraction and treatment system that ensures the supply of water that meets export seafood processing standards, with a capacity of 1,500 m3 per day.
 - + In addition, the company has invested in a modern laboratory capable of testing antibiotic residues using the ELISA method, microbiological testing, and more, in accordance with the stringent requirements of demanding markets such as Japan, Europe, and the United States.
 - + A wastewater treatment plant with a capacity of 1,500 m3 per day.

❖ Warehousing and goods storage services

Warehousing and goods storage services involve renting space for storing and preserving raw materials, semi-finished products, and finished products (goods) for a certain period before they are transported to consumers or points of sale. Currently, the company has one affiliated warehousing enterprise as follows:

- **Hoang Nha Warehousing Enterprise**

Enterprise overview: Hoang Nha Warehousing Enterprise is a warehouse for storing finished products and raw materials, combined with warehousing and goods storage services, with a capacity of 4,500 tons, at a temperature of $-25^{\circ}\text{C} \pm 2$.

Investment capital: 43,743 million VND. The 3,000-ton section was put into operation in 2005 and the 1,500-ton section was put into operation in early 2008. The current total number of personnel in the enterprise is 40.

Enterprise information:

- Hoang Nha Warehousing Enterprise was constructed and completed at the end of 2004, with a designed storage capacity of 3,000 tons, featuring a modern mobile racking system and imported refrigeration equipment, ensuring a warehouse temperature of $-25^{\circ}\text{C} \pm 2$.
- In 2007, the company invested in expanding the Hoang Nha cold storage system by an additional 1,500 tons, putting it into operation in the second quarter of 2008, increasing storage capacity for the two production enterprises during the off-season.
- Hoang Nha Warehousing Enterprise is equipped with a mobile racking system that is very convenient for the import and export process; along with five specialized forklifts combined with detailed warehouse management software for each location and item in the warehouse, creating the best conditions with the fastest time for the import and export process.
- In addition, Hoang Nha Warehousing Enterprise is equipped with: three refrigerated trucks with a total payload that can deliver 21 tons simultaneously, and five raw material transport vehicles with a total transport payload of 15 tons of raw materials.

❖ Some of the company's main product lines:

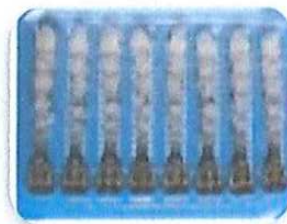
• *NOBASHI shrimp product line*



Nobashi EBI



Nobashi EBI



Nobashi EBI

• *Fresh shrimp product line*



Raw Butterfly

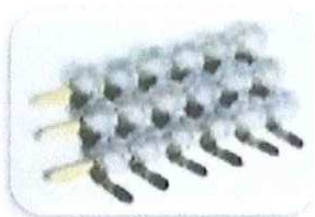


Raw HLSO



Raw HLSO EZ PEEL

- *Skewered shrimp product line*



Double Piercing Pto Skewer



Single Piercing PD Skewer

- *Mixed shrimp product line*

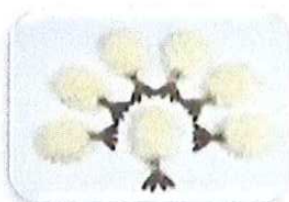


Shrimp Paste Covered With Cabbage



Shrimp Paste With Bitter Melon

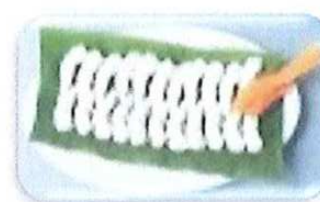
- *Breaded shrimp product line*



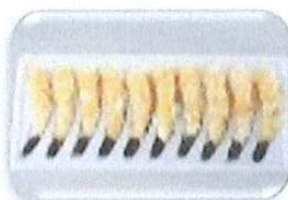
Breaded Butter Fly



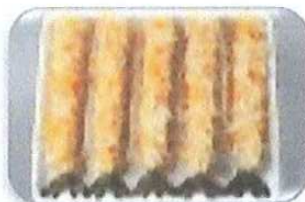
Breaded PD Color



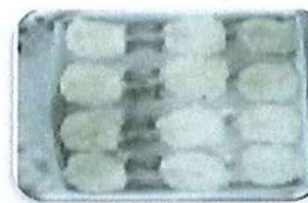
Breaded PD White



Breaded PTO Curve



Breaded PTO Straingt



Coconut Breaded ButterFly

• *Cooked shrimp product line*



COOKED HOSO BT



BLANCHED PD BT



COOKED HOSO VNM



COOKED HOSO- BT



COOKED PD- VNM



COOKED PTO RING VNM



COOKED PTO RING VNM



COOKED PTO VNM 3



SUSHI - BT



COOKED HOSO



COOKED PD



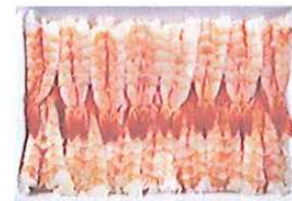
COOKED PTO



COOKED WHOLE SHRIMP



COOKED WHOLE SHRIMP



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LOCATIONS OF BUSINESS:

In recent years, Ut Xi Aquatic Products Processing Corporation has established relationships with numerous reputable and prominent distributors within the industry, including:

- **Japanese Market:** Supplies frozen shrimp, primarily value-added products, to the Japanese market through major distribution channels such as Tokyo Kyokuichi Co., Ltd, Mitani Sangyo Co., Ltd, and Ocean Road Co., Ltd...
- **US Market:** Due to the impact of the shrimp anti-dumping lawsuit, the company has been relatively cautious with this substantial market. However, given the changing circumstances, the company has commenced re-engaging with this market through major corporations like Beaver Street Fisheries, Inc and Limson Trading, Inc.
- **European Market:** This represents a significant market for the company. Currently, the company maintains regular supply agreements for substantial quantities with corporations such as Nordic Seafood and Roda International. Notably, the company has secured consistent orders for Dansk Supermarked's extensive supermarket system, encompassing over 1,000 supermarkets across Europe under the Bilka, Fotex, and Netto brands.
- **Other Markets:** China, Hong Kong, and South Korea.....

❖ Export Turnover Value

Markets	2023 Value (USD)	2024 Value (USD)	2023 Proportion (%)	2024 Proportion (%)
USA	4,868,700.00	13,687,129.50	38,70%	69.13%
Japan	6,668,581.25	4,952,345.70	53,01%	25.01%
South Korea	336,948.00	704,572.90	2,68%	3.56%
Hong Kong	704,934.48	98,394.50	5,60%	0.50%
France	0.00	355,371.60	0.00%	1.80%
TOTAL	12,579,163.73	19,797,814.20	100 %	100 %

❖ Revenue Structure by Market

Market	2023 Revenue (VND)	2024 Revenue (VND)	2023 Proportion (%)	2024 Proportion (%)
USA	114,700,662,000	342,035,570,634	32.89%	58.24%
Japan	157,581,079,050	123,044,960,086	45.19%	20.95%
South Korea	8,003,128,200	17,448,586,286	2.30%	2.97%
Hong Kong	16,704,507,223	2,386,558,598	4.79%	0.41%
France	-	8,902,653,804	0.00%	1.52%
Vietnam	50,377,820,329	93,476,527,530	14.83%	15.91%
TOTAL	347,367,196,802	587,294,856,938	100 %	100 %

4. INFORMATION ABOUT GOVERNANCE MODEL, BUSINESS ORGANIZATION AND MANAGERIAL APPARATUS

Ut Xi Aquatic Products Processing Corporation is organized and operates in accordance with Enterprise Law No, 59.2020.QH14 of the National Assembly of the Socialist Republic of Vietnam. XIV Legislature. 9th Session. passed on June 17, 2020 and effective from January 01, 2021, The basis of the company's governance and operations is the Charter of Organization and Operations. approved by the General Meeting of Shareholders on April 22, 2023.

MANAGEMENT STRUCTURE:

The company's current organizational structure comprises the Corporate Office, subordinate enterprises, and other affiliated units.

- **Corporate Office:** The location of the company's headquarters. housing the offices of the General Director and the associated functional departments.

- **Subordinate Enterprises:**

- + Hoang Phuong Aquatic Products Processing Enterprise
- + Hoang Phong Aquatic Products Processing Enterprise
- + Hoang Nha Warehousing Enterprise



Company Headquarters

Address: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.



Hoang Phuong Seafoof Factory-Branch

Address: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.



Hoang Phong Seafoof Factory-Branch

Address: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.

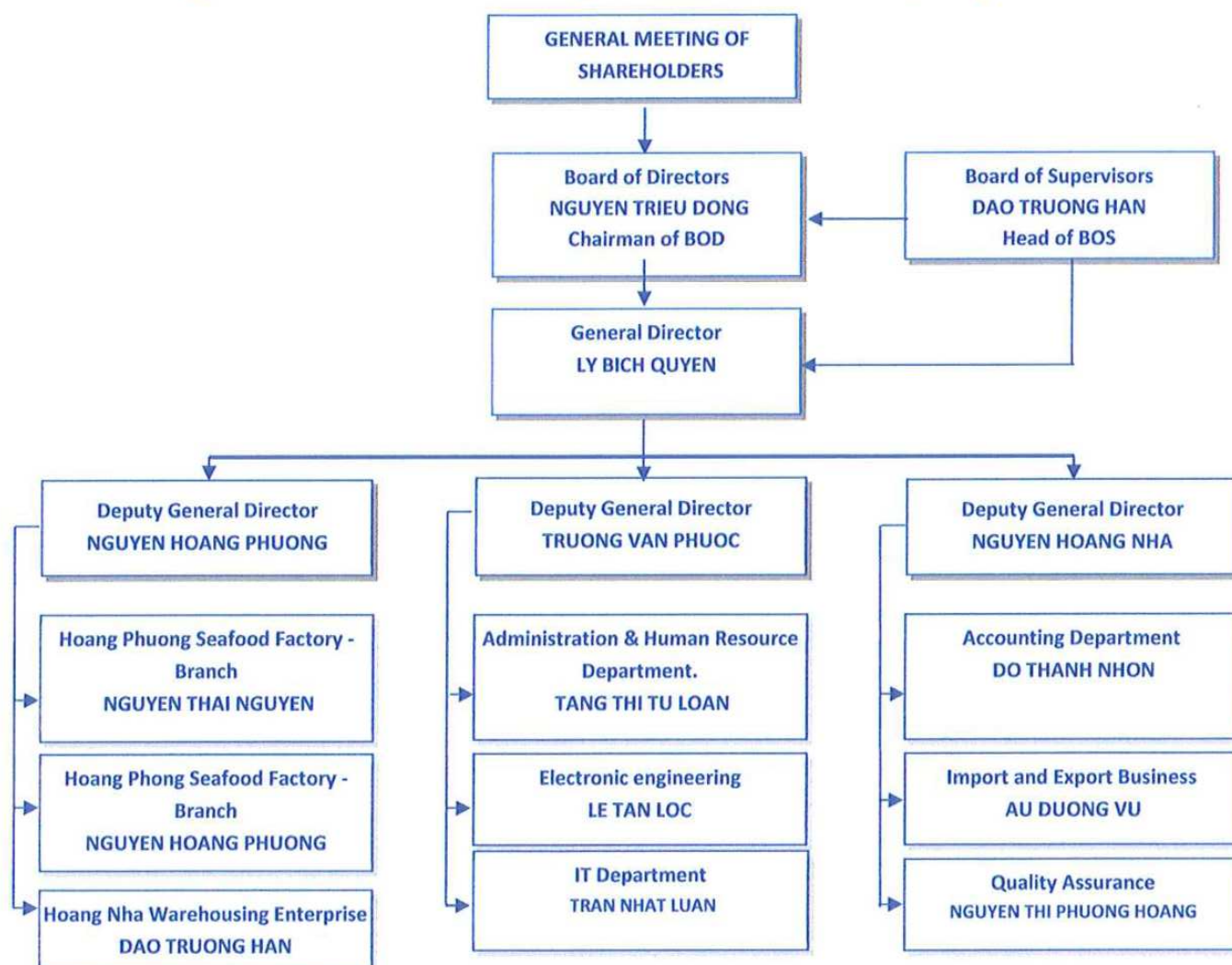


Hoang Nha Warehousing Enterprise

Address: No. 24, Provincial Road 934, Ha Bo Hamlet, Tai Van Commune, Tran De District, Soc Trang Province.

GOVERNANCE MODEL AND MANAGEMENT APPARATUS

Organizational Chart of Ut Xi Aquatic Products Processing Corporation



Ut Xi Aquatic Products Processing Corporation operates under a governance model structured and organized according to Point a, Clause 1, Article 137 of the 2020 Enterprise Law, comprising the General Meeting of Shareholders, the Board of Directors, the Supervisory Board, and the Board of General Directors.

General Meeting of Shareholders (GMS): The General Meeting of Shareholders is the highest authority of the company, deciding on matters within its purview as stipulated by the company's charter and relevant laws.

The Board of Directors (BOD): is the governing body of the Company, elected by the General Meeting of Shareholders, consisting of 05 members, having full authority on behalf of the Company to decide matters related to the Company's objectives and interests, except for matters under the authority of the General Meeting of Shareholders.

The Board of Supervisors (BOS): elected by the General Meeting of Shareholders, comprises 03 members and represents shareholders in overseeing all management and business administration activities of the Company. The BOS is accountable to the General Meeting of Shareholders and the Law for the tasks performed under its authority and obligations as prescribed by law.

The Board of General Directors (BOGD): appointed by the Board of Directors, is subject to the supervision of the Board of Directors and is accountable to the General Meeting of Shareholders, the Board of Directors, and the Law for the execution of its assigned rights and responsibilities. The Company's BOGD includes: 01 General Director and 03 Deputy General Directors.

- The General Director manages and bears ultimate responsibility for all aspects of the Company's production and business operations.

- The Deputy General Directors are responsible for assisting the General Director in managing the Company according to the assignments and authorizations delegated by the General Director; they are accountable to the General Director and the law for their assigned and authorized duties.

PARENT COMPANY, SUBSIDIARY, AFFILIATE

The Company does not have a Parent Company, Subsidiary, or Affiliate.

5. DEVELOPMENT ORIENTATIONS

Ut Xi Aquatic Products Processing Corporation sets a strategic goal to become one of the leading seafood suppliers in the world. The Company has formulated several short-term, medium-term, and long-term strategies to achieve this objective, specifically as follows:

PRIMARY OBJECTIVES OF THE COMPANY

- **Products:** Develop and diversify product offerings. Prioritize the development of traditional products that have established market share. Research and develop new products, especially those in which the Company has potential and advantages.

- **The market:** Strengthen marketing activities to promote the Company's brand and products in the market. Effectively implement quality policies toward customers to maintain and develop the brand and market share. Leverage all resources, bolster external relations, and engage in joint ventures and partnerships with foreign partners to access a wider international market.

- **Science and technology:** Promote initiatives in technical innovation and production streamlining to renew technology in production and business activities, aiming to generate greater profits. Regularly update, research, and apply advanced scientific and technological achievements worldwide.

- **Investment:** Continue investing in modern specialized equipment, focusing on technological innovation. Through investment, aim to access modern facilities and equipment that align with the development direction of advanced science and technology globally, while simultaneously training skilled technical personnel and workers to meet the Company's development requirements.

- **Finance:** Strictly manage costs, ensuring efficient use of capital; enhance financial capacity to guarantee continuous, stable, and sustainable development.

- **Human resources:** To implement medium and long-term strategies, the foremost foundational element is always human resources. The company recognizes employees as the core element, the heart of the operational process. Therefore, in conjunction with business strategies, the Company emphasizes the development of policies for employees, retaining existing employees and attracting new talent, particularly high-quality personnel.

MEDIUM AND LONG-TERM DEVELOPMENT STRATEGY

- **Medium-term strategy:** Product diversification, focusing on high-value-added products, constitutes the company's medium-term business strategy. In addition to the premium products regularly produced for markets such as Japan, Europe, the US, South Korea, Hong Kong, etc., including fresh shrimp, cooked shrimp, skewered shrimp, Nobashi shrimp, regular breaded shrimp, and Sushi, tailored to market demands, the company has essentially finalized the processing procedures and standardized specifications with clients to introduce several new items to the market, such as:

- **European Market:** Besides the traditional items currently supplied, Ut Xi continues to research number of value-added items such as: Breaded shrimp, Steamed shrimp supplied to large supermarket chains such as Carrefour from the use of shrimp raw materials raised in a sustainable model with environmentally friendly and responsible criteria such as Shrimp ASC certification.

- **US Market:** Ut Xi continues to develop and increase the supply of valuable items such as: Steamed shrimp supplied to large supermarket chains such as Walmart from the use of sustainable shrimp raw materials with 4-Star BAP certification.

• **Japan & Korea Market:** In addition to the traditional items currently offered such as Nobashi shrimp, breaded shrimp, Ut Xi Company has been gradually developing new high-value items such as Sushi Shrimp & Sashimi Cold Water Red Shrimp (with ingredients imported from Greenland, Canada, Japan, Argentina..)

- **Long-term strategy:** Diversifying products and markets, build a chain of high-value refined products in Japan, the United States, Europe, etc. increasing competitiveness to bring revenue and profits to businesses. Continue to provide value-added products to traditional markets, and at the same time cooperate with large distributors to research products to meet the consumer tastes of each market and region around the world. Building and developing a distribution network of supermarket and restaurant chains in the US through the supplier (import) BEAVER STREET FISHERIES INC in the United States. Invest in and expand the shrimp ladle area according to a sustainable model with environmentally friendly and community-friendly criteria such as Shrimp with ASC certification, BAP 4 Star both creates a source of clean raw materials for processing and protects the environment without harming the community.

SUSTAINABLE DEVELOPMENT GOALS

As a long-standing professional shrimp processing and exporting enterprise in Vietnam, Ut Xi recognizes the need to adapt swiftly and promptly to market developments to avoid lagging in the increasingly demanding integration process. Besides conducting business to achieve optimal efficiency and mutual benefits for all stakeholders, the company's management prioritizes sustainable policies aimed at environmental protection and contributing positively to the community and society. Specifically, the company defines:

- Regarding Environmental Protection:

+ **Waste Reduction:** Recycling and properly treating waste from processing operations.

+ **Water resource protection:** Minimizing water usage and effectively treating wastewater.

- Regarding Social Responsibility:

+ **Community Support:** Contributing to community projects and supporting workers in the seafood industry.

+ **Enhancing Working Conditions:** Guaranteeing a safe, healthy, and equitable working environment for all employees.

+ **Promoting Education:** Creating learning and development opportunities for employees.

- Regarding Sustainable Economics:

+ **Diversification of products:** Researching and developing new seafood products to satisfy diverse market demands.

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+ **Enhancing exports:** Broadening export markets to new and promising nations.

+ **Optimizing production expenses:** Implementing advanced technology and processes to elevate production efficiency and minimize costs.

- Regarding sustainable governance:

+ **Risk Management:** Construct robust risk management strategies to effectively address market fluctuations and other unforeseen challenges.

+ **Transparency and Accountability:** Ensure transparency in management and financial reporting, while upholding the accountability of all stakeholders.

+ **Human Resource Development:** Focus on training and skills development for employees, ensuring their capabilities align with present and future job requirements.

6. RISKS

ECONOMIC RISKS:

In the current era of global economic integration, Ut Xi Aquatic Products Processing Corporation faces numerous business opportunities and challenges. As a food industry enterprise, the company's production and business activities are directly influenced by economic growth rates and per capita income. Economic downturns and declining personal incomes lead to shifts in consumer spending patterns, significantly impacting the company's business performance and profitability.

To meet emerging demands, the company must restructure, expand production, and adopt a forward-looking perspective to maintain stability during the integration process. Therefore, economic risks pose a significant influence on Ut Xi's production and business operations.

As a company specializing in export production (90% of the company's revenue derives from exports), economic fluctuations in importing countries (particularly Japan, the US, and the EU) also significantly affect the company's business activities.

LEGAL RISKS:

Ut Xi Aquatic Products Processing Corporation, a joint-stock company listed on the UPCoM exchange of the Hanoi Stock Exchange, must adhere to all applicable legal regulations, including the Enterprise Law, the Securities Law, and other relevant legal documents and guiding circulars.

As a seafood export enterprise specializing in shrimp and shrimp products, Ut Xi consistently complies with domestic and international tax regulations and fulfills all customs procedures. With extensive industry experience, the company continuously monitors and updates on domestic and

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international legal matters to ensure regulatory compliance.

Amidst the current economic instability, import markets are implementing stricter product quality regulations and imposing various legal barriers to protect domestic seafood industries and safeguard consumer health. Consequently, Ut Xi prioritizes product quality throughout its entire process, from raw material procurement to finished goods.

Changes in seafood and export laws and regulations can impact the company's operations. Specifically, tariffs, quotas, and other trade barriers may reduce competitiveness in international markets. Furthermore, discrepancies between Vietnamese law and foreign legislation, particularly anti-dumping regulations, is also a risk of concern..

However, to ensure seamless exports, Ut Xi leverages preferential tariff rates from Free Trade Agreements that Vietnam has secured, enhancing its competitive advantage in the global marketplace.

FINANCIAL RISKS:

Effective cash flow management and maintaining liquidity for daily operations are crucial. Insufficient working capital to cover short-term expenses and financial obligations poses a risk to the company. Additionally, the company faces the risk of non-collection of debts from customers or business partners. This credit risk, associated with late or non-payment by partners, negatively impacts the company's cash flow and profitability.

SPECIFIC RISKS:

Raw Material Risks: Seafood harvesting is highly dependent on natural weather conditions. Cultivated material sources are often subject to mass shrimp deaths due to polluted water sources, fluctuating ecological environments, and diseased breeds, impacting the Company's procurement activities. Furthermore, the Company faces competition for raw materials from other entities, affecting raw material prices and the stability of the Company's production. This represents a significant risk for the Company.

Market Consumption Risks: The Company's primary export markets are Japan, the EU, the United States, and South Korea, which are demanding and volatile markets. Increasingly stringent quality regulations for imported products into the EU and the US, tariff barriers, deposits, etc., are factors that can shrink export markets, impacting the Company's revenue and profits. Moreover, the number of businesses operating in the same industry is continuously increasing. The Company's competitors include not only domestic companies but also foreign companies with strong capital and advanced technology. This is also a major risk factor for the Company's production and business

activities.

Additionally, the emergence of white leg shrimp from Thailand, China, India, etc., prsignificantly affecting the competitive source of raw materials for Vietnamese black tiger shrimp in the world market..

Product Quality Risks: Failure to ensure product quality can lead to customer complaints and loss of reputation.

Exchange Rate Risks: As a company operating in the import-export sector, Ut Xi regularly faces exchange rate risks as its revenue primarily comes from shrimp exports to markets like Japan, the EU, and the US, earning foreign currencies. If the Yen, EUR, USD, etc., weaken, the Company's revenue will decrease, causing difficulties in production and business activities and directly affecting the Company's business results. Recently, the global economy has experienced many fluctuations, resulting in considerable volatility in exchange rates. Therefore, this is considered a significant risk for the company.

HUMAN RESOURCES RISKS:

Shortages of skilled labor or the loss of key personnel can affect operational efficiency. Occupational safety issues can lead to accidents and production disruptions.

TECHNOLOGICAL RISKS:

Technological Obsolescence: Failure to invest timely in new technologies can reduce competitiveness.

Information Security: The risk of loss or theft of important data can affect the company's operations and reputation.

OTHER RISKS:

Some other force majeure risks, although unlikely to occur, can significantly impact the Company's business situation if they do occur. These risks include earthquakes, fires, droughts, floods, wars, or dangerous epidemics.

II. OPERATIONS IN THE YEAR

1. SITUATION OF PRODUCTION AND BUSINESS OPERATIONS

2. ORGANIZATION AND HUMAN RESOURCES

3. INVESTMENT ACTIVITIES, PROJECT IMPLEMENTATION

4. FINANCIAL SITUATION

5. SHAREHOLDER STRUCTURE, CHANGES IN OWNER'S EQUITY

6. ENVIRONMENT-SOCIAL-GOVERNANCE (ESG) REPORT OF THE COMPANY





1. SITUATION OF PRODUCTION AND BUSINESS OPERATIONS

In 2024, Ut Xi Aquatic Products Processing Corporation encountered numerous difficulties and challenges concerning the market, logistics, raw material sources for processing, as well as environmental issues and extreme weather conditions. Furthermore, the Company faced obstacles in accessing loan capital, restricting its procurement of raw materials. This directly impacted the Company's production and supply capacity, hindering the achievement of its annual plan. All these factors significantly affected the Company's production and business activities, leading to 2024 results falling short of expectations. The Company's 2024 business performance is outlined below:

RESULTS OF BUSINESS OPERATIONS IN THE YEAR

Indicator	Unit	2023	2024	Change (%)
1. Production Output	Ton	1,762	3,282	86,27 %
2. Export Output	Ton	1,229	2,131	73,39 %
3. Domestic Consumption Output	Ton	394	817	48,55 %
4. Export Value	Million USD	12,58	19.80	57,39 %
5. Total Net Revenue from Sales and Service Provision	Billion VND	339.27	584.29	72,22 %
6. Export sales revenue	Billion VND	296.99	493.82	66,27 %
7. Service provision and domestic sales revenue	Billion VND	50.38	93.48	85,55 %
8. Total Operating Expenses for Production-Business	Billion VND	433.41	652.62	50,58 %
9. Profit before tax	Billion VND	(84,41)	(37,80)	-
10. Profit after tax	Billion VND	(84,41)	(37,80)	-



IMPLEMENTATION SITUATION/ACTUAL PROGRESS AGAINST THE PLAN

Indicator	Unit	Plan year 2024	Implemented year 2024	Implemented/ Plan (%)
1. Production Output	Ton	3,216	3,282	102,05 %
2. Export Output	Ton	3,160	2,131	67,44 %
3. Domestic Consumption Output	Ton	550	817	148,55 %
4. Export Turnover	Million USD	29.39	19.80	67,37 %
5. Total net revenue from sales and service provision	Billion VND	691.21	584.29	84,53 %
6. Export Sales Revenue	Billion VND	634.10	493.82	77,40 %
7. Service Provision and Domestic Sales Revenue	Billion VND	57.11	93.48	163,68 %
8. Profit after tax	Billion VND	6.69	(37,80)	-

- Total net revenue from sales and service provision reached 584.29 billion VND, achieving 84.53% of the planned target and marking a 72.22% increase compared to 2023 (net revenue in 2023 was 339.27 billion VND).
- Gross profit from sales and service provision: reached 76.95 billion VND, accounting for 13.17% of net revenue.
- Profit after tax: negative 37.80 billion VND, a loss reduction of 55.22% compared to 2023.

The Company's losses over the years are due to the high operating expenses incurred during the period, which included cost of goods sold, selling expenses, general and administrative expenses, and financial expenses. In 2024, the Company recorded net revenue of 584.29 billion VND and gross profit from sales and service provision of 76.95 billion VND. However, due to the nature of the export industry, additional external service costs, such as transportation, insurance, customs, and export taxes, resulted in substantial selling expenses for the Company during the period. Additionally, owing to the impact of the general economic climate, which created working capital challenges for many companies, the Company incurred some bad debts requiring provisioning, resulting in higher general and administrative expenses in recent years.



NET REVENUE AND GROSS PROFIT STRUCTURE

Structure of Net Revenue from Sales and Services

No.	Indicator	Year 2023		Year 2024	
		Value (VND)	Percentage/ Total Revenue (%)	Value (VND)	Percentage/ Total Revenue (%)
1	Net Sales Revenue of Goods, Finished Products	337,200,621,928	97.01 %	570,708,512,266	97.68 %
2	Service Provision Revenue	10,022,615,629	2.95 %	13,172,596,329	2.25 %
3	Other Revenue (Shrimp Shells)	143,959,245	0.04 %	411,564,210	0.07 %
Net revenue from sales and service provision		339,274,126,629	100 %	584,292,672,805	100 %

The Company's net revenue from sales and service provision mainly comes from the processing and export of seafood products, accounting for about 97% - 99%. The remainder comes from warehouse rental services and the sale of shrimp shell waste.

The Company's net revenue in 2024 reached 584.29 billion VND, completing 84.53% of the 2024 revenue plan assigned by the General Meeting of Shareholders. Specifically, revenue from goods and finished product sales was 570.71 billion VND, service revenue reached 13.17 billion VND, and other revenues were 412 million VND.

Gross Profit from Sales and Service Activities

No.	Indicator	Year 2023		Year 2024	
		Value (VND)	Percentage/ Total Revenue (%)	Value (VND)	Percentage/ Total Revenue (%)
1	Gross profit on sales of goods, finished goods	(27,940,532,530)	-8.23 %	63,365,854,870	10.85 %
2	Gross Profit from Service Provision	10,022,615,629	2.95 %	13,172,596,329	2.25 %
3	Other Gross Profit (Shrimp Shells)	143,959,245	0.04 %	411,564,210	0.07 %
Gross profit from sales and service provision		(17,773,957,656)	-5.24 %	76,950,015,409	13.17 %

The Company's cost of goods sold includes the cost of goods and finished products sold. The Company's services and other revenues do not incur any cost of goods sold. Therefore, the Company's gross profit is significantly influenced by the cost of goods sold for merchandise and finished products.

In 2023, due to the general difficulties faced by seafood enterprises, which led to a sharp decline in the Company's revenue and a significant increase in the cost of goods sold, the gross profit from the sales of merchandise and finished products recorded a loss of more than 27 billion VND, while the gross profit from sales and service provision incurred a loss of more than 17 billion VND. In 2024, the seafood industry recovered considerably, alleviating the difficulties faced by businesses within the sector. As a result, the Company's gross profit from sales and services reached 76.95 billion VND.

OPERATING EXPENSES

No.	Indicator	Year 2023		Year 2024	
		Value (VND)	Percentage/Total Revenue (%)	Value (VND)	Percentage/Total Revenue (%)
1	Cost of Goods Sold	357,048,084,285	105.24%	507,342,657,396	86.83%
2	Selling Expenses	19,046,775,713	5.6%	46,274,568,204	7.92%
3	General and Administration Expenses	7,824,460,547	2.31%	46,370,605,150	7.94%
4	Financial Expenses	49,469,153,065	14.58%	52,630,111,510	9.01%
Total Expenses		433,406,473,610	127.74%	652,617,842,260	111.69%

➤ Total operating expenses in 2024: 652.62 billion VND, accounting for 111.69% of net revenue. Details are as follows:

- *Cost of goods sold: 507.34 billion VND, representing 86.63% of net revenue.*
- *Selling expenses: 46.27 billion VND, accounting for 7.92% of net revenue.*
- *Administrative expenses: 46.37 billion VND, comprising 7.94% of net revenue.*
- *Financial expenses: 52.63 billion VND, constituting 9.01% of net revenue.*

The Company's primary business is seafood processing and export; thus, the cost of goods sold (input material costs) constitutes a significant proportion and substantially influences the Company's financial performance. Selling expenses hold a considerable proportion of the Company's total revenue due to the specific characteristics of the export industry, incurring additional outsourced

service costs such as transportation, insurance, and customs fees. Administrative expenses during the period pertaining to the Company's production and business operations account for a small percentage of total revenue; however, due to the general difficult situation of the economy, the working capital flow of companies is not favorable. The Company has incurred some bad debts requiring provision, increasing the Company's administrative expenses during the period. The Company's financial expenses encompass interest expenses and losses from foreign exchange differences in exports.

In addition, Due to the unique characteristics of the export industry, the total costs related to the Company's business operations also fluctuate based on business performance during the period. For periods with substantial export activities, the Company's related total costs increase, and vice versa.

INPUT SUPPLY SOURCES

- **The Company's primary raw material** raw shrimp, accounting for 80% - 86% of the total product cost. The company applies the method of checking the input quality of raw shrimp before putting it into production and inspecting the criteria of finished products before shipment to ensure that it fully meets the quality standards, hygiene and food safety according to each market.

- **Stability of raw material supply:** the most important factor in the seafood processing industry is the source of raw materials. Therefore, the initiative to source raw materials will help businesses develop and increase competitiveness. Ut Xi Company is located in the key aquaculture area of the province, so it has many advantages in proactively supplying raw materials for production.

In addition, the Company also invests in shrimp farms in key regions. As a result, shrimp quality can be controlled and traceability is easy when needed. In the coming time, the Company will deploy a clean shrimp farming area according to the GAP (Good Aquaculture Practices) management process to stabilize the source of raw materials, ensure the best quality for the expansion of the export market..

- **The impact of raw material prices on revenue and profit:** because the cost of raw materials is raw shrimp, which accounts for a high proportion of production costs, the fluctuation of raw material prices affects the Company's production and business results. The price of raw shrimp fluctuates mainly due to the application of increasingly strict standards on food safety and hygiene of importing countries. This makes shrimp farmers need to control more closely and frequently about food sources, cultivation conditions, and disease control. This increases the cost of investment in shrimp farming, leading to an increase in the price of raw materials. On the other hand, with the proliferation of seafood processing companies in recent times, the demand for raw materials has increased, leading to fierce competition in the procurement of raw materials between enterprises in the same industry.

When input material prices rise, it significantly impacts the Company's business performance, while sales prices are difficult to increase due to domestic enterprises facing competition from seafood processing companies in countries like India, Thailand, and China. Therefore, to mitigate the impact of raw material prices on business operations, seafood processing companies are now trending towards proactively securing their raw material sources by organizing farming and cultivation. Additionally, companies need to establish large warehousing systems to ensure material availability during off-seasons.

RESEARCH AND DEVELOPMENT OF NEW PRODUCTS

Product diversification, focusing on high-value-added products, is the Company's core business strategy. In addition to the premium products currently produced and regularly supplied to markets such as Japan, Europe, the US, South Korea, and Hong Kong, including fresh shrimp, cooked shrimp, Nobashi, regular breaded shrimp, Sushi Shrimp & Sashimi Red Shrimp Cold Water, based on market demands; the company has essentially completed the process development and standardized specifications with customers to introduce several new products to the market, such as:

- **In the European market:** Butterfly-cut coconut-breaded shrimp, shrimp skewers seasoned with various flavors like garlic and lemon...
- **In the US market:** Cold Water Red Shrimp and Back Slit Shell, PTO Red Shrimp & Cold Water Red Shrimp Sushi (with ingredients imported from Argentina..)
- **In Japan & Korea:** Ut Xi Company is gradually developing new high-value items such as Sushi Shrimp & Sashimi, Cold Water Red Shrimp mixed with spices and sauces

PRODUCT QUALITY CONTROL

Currently, the Company implements primary quality management systems in its business operations, including the following systems:

- Vietnamese Ministry of Fisheries' standards for hygiene and safety in seafood processing: The Company holds a certificate of hygiene and safety in seafood processing issued by the National Agro-Forestry-Fisheries Quality Assurance Department (Nafiqaved), Ministry of Fisheries, on December 06, 2007, certifying that the Company meets food safety requirements according to current Vietnamese seafood industry standards in the production of frozen fresh shrimp; sushi shrimp, nobashi; and frozen breaded shrimp.
- HACCP (Hazard Analysis Critical Control Points): A preventative quality management system to ensure food safety through hazard analysis and implementation of control measures at critical points.
- ISO 9001:2000: The ISO 9001 quality management system, 2000 version, specifies requirements for a quality management system when an organization needs to demonstrate its ability to consistently provide product that meets customer and applicable regulatory requirements, and

aims to enhance customer satisfaction. ISO 9001:2000 certification covers the processing of fresh and cooked frozen shrimp products. The company's ISO 9001:2000 quality system has been certified by SGS (UK) since December 2006.

- BRC GLOBAL STANDARD FOOD (British Retail Consortium Global Standard Food): The 2005 version of the global food standard from the British Retail Consortium. BRC certification covers the processing of fresh and cooked frozen shrimp products. The Company's BRC Global Standard Food has been certified by SGS (UK) since July 2007.

- ISO 14001:2004: The ISO environmental management system, a standard for organizations committed to environmental protection, pollution prevention, and improving the living environment; the Company was certified by Quacert (UK) in August 2006.

- ISO 22000:2005: Food Safety Management System according to ISO 22000:2005 standard.

- In addition, the Company has developed and implemented a robust internal control system for all business processes, strengthening management activities in finance, accounting, human resources, finished goods, materials, sales, etc.

- The company's quality control department: The Company's quality management activities are handled by the Quality Management Department. This is one of the activities that the Company attaches particular importance to due to its direct impact on the Company's image and reputation. Quality control staff have been trained in HACCP, microbiological testing, statistical techniques, raw shrimp preservation, production management, etc., by NAFIQUVED, SEAQIP, Vietnam Productivity Center, and Ben Tre Department of Science and Technology. The Company's quality control department is capable of implementing food safety requirements of import markets, inspecting sensory and microbiological standards of exported seafood products, and shifting from finished product inspection to ensuring quality throughout the entire processing system. In addition, the Company has equipped modern and synchronized devices for the microbiological laboratory, promptly meeting the inspection and detection of potential hazards during production.

FACTORS AFFECTING THE COMPANY'S PRODUCTION AND BUSINESS ACTIVITIES

- Advantages

- The company is located right in the key shrimp farming area of the province and the whole country.

- Highly skilled workforce;

- Relatively adequate and modern machinery and equipment investment, including 2 production plants: Hoang Phuong Seafood Processing Enterprise and Hoang Phong Seafood Processing Enterprise.

- Prestigious and experienced in production and business, with a stable customer base and market share in major markets such as Japan, the EU, the US, and other markets;

- Possesses suitable production conditions, including seafood export codes to Japan, the EU, and the US;

- Proactive in securing raw material sources for year-round processing due to a warehouse capacity of up to 5,000 tons of finished goods and raw materials. The Company stocks goods during the season and gradually produces them when the season is over;

- Challenging factors

- Due to the nature of the industry, the supply of raw materials for production is highly dependent on the season and susceptible to fluctuations when weather and climate change;

- Importing countries are imposing increasingly stringent food safety requirements, especially Japan and the EU;

- The use of banned antibiotics and chemicals in farming remains complex;

- Rising prices of some auxiliary materials lead to an increase in input production costs;

- Competition among businesses in the same industry is increasingly fierce. Competition in seafood purchasing and processing is intense, creating a trend of decreasing profit margins.

2. ORGANIZATION AND PERSONNEL

LIST OF BOARD OF MANAGEMENT

The Company's Board of Management is appointed by the Board of Directors, is supervised by the Board of Directors, and is responsible to the General Meeting of Shareholders, the Board of Directors, and the Law for the performance of its assigned rights and duties.

No.	Name	Position	Number of shares	Ownership Percentage	Appointment Date
1	Mrs. Ly Bich Quyen	General Director	65,398	0.185%	01/07/2019
2	Mr. Nguyen Hoang Phuong	Deputy General Director	5,329,411	15.055%	19/07/2011
3	Mr. Nguyen Hoang Nha	Deputy General Director	7,973,086	22.523%	10/06/2013
4	Mr. Truong Van Phuoc	Deputy General Director	1,789,411	5.055%	01/01/2012
5	Mr. Do Thanh Nhon	Chief Accountant	10,842	0.031%	01/11/2002



SUMMARY OF BOARD OF MANAGEMENT MEMBERS' PROFILES

❖ General Director - Ms. LY BICH QUYEN

Name: LY BICH QUYEN – General Director (Member of the Board of Directors)

Gender: Female

Date of Birth: 1980

Permanent Address: BD 01-03, Minh Chau Residential Area, Ward 7, Soc Trang City, Soc Trang

Place of Birth: My Xuyen, Soc Trang

Nationality: Vietnam

Citizen Identity Card Number No.: 094180001116 Date of Issue: 2021-04-08

Issuing Authority: Police Department of Social Order Management

Qualification: Bachelor of English

Education Level: 12/12

Work Experience:

- From Year 2005 - present: Working at Ut Xi Aquatic Products Processing Corporation

Current Position at the Company: Member of the Board of Directors; General Director of the Company.

Positions held in other organizations: None

Legal violations: None

Debts to the company: None

Remuneration and other benefits (if any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations

Affiliated persons' Ownership:

No.	Name of affiliated persons	Relationship	Number of shares	Ownership Percentage
1	Nguyen Trieu Dong	Brother-in-law	7,116,000	20.101%
2	Nguyen Thi Thanh Thuy	Sister-in-law	358,580	1.013%
3	Nguyen Hoang Phuong	Husband	5,329,411	15.055%
4	Nguyen Hoang Nha	Younger brother-in-law	7,973,086	22.523%

❖ Deputy General Director – Mr. NGUYEN HOANG PHUONG

Name: NGUYEN HOANG PHUONG - Deputy General Director (Member of the Board of Directors)

Gender: Male

Date of Birth: 1972

Permanent Address: BD 01-03, Minh Chau Residential Area, Ward 7, Soc Trang City, Soc Trang

Place of Birth: My Xuyen, Soc Trang

Nationality: Vietnam

Citizen Identity Card Number No.: 094072000667 Date of Issue: 08/04/2021

Issuing Authority: Police Department of Social Order Management

Qualification: CEO

Educational Level: 12/12

Work Experience:

- 1991-2001: After completing high school education, assisted family in seafood business operations.
- 02/2002-Present: Contributed capital to establish Ut Xi Seafood Processing Limited Liability Company, transformed into Ut Xi Aquatic Products Processing Corporation from June 2006.

Current Position within the Company: Member of the Board of Directors; Deputy General Director of the Company.

Position Held in Other Organizations: None

Legal Violations: None

Debts Owed to the Company: None

Remuneration and Other Benefits (If any): In accordance with the Resolution of the General Meeting of Shareholders and the Company's regulations.

Affiliated persons' Ownership:

No.	Name of affiliated persons	Relationship	Number of Shares	Percentage Ownership
1	Nguyen Trieu Dong	Older brother	7,116,000	20.101%
2	Nguyen Thi Thanh Thuy	Older Sister	358,580	1.013%
3	Nguyen Hoang Nha	Younger Sibling	7,973,086	22.523%
4	Ly Bich Quyen	Wife	65,398	0.185%
5	Truong Van Phuoc	Brother-in-law	1,789,411	5.055%
6	Nguyen Kim Hong Dao	Sister-in-law	24,430	0.069%

❖ Deputy General Director - Mr. NGUYEN HOANG NHA

Name: NGUYEN HOANG NHA – Deputy General Director (Member of the Board of Directors)

Gender: Male

Date of Birth: 1984

Permanent Address: BD 01-03, Minh Chau Residential Area, Ward 7, Soc Trang City, Soc Trang

Place of Birth: Soc Trang City, Soc Trang Province

Nationality: Vietnam

Citizen Identity Card Number No.: 094084007444 Date of Issue: 10/08/2021
Issuing Authority: Police Department of Social Order Management

Qualification: Bachelor of Business Administration, Strayer University, Washington, D.C., USA **Educational Level:** 12/12

Work Experience:

- 2013-Present: Employed at Ut Xi Aquatic Products Processing Corporation

Current Position within the Company: Member of the Board of Directors; Deputy General Director of the Company.

Position Held in Other Organizations: None

Legal Violations: None

Debts Owed to the Company: None

Remuneration and Other Benefits (If any): In accordance with the Resolution of the General Meeting of Shareholders and the Company's regulations.

Affiliated persons' Ownership:

No.	Name of affiliated persons	Relationship	Number of Shares Owned	Percentage Ownership
1	Nguyen Trieu Dong	Order Brother	7,116,000	20.101%
2	Nguyen Thi Thanh Thuy	Order Sister	358,580	1.013%
3	Nguyen Hoang Phuong	Order Brother	5,329,411	15.054%
4	Ly Bich Quyen	Sister-in-law	65,398	0.185%
5	Truong Van Phuoc	Brother-in-law	1,789,411	5.055%
6	Nguyen Kim Hong Dao	Sister-in-law	24,430	0.069%

❖ Deputy General Director – Mr. TRUONG VAN PHUOC

Name: TRUONG VAN PHUOC – Deputy General Director

Gender: Male

Date of Birth: 1959

Permanent Address: KTM 06-44, Street Number 6, 5A Urban Area, Ward 4, Soc Trang City, Soc Trang Province

Place of Birth: My Xuyen, Soc Trang

Nationality: Vietnam

Identification Number: 094059006456 Date of Issue: 10/08/2021

Place of Issue: Police Department of Social Order Management

Qualification: CEO

Educational Level: 12/12

Work Experience:

- From 1980 to 1994: Worked at Hau Giang Foodstuff Company (now Can Tho Trading Company) as an Officer at the company's transaction office in Ho Chi Minh City.
- From 02/2002 to present: Participated in establishing Ut Xi Seafood Processing Limited Liability Company; from 06/2006 onwards, the company became Ut Xi Aquatic Products Processing Corporation.

Current Position at the company: Deputy General Director.

Position held in other organizations: None

Legal Violations: None

Debts to the Company: None

Remuneration and Other Benefits (If any): As regulated by the Company

Affiliated persons' Ownership:

No.	Name of affiliated persons	Relationship	Number of shares owned Shares owned	Percentage owned
1	Nguyen Trieu Dong	Brother-in-law	7,116,000	20.101%
2	Nguyen Thi Thanh Thuy	Wife	358,580	1.013%
3	Nguyen Hoang Phuong	Sister-in-law	5,329,411	15.054%
4	Nguyen Hoang Nha	Sister-in-law	7,973,086	22.522%
5	Truong Nguyen Phuong Vy	Biological child	13,764	0.039%
6	Phan Khanh Cuong	Son-in-law	12,000	0.034%



❖ Chief Accountant – Mr. DO THANH NHON

Name: DO THANH NHON – Chief Accountant

Gender: Male

Date of Birth: 08/10/1978

Permanent Address: Tan Thanh Hamlet, Tan Duyet Commune, Dam Doi District, Ca Mau

Place of Birth: Tan Thanh Hamlet, Tan Duyet Commune, Dam Doi District, Ca Mau

Nationality: Vietnam

Citizen Identity Card Number: 096078001289 Date of Issue: 08/05/2021

Place of Issue: Police Department of Social Order Management

Qualification: University of Finance and Credit **Educational Level:** 12/12

Work Experience:

- From 2001 to 2002: Worked at Huu Nghi Import-Export Company - Ca Mau Branch.
- From 2003 to present: Worked at Ut Xi Seafood Processing Limited Liability Company (now Ut Xi Aquatic Products Processing Corporation)

Current Position at the Company: Chief Accountant

Position held in other organizations: None

Legal Violations: None

Debts to the company: None

Remuneration and Other Benefits (If any): None

Affiliated persons' Ownership:

No.	Name of affiliated persons	Relationship	Number of shares owned	Percentage owned
1	Bui Chi Thien	Brother-in-law	4,129	0.012%
2	Bui Thi Kim Hoang	Sister-in-law	1,376	0.004%
3	Bui Thi Kim Thanh	Sister-in-law	1,080	0.003%

COMPANY LABOR STRUCTURE

Workforce quality stands as a pivotal determinant of an enterprise's enduring and sustainable progress; consequently, the Company consistently prioritizes cultivating and fostering a proficient, adept, and dynamic employee cohort. As of 31/12/2024, the Company's official employee count is 219 individuals (encompassing management, technical, production, and administrative roles). Specific details are as follows:

Company's labor structure as of 31/12/2024

Type of Labor	Number of People	Percentage (%)
By Working Form	219	100 %
- Official Labor	157	71.69 %
- Seasonal Labor	62	28.31 %
By Gender	219	100 %
- Male Employees	113	51.60 %
- Female Employees	106	48.40 %
Total	219	100 %

❖ Work Arrangements

- **Work Schedule:** The Company maintains a 7.5-hour workday, adhering to standard business hours. In instances of unforeseen personnel requirements during peak production seasons, overtime may be implemented, with the Company ensuring employee entitlements in accordance with established Labor Regulations and the Collective Bargaining Agreement. Leave, holidays, Tet (Lunar New Year) holidays, sick leave, and maternity leave are guaranteed as per the Labor Code.

- **Work Environment:** Employees operate within a stable, professional milieu, receiving compensation commensurate with their expertise and performance; salary and bonus structures are competitive. Office facilities are modern and well-ventilated. Production plants and warehouses adhere to established safety and fire prevention standards.

❖ Recruitment Policy

- Structuring and organizing the apparatus to align with the Company's operational realities remains a consistent focus for leadership. Appointments and personnel transfers are conducted transparently, judiciously, and procedurally. Current and newly appointed managers exhibit strong ethical and political character, competence, a heightened sense of responsibility, and prioritize collective interests.

- Recruitment practices are transparent and governed by defined criteria. Hiring aligns with the Company's actual workforce needs, optimizing human resource utilization within business operations.

❖ Training Policy

Within the knowledge economy, human capital is paramount to enterprise success. Recognizing this, Ut Xi Company prioritizes training and talent acquisition, focusing on skilled and specialized individuals as an enduring objective.

The Company consistently facilitates opportunities for employees to enhance their skills, fostering an understanding of their contributions and work processes, thereby minimizing redundancies, boosting productivity, and enhancing organizational effectiveness.

Ut Xi Company regularly conducts internal and external training initiatives, including product-specific training for production workers, skills development, and training on quality management systems such as HACCP, ISO 9001:2000, BRC (version 4), ISO 14001:2004, and ISO 22000:2005. Furthermore, the Company regularly sponsors specialized personnel for external short-term training to refine and update their expertise, ensuring continued professional efficacy.

❖ Salary, Bonus, and Benefits Policy

- **Salary Policy:** The Company pays wages based on output, ensuring fairness for employees and fostering competition to enhance productivity.

- **Bonus Policy:** To encourage and motivate employees to increase their contributions and improve productivity and quality of work, the Company conducts quarterly and annual evaluations to recognize outstanding individuals and teams. Timely rewards are given to individuals and groups who make significant contributions to the Company, as well as for initiatives that enhance work efficiency. Bonus considerations are based on the achievements of individuals or groups in successfully completing assigned tasks, achieving high business performance, and implementing cost-saving measures for the Company. Additionally, the Company appropriately disciplines individuals whose actions harm the Company's image and business operations.

- **Insurance and Benefits:** The Company makes social insurance, health insurance, and



unemployment insurance contributions for employees in accordance with the Labor Law and the established Labor Regulations. The Company prioritizes improving the material and spiritual well-being of its employees and collaborates with the Company's trade union to implement comprehensive benefit policies, including sick leave, maternity leave, bereavement leave, wedding leave, and regular organized trips and vacations for employees.

In addition to salary income, employees also receive lunch vouchers from the Company, are provided with dormitory accommodations, and receive housing allowances for those who have worked for one year or more. The Company consistently creates favorable conditions for employees to enhance their skills, understand their importance to the work, and be aware of their responsibilities, thus avoiding unnecessary actions, increasing productivity, and bringing efficiency to the business.

Metrics	Year 2021	Year 2022	Year 2023	Year 2024
Average Salary (Million VND/person/month)	5.58	5.48	4.90	6.87

❖ Changes in Employee Policy

In 2024, the company implemented several key changes to its employee policy aimed at improving working conditions and enhancing employee satisfaction:

- **Base Salary Increase:** Adjust the basic salary according to the current law, meet the requirements of the labor market and ensure stable income for employees.
- **Bonus Policy:** Implemented a bonus policy based on work performance and employee contributions to the company's development.
- **Training Policy:** Expanded specialized training programs and management training for high-potential employees.
- **Improved Work Environment:** Renovated and upgraded facilities to create better working conditions for employees.

3. INVESTMENT STATUS AND PROJECT IMPLEMENTATION STATUS

MAJOR INVESTMENTS: In 2024, the Company did not incur any financial investments or project investments.

SUBSIDIARIES AND AFFILIATES: The Company has no subsidiaries or affiliates.

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4. FINANCIAL STATUS

FINANCIAL STATUS

Target	31/12/2023	31/12/2024	Percentage Change
Total Asset Value	951,580,555,703	868,466,527,784	-8.73 %
Shareholders' Equity	-50,882,332,485	-88,681,455,305	(*)
Net Revenue	339,274,126,929	584,292,672,805	72.22 %
Profit from Operating Activities	-85,680,729,849	-64,081,825,777	25.21 %
Other Profit	1,268,189,679	26,284,898,957	1.972.63 %
Profit Before Tax	-84,412,540,170	-37,796,926,820	(**)
Profit After Tax	-84,412,540,170	-37,796,926,820	(**)
Dividend Payout Ratio	0 %	0 %	0 %

() Profit after tax in 2024: negative 37.80 billion VND, a loss reduction of 55.22% compared to 2023.**

In 2024, the company underwent substantial fluctuations in assets and capital resources. These shifts reflect the company's operational status amidst a challenging market landscape. Specifically:

- **Current Assets:** decreased from 845.88 billion VND to 769.89 billion VND, an 8.98% decline compared to 2023, due to reductions in receivables and inventory.

- **Non-current Assets:** decreased from 105.70 billion VND to 98.58 billion VND, a 6.74% decline compared to 2023, attributed to the depreciation of fixed assets during the year.

=> **Total Assets:** decreased from 951.58 billion VND to 868.47 billion VND, an 8.73% decline compared to 2023.

- **Liabilities:** decreased from 1,002.64 billion VND to 957.15 billion VND, a 4.52% reduction compared to 2023, as the company repaid short-term and long-term loans.

- **(*) Equity:** continued to decrease from -50.88 billion VND to -88.68 billion VND, a further decline of 74.29% compared to 2023. This stems from operational difficulties encountered in recent years, particularly in 2023 and 2024.

=> **Total Capital Resources:** decreased from 951.58 billion VND to 868.47 billion VND, an 8.73% decline compared to 2023.

KEY FINANCIAL INDICATORS

Metrics	Unit	Year 2023	Year 2024
1. Liquidity Ratios			
- Current Ratio (Current Assets/Current Liabilities)	Times	0.85	0.81
- Quick Ratio (Current Assets - Inventory) / Current Liabilities	Times	0.20	0.17
2. Capital Structure Ratios			
- Current Assets/Total Assets	%	88.89	88,65
- Non-current Assets/Total Assets	%	11,11	11,35
- Shareholders' Equity/Total Capital	%	-5,35	-10,21
- Debt/Total Assets Ratio	%	105.35	110,21
- Debt/Shareholders' Equity Ratio	%	-	-
3. Activity Ratios			
- Inventory Turnover (Cost of Goods Sold/Average Inventory)	Turns	0.52	0,80
- Total Asset Turnover (Net Revenue/Average Total Assets)	Turns	0.34	0,64
4. Profitability Ratios			
Net Profit Margin (Net Profit/Net Revenue)	%	-24.88	-6.47
Return on Equity (ROE) (Net Profit/Shareholders' Equity)	%	-23.85	-10.68
Return on Assets (ROA) (Net Profit/Total Assets)	%	-8.87	-4.35
Operating Profit Margin (Operating Profit/Net Revenue)	%	-25.25	-10.97

5. SHAREHOLDER STRUCTURE, CHANGES IN THE OWNERSHIP'S EQUITY SHARES

- Security Type: Common Stock
- Par Value: 10,000 VND/share
- Stock symbol: UXC
- Total Number of Registered Trading Shares: 35,400,000 shares
- Number of shares restricted from transfer under legal regulations and by the Securities

Depository Center: 800,032 shares (including 32 treasury shares repurchased from the issuance to existing shareholders on 13/08/2015, 300,000 shares of major shareholders Luong Truong Giang, and 500,000 shares of major shareholders SME Securities Joint Stock Company restricted due to voluntary client restrictions).

SHAREHOLDER STRUCTURE

The company's shareholder structure as of 28/10/2024

No.	Shareholder	Number of Shareholders	Number of shares	Value (VND)	Percentage (%)
I	Domestic and Foreign Shareholders				
1	Domestic Shareholders	377	35,400,000	354,000,000,000	100.00
1.1	Organization	9	8,000,505	80,005,050,000	22.6003
1.2	Individual	367	27,399,463	273,994,630,000	77.3996
1.3	Treasury shares	1	32	320,000	0.0001
2	Foreign shareholders	-	-	-	-
2.1	Organization	-	-	-	-
2.2	Individual	-	-	-	-
	Total	377	35,400,000	354,000,000,000	100.00
II	Major shareholders, other shareholders				
1	Major shareholders	7	28,797,319	28,797,319,000	81.345
2	Other shareholders	370	6,602,681	6,602,681,000	18.655
	Total	377	35,400,000	354,000,000,000	100.00

- The total number of shareholders is currently 377, holding a total of 35,400,000 shares, of which:

- 09 domestic institutional shareholders hold: 8,000,505 shares, representing 22.6003%;
- Treasury shares held by Ut Xi Company: 32 shares, representing 0.0001%
- 367 domestic individual shareholders hold: 27,399,463 shares, representing 77.3996%;
- There are 07 major shareholders holding 5% or more of the company's total shares, owning: 28,797,319 shares, accounting for 81.345%;
- 05 shareholders who are members of the Board of Directors hold: 20,486,055 shares, accounting for 57.87%.

- Foreign Ownership Limit: 0%

Currently, the Charter of Ut Xi Aquatic Products Processing Corporation does not stipulate a foreign ownership limit for the company's shares. Foreign ownership will adhere to Article 139 of Decree 155/2020/ND-CP dated 31/12/2020 by the Government detailing the implementation of certain articles of the Securities Law.

According to official dispatch No. 7783/UBCK-PTTT dated 18/11/2024, the State Securities Commission (SSC) has received the complete and valid dossier notifying the company's maximum foreign ownership ratio at 0%, in accordance with regulations. Therefore, the foreign ownership ratio of the company is 0%.

At the present time, the Company has no foreign shareholders.

List of shareholders holding over 5% of the Company's charter capital as of Date 28/10/2024

No.	Shareholder	Number of shares held	Percentage of Charter capital (%)
1	Nguyen Hoang Nha	7,973,086	22.522
2	Nguyen Trieu Dong	7,116,000	20.101
3	Nguyen Hoang Phuong	5,329,411	15.054
4	Petrovietnam Trade And Services Joint Stock Company	2,400,000	6.780
5	PetroVietnam Fertilizer and Chemicals Corporation (PVFCCo)	2,400,000	6.780
6	Tran Thi Thuy Lien	1,789,411	5.054
7	Truong Van Phuoc	1,789,411	5.054
Total		28,797,319	81.345



CHANGES IN OWNER'S INVESTMENT CAPITAL:

On Date 15/06/2006, Ut Xi Seafood Processing Limited Liability Company officially converted into Ut Xi Aquatic Products Processing Corporation according to Business Registration Certificate No. 5903000042 issued by the Department of Planning and Investment of Soc Trang province on Date 15/06/2006, with an initial charter capital of 130,000,000,000 VND (One hundred and thirty billion VND).

Since operating as a joint-stock company, the Company has increased its capital 04 times (the current charter capital is 354 billion VND). Details of the capital increase process are presented in the table below:

Report on the Company's capital increases

Time	Completion date of issuance	Charter capital Increase (VND)	Charter capital Post-issuance (VND)	Issuance method	Certificate Business Registration
Time 1 (Year 2008)	16/12/2008	40,000,000,000	170,000,000,000	Private placement to strategic shareholders	No. 2200203836, issued by Soc Trang Department of Planning and Investment, 5th amendment on 18/12/2008.
Time 2 (Year 2010)	15/04/2010	25,000,000,000	195,000,000,000	Offer to existing shareholders	No. 2200203836, issued by Soc Trang Department of Planning and Investment, 9th amendment on 19/04/2010.
Time 3 (Year 2010)	11/12/2010	100,000,000,000	295,000,000,000	Private placement to strategic shareholders	No. 2200203836, issued by Soc Trang Department of Planning and Investment, 12th amendment on 24/12/2010.
Time 4 (Year 2015)	12/08/2015	59,000,000,000	354,000,000,000	Issuance of shares to increase Charter capital from owner's equity	No. 2200203836, issued by Soc Trang Department of Planning and Investment, 16th amendment on 13/08/2015.

TREASURY SHARE TRANSACTIONS: None

Number of treasury shares currently held by the Company: 32 shares, accounting for 0.0001%

OTHER SECURITIES: None

6. ENVIRONMENT-SOCIAL-GOVERNANCE (ESG) REPORT OF THE COMPANY

Ut Xi Aquatic Products Processing Corporation is committed to promoting economic development in conjunction with environmental protection and creating sustainable value for the community. In 2024, we continued to implement environmental protection measures, maintain a safe working environment, and increase contributions to society. Specifically:

TOTAL DIRECT AND INDIRECT GREENHOUSE GAS (GHG) EMISSIONS

In 2024, Ut Xi Aquatic Products Processing Corporation implemented measures to assess and mitigate greenhouse gas (GHG) emissions with the desire to minimize negative impacts on the environment. Sources of greenhouse gas emissions are mainly identified from production activities, boiler operation, backup generators, and refrigeration systems. The total direct emissions from CO₂, CH₄, N₂O along with indirect emissions from the consumption of the national grid electricity are closely monitored by the company.

To reduce emissions, the company prioritizes the application of energy-saving initiatives, such as replacing lighting with LEDs and using energy-saving equipment. Production processes are improved to limit energy loss, while the company invests in modern ventilation systems to control and reduce emissions from refrigerants such as R22. In addition, the route of transporting goods is optimized to reduce emissions from means of transport, along with the implementation of training programs for employees on environmental awareness.

These efforts not only minimize environmental impacts but also improve operational efficiency, affirming the company's commitment to sustainable development.

RAW MATERIAL MANAGEMENT

In 2024, Ut Xi Aquatic Products Processing Corporation used a total of 3,474 tons of raw shrimp, the main raw material for production and processing. In addition, the company also uses many other packaging materials such as cardboard boxes, plastic bags, and product preservatives to ensure quality during transportation and distribution.

The company always focuses on selecting sources of raw materials that meet high-quality standards to ensure production efficiency and meet the stringent requirements of the market, especially the export market.

In its sustainable development strategy, Ut Xi Seafood Processing Joint Stock Company has effectively utilized recycled resources, such as:

- Shrimp shells: A total of 823 tons of shrimp shells were reused, representing a significant proportion of the total materials. These shells are utilized as secondary raw materials or sold to recycling partners.

- Packaging waste: A portion of the cardboard and plastic packaging from the production process is collected, processed, and reused in other production cycles or sold to collection facilities for other purposes, contributing to cost savings and reduced environmental impact.

Ut Xi Seafood Processing Joint Stock Company is committed to optimizing the use of raw materials, while minimizing waste and promoting recycling to protect the environment. These initiatives not only enhance operational efficiency but also affirm the company's commitment to sustainable development, contributing positive values to society and the environment.

ASSESSMENT RELATED TO ENVIRONMENTAL INDICATORS

- Regarding wastewater:

+ Average water usage: Approximately 433 m³/day and night.

+ Source: Groundwater.

+ Average wastewater volume is approximately 385 m³/day and night, including both domestic and production wastewater, of which production wastewater averages approximately 359 m³/day and night, and domestic wastewater averages 26 m³/day and night.

+ Production wastewater is collected into the company's wastewater treatment system. Currently, the company operates only one wastewater treatment system with a capacity of 1,500 m³/day and night. Production wastewater is collected into the wastewater treatment system → pumping station → trash screen → flow equalization tank → intermediate tank 1 → UASB tank → intermediate tank 2 → ANAES tank → disinfection tank → effluent → receiving source.

+ Wastewater receiving source: Thanh Lợi Canal, coordinates of discharge location (VN 2000): X= 1055572; Y = 610481.

+ Applied standard: Treatment meets the indicators in column B of QCVN 11-MT:2015/BTNMT – National technical regulation on wastewater from seafood processing.

+ The company regularly declares and pays environmental protection fees quarterly (every 3 months).

- Regarding emissions:

+ Emissions generated from the production process: Characteristic fishy odor of raw materials and products (Mercaptan, volatile organic amines, hydrogen sulfide...) within the factory. The concentration of the characteristic odor is low, causing minimal discomfort to workers and the surrounding environment.

+ Emissions generated from the production process: Chlorine gas evaporation. The concentration of chlorine in the production environment is low, causing minimal impact on production workers.

+ Emissions are refrigerant leakage from refrigeration equipment such as (R22). Under normal environmental conditions, Freon 22 exists in a gaseous state. Freon 22 has a slight odor and is not detectable at low concentrations. Refrigerant loss varies depending on the age of the equipment. Currently, the impact on workers is minimal as most of the equipment in operation is newly installed.

+ Emissions generated from the boiler and backup generator: Ambient air quality around the factory may be affected by emissions from the generator. During operation, the generator emits: Coal dust, SO₂, NO₂, CO, ...) and produces noise. However, since the backup generator operates only during power outages or emergencies, the emission load is not significant.

- Exhaust Gas Treatment Works:

+ Odor Control: Equipped with exhaust fans and exhaust pipes for dispersion, and provision of personal protective equipment (protective clothing, helmets, masks, etc.) for production workers.

+ Treatment of exhaust gases caused by refrigerants and chlorine gas: Equipped with a ventilation system throughout the factory, especially where equipment is located, to prevent the accumulation of vapors and odors. Localized ventilation using industrial pedestal fans is also implemented in worker operating areas.

+ Generator exhaust treatment: Equipped with new equipment and noise and vibration reduction components to minimize polluting smoke emissions; The generator room is designed to be high, spacious, and airy, with a reasonable distance from the production workshop.

+ Prioritize the use of grid electricity.

+ Regularly inspect the electrical system and perform periodic maintenance on machinery and equipment.

- Regarding Hazardous Waste (HW):

+ Types of HW generated at the facility: Waste batteries of all kinds (19 06 05), Waste lubricating oil unsuitable for its original purpose (17 02 04), Oil-soaked rags (18 02 01), Waste ink cartridges (08 02 04), Waste fluorescent lamps (16 01 06), Waste metal packaging (18 01 02), Waste lead-acid batteries (19 06 01), Waste varnish and paint (08 01 01), Waste bottles containing toxic chemicals (19 05 02), Welding rods containing hazardous components (07 04 01), Welding slag containing hazardous components (07 04 02).

● The average amount of HW generated is approximately 5.2 kg/month.

● Generated HW is collected, sorted, and stored in the facility's HW warehouse. Furthermore, the company has signed a HW collection and treatment contract with VN Green Environment Joint Stock Company.

● Hazardous Waste Source Registration Book: Waste Management Code: 94.000001T, issued for the 3rd time on 29/06/2015.

- Regarding noise:

+ The primary sources of noise are in the company's machine operating rooms.

+ Noise mitigation measures: Providing earplugs for staff working in the machine room areas.

Additionally, equipment and machinery undergo inspection for stability during installation, regular maintenance, and repairs to reduce vibrations and noise generation.

- Implementing periodic environmental monitoring:

+ Environmental measurements are taken every 6 months.

- Monitoring parameters: Temperature, humidity, wind speed, light, noise, chlorine concentration in the air, toxic gases, etc.

- Implementing unit: Soc Trang Provincial Preventive Health Center.

+ Water quality monitoring: Output wastewater (monthly), input water, and surface water (every 6 months). Monitoring parameters include:

- Wastewater: pH, COD, BOD5, TSS, N-NH3, Total N, Total P, Dissolved P, Residual Cl2, Oil and grease, Salinity, Coliform.

- Input water: pH, COD, BOD5, TSS, Total N, Total P, Coliform.

- Surface water: pH, COD, BOD5, TSS, Total N, Total P, DO, N-NO2, P-PO4, NH4, Dissolved Phosphorus, Salinity, Coliform.

- Implementing unit: Soc Trang Provincial Environmental Monitoring Center.

COMPLIANCE WITH ENVIRONMENTAL PROTECTION LAWS

In 2024, Ut Xi Aquatic Products Processing Corporation recorded no instances of penalties for violations related to non-compliance with environmental protection regulations. This demonstrates the company's strong commitment to legal compliance and sustainable production practices.

LABOR MATTERS ASSESSMENT

As of 31/12/2024, Ut Xi Aquatic Products Processing Corporation employed a total of 219 individuals across management, technical, production, and administrative roles. The average monthly salary was 6.87 million VND per employee, reflecting the company's commitment to improving employee compensation and welfare.

The company diligently implements policies to safeguard the health, safety, and well-being of its employees. All personnel are enrolled in health, social, and unemployment insurance programs. Regular health check-ups, provision of standard safety equipment, and implementation of safety measures such as regular training and workplace monitoring are standard practices. Furthermore, employees receive benefits including travel allowances, lunch provisions, and opportunities to partake in recreational activities, cultural programs, and sports to enhance their overall quality of life.

The company has made significant investments in employee development. Average annual

training hours are categorized as follows: 20 hours for administrative staff, 40 hours for technical personnel, 30 hours for production staff, and 50 hours for mid-level and senior management. Training programs encompass specialized knowledge enhancement, soft skills development in communication and time management, and leadership development. The company also furnishes online learning resources, conducts workshops, and promotes continuous learning to ensure employees are well-equipped to meet job requirements and advance their careers sustainably.

These endeavors underscore the company's dedication to cultivating a professional, amicable work environment that fosters comprehensive employee development.

CORPORATE SOCIAL RESPONSIBILITY ASSESSMENT

Ut Xi Aquatic Products Processing Corporation prioritizes social and community responsibility as integral to its sustainable development strategy. Our pledge extends beyond mere economic gains to encompass the betterment of the local community's quality of life.

In 2024, the Company created over 500 stable jobs for local residents. Furthermore, the Company contributed to the Trade Union Shelter Fund and the local Fund for the Poor.

Ut Xi Aquatic Products Processing Corporation shall persist in expanding its social responsibility initiatives, contributing to the sustainable development of the local community. We firmly believe these contributions generate not only economic value, but also tangible benefits for the community.



III. REPORTS AND ASSESSMENTS OF THE BOARD OF MANAGEMENT

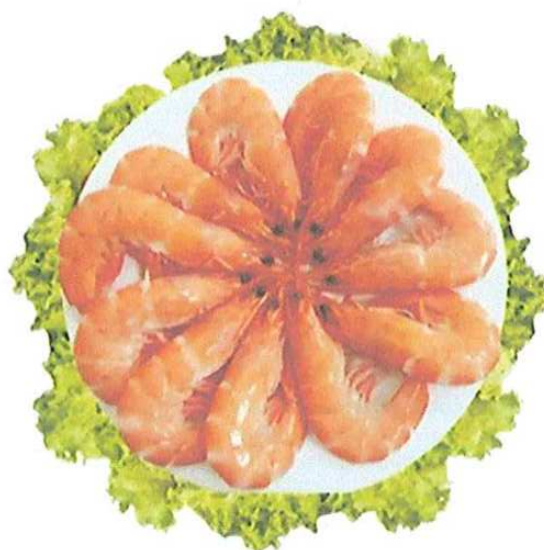
1. ASSESSMENT OF OPERATING RESULTS

2. FINANCIAL SITUATION

3. IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE, POLICIES, AND MANAGEMENT

4. FUTURE DEVELOPMENT PLANS

5. MANAGEMENT'S EXPLANATION OF AUDITOR'S OPINIONS



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1. ASSESSMENT OF OPERATING RESULTS

During 2024, Ut Xi Aquatic Products Processing Corporation encountered numerous market, logistical, and raw material sourcing challenges, exacerbated by environmental issues and extreme weather events. Furthermore, the company faced difficulties accessing credit, which hampered raw material procurement. This directly impacted production and supply capabilities, hindering the achievement of planned objectives. These combined factors significantly affected the Company's business performance, resulting in 2024 results falling short of expectations. The Company's 2024 operating results are as follows:

❖ Revenue Structure by Market

Market	2023 Revenue (VND)	2024 Revenue (VND)	2023 Percentage (%)	2024 Percentage (%)	Increase/ Decrease (%)
USA	114,700,662,000	342,035,570,634	32.89%	58.24%	198.20%
Japan	157,581,079,050	123,044,960,086	45.19%	20.95%	-21.92%
South Korea	8,003,128,200	17,448,586,286	2.30%	2.97%	118.02%
Hong Kong	16,704,507,223	2,386,558,598	4.79%	0.41%	-85.71%
France	-	8,902,653,804	0.00%	1.52%	100.00 %
Vietnam	50,377,820,329	93,476,527,530	14.83%	15.91%	85.55%
TOTAL	347,367,196,802	587,294,856,938	100 %	100 %	69.07%

❖ Operating Results for the Year 2024

Metrics	Unit	Implemented in year 2023	Implemented in year 2024	+/- %
1. Production output	Ton	1,762	3,282	86.27 %
2. Export Volume	Ton	1,229	2,131	73.39 %
3. Domestic Sales Volume	Ton	394	817	48.55 %
4. Export Value	Million USD	12.58	19.80	57.39 %
5. Total net revenue from sales and service provision	Trillion VND	339.27	584.29	72.22%
6. Export Sales Revenue	VND billion	296.99	493.82	66.27%
7. Service Provision and Domestic Sales Revenue	VND billion	50.38	93.48	85.55%
8. Total Operating Expenses of Production-Business	VND billion	433.41	652.62	50.58%
9. Profit After Tax	VND billion	(84.41)	(37.80)	-

❖ Business Performance in 2024

Indicator	Unit	Plan Year 2024	Implemented Year 2024	Implemented/Plan (%)
1. Production Output	Ton	3,216	3,282	102.05%
2. Export Output	Ton	3,160	2,131	67.44%
3. Domestic Consumption Output	Ton	550	817	148.55%
4. Export Value	Million USD	29,39	19,80	67.37%
5. Total Net Revenue from Sales and Service Provision	VND billion	691,21	584,29	84.53%
6. Export Sales Revenue	VND billion	634,10	493,82	77.40%
7. Service Provision and Domestic Sales Revenue	VND billion	57,11	93,48	163.68%
8. Profit After Tax	VND billion	6,69	(37.80)	-

The year 2024 presented significant challenges for Ut Xi Aquatic Products Processing Corporation, as its production and business activities were negatively impacted by both internal and external factors. This resulted in unfavorable business outcomes and a failure to achieve the established plan. Net revenue reached 584.29 billion VND, equivalent to 84.53% of the plan and a 72.22% increase compared to 2023. However, the after-tax profit remained negative at 37.80 billion VND, although the loss was reduced by 55.22% compared to the previous year.

Due to the specific nature of the seafood processing and export industry, the cost of goods sold accounts for a substantial proportion due to fluctuations in input material prices. Simultaneously, selling and administrative expenses rose significantly as a result of the general economic difficulties and the setting aside of provisions for bad debts. Furthermore, the company also confronted financial cost pressures, encompassing interest expenses and foreign exchange losses.

2. FINANCIAL SITUATION

ASSETS

Indicator	31/12/2023 (VND)	31/12/2024 (VND)	Proportion 2023 (%)	Proportion 2024 (%)	Increase/Decrease (%)
Current Assets	845,884,218,152	769,889,656,199	-88.89%	88.65%	-8.98%
Non-current Assets	105,696,337,551	98,576,871,585	-11.11%	11.35%	-6.74%
Total Assets	951,580,555,703	868,466,527,784	100%	100%	-8.73%

LIABILITIES

Indicator	31/12/2023 (VND)	31/12/2024 (VND)	Proportion 2023 (%)	Proportion 2024 (%)	Increase/Decrease (%)
Short-term	991,917,888,188	947,663,983,089	98.95%	99.01%	-4.46%
Long-term	10,545,000,000	9,484,000,000	1.05%	0.99%	-10.06%
Total Debt	1,002,462,888,188	957,147,983,089	100.00%	100.00%	-4.52%

During 2024, the company underwent substantial fluctuations in assets and capital, reflecting the business performance amidst challenging market conditions. The financial structure displayed a notable contraction, with current assets decreasing by 8.98%, from 845.88 billion VND to 769.89 billion VND, and their proportion slightly declining from 88.89% to 88.65%. Non-current assets also declined by 6.74%, from 105.70 billion VND to 98.58 billion VND, while their proportion saw a negligible decrease from 11.11% to 11.35%. Total assets decreased by 8.73%, indicating a considerable reduction in the company's asset structure.

Regarding capital resources, total liabilities decreased by 4.52%, from 1,002.46 billion VND to 957.15 billion VND. Short-term liabilities decreased by 4.46%, whereas long-term liabilities experienced a significant reduction of 10.06%. Although total liabilities decreased, the decrease in assets (8.73%) was greater than the decrease in liabilities (4.52%), reflecting the difficulties encountered in managing assets to meet financial responsibilities.

The reasons behind this decline include the downturn in revenue and unfavorable business performance in recent years, which have posed challenges in maintaining current assets. In addition, market factors such as economic fluctuations, rising interest rates, and competitive pressures have also contributed to impacting the company's financial situation.

3. IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE, POLICIES, AND MANAGEMENT

In 2024, the company implemented several substantial improvements in organizational structure, policies, and management to adapt to market challenges and enhance operational efficiency.

Regarding organizational structure, the company focused on restructuring departments to optimize resources and improve coordination among them. Task allocation was more clearly defined, ensuring responsibilities were assigned to the appropriate personnel and enhancing work efficiency. Furthermore, the company also deployed internal training programs to elevate the capabilities and skills of the staff, thereby constructing a more robust human resource foundation.

Regarding policies, the company adopted more flexible and transparent policies, thereby motivating employees and strengthening their commitment to the organization. Several policies, such as those encouraging innovation, performance-based bonuses, and vocational training support, have been implemented, fostering an enhanced work ethic within the workforce.

Regarding management, the company emphasizes improving governance processes by applying modern technology to management and operations, such as using Enterprise Resource

Planning (ERP) software to increase transparency and efficiency. Furthermore, the management board regularly evaluates and improves processes, thereby minimizing waste and optimizing production and business activities. Enhancing the management capacity of the middle management team is also a key priority.

These improvements not only enable the company to better adapt to the volatile business environment but also lay a solid foundation for sustainable development in the future.

4. FUTURE DEVELOPMENT PLAN

MARKET FORECAST 2025

- **Opportunities:** Leverage the global economic recovery momentum, 16 free trade agreements, and favorable trade policies to expand the market. Promote exports to the US, EU, Japan, and China.
- **Challenges:** Confront climate change, competition from other countries, the IUU yellow card, and trade barriers.

BUSINESS PLAN 2025

Based on the 2024 business results and the 2025 market forecast, the Board of Directors proposes the company's 2025 business plan as follows:

Indicator	Unit	Implemented Year 2024	Plan Year 2025	+/- %
1. Production Output	Ton	3,282	3,350	2.07%
2. Export Output	Ton	2,131	2,680	25.76%
3. Domestic Consumption	Ton	817	700	-12.50%
4. Export Value	Million	19,80	25,01	26.31%
5. Total Net Revenue from Sales and Service Provision	VND billion	584,29	624,19	6.82%
6. Export Sales Revenue	VND billion	493,82	612,21	23.97%
7. Service Provision and Domestic Sales Revenue	VND billion	93,48	11,98	-87.19%
8. Profit after tax	Billion	(37.80)	8,47	-

IMPLEMENTATION SOLUTIONS

To implement the 2025 plan, the company will focus on enhancing financial management and product quality, strengthening forecasting and flexibly adjusting business strategies. Concurrently, the company will emphasize new product development, market expansion, investment in modern technology, and human resource development. The company is also committed to sustainable management, cost control, minimizing environmental impact, and ensuring stable financial performance. These measures will be continuously evaluated and adjusted to adapt to actual fluctuations.

5. EXPLANATION OF THE BOARD OF DIRECTORS REGARDING THE AUDIT OPINION

- 2024 Audited Financial Statements issued by Southern Auditing and Accounting Financial Consulting Services Co., Ltd., Auditor's Opinion:

“In our opinion, the financial statements present fairly, in all material respects, the financial position of Ut Xi Aquatic Products Processing Corporation as of 31/12/2024, and its financial performance and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the accounting regime for enterprises in Vietnam and relevant legal regulations on the preparation and presentation of financial statements.

Emphasis of Matter: As of 31/12/2024, the "Equity" indicator (code: 410) is negative (88,679,259,305) VND and short-term debt exceeds short-term assets by 177,774,326,890 VND. This indicator reflects the Company's low solvency and may affect the Company's going concern status. However, the Board of Directors affirms that it has received commitments from the Company's owners and creditors to maintain the company's finances so that its ability to continue operating in the future will not be affected; therefore, this Report is prepared on a going concern basis. Our audit opinion on this emphasis of matter does not affect our unqualified opinion expressed above.”

- Explanation of the Company's management board regarding the auditor's emphasis of matter:

“Ut Xi Seafood Processing Joint Stock Company acknowledges the financial matters highlighted in the audit report as of 31/12/2024. The company's leadership appreciates the auditors' meticulous attention and analysis of our current financial standing. We understand that short-term liabilities currently exceed short-term assets and that shareholders' equity is negative, posing a significant challenge to the company's future viability as a going concern. However, Ut Xi's leadership is diligently implementing various solutions to rectify this situation, including but not limited to the following measures:

- Continuing negotiations with creditors to extend payment deadlines and reduce borrowing interest rates.
- Optimizing debt collection processes, controlling operating expenses, and seeking additional capital sources.
- Expanding product markets, identifying strategic partners and potential customers to increase revenue.
- Implementing measures to enhance production and business efficiency, minimize waste, and maximize profits.
- Reviewing and reducing unnecessary business expenses to conserve resources.
- Establishing and maintaining cooperative relationships with banks and financial institutions to secure favorable loan terms and financial support packages.

We are committed to continued close collaboration with our creditors to ensure the company's ongoing operational viability. The company's leadership believes that with the support of stakeholders and the implementation of these solutions, Ut Xi will overcome this challenging period and achieve sustainable future growth.”

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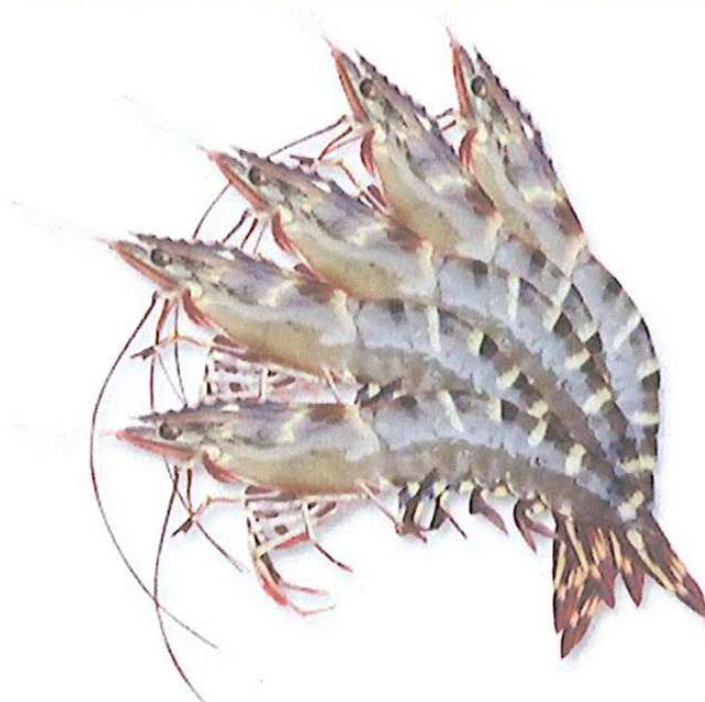
IV. ASSESSMENTS OF THE BOARD OF DIRECTORS ON THE COMPANY'S OPERATION

1. ASSESSMENTS OF THE BOARD OF DIRECTORS ON THE COMPANY'S OPERATION

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2. ASSESSMENT OF BOARD OF DIRECTORS ON BOARD OF MANAGEMENT'S PERFORMANCE

3. PLANS AND ORIENTATIONS OF THE BOARD OF DIRECTORS



1. ASSESSMENTS OF THE BOARD OF DIRECTORS ON THE COMPANY'S OPERATION

REGARDING THE 2024 BUSINESS ENVIRONMENT

In 2024, the global economy continued to experience volatile and unpredictable fluctuations. Despite inflation being curbed in major economies and a global economic recovery commencing, the pace of this rebound remains slow. Geopolitical conflicts, such as the Russia-Ukraine conflict, unrest in the Middle East, and other issues, continued to disrupt global trade, including the seafood market. These repercussions increased transportation costs and input prices for seafood farming, fishing, and processing, contributing to renewed inflationary pressures affecting seafood consumption.

In addition, high inflation leads to the prices of most raw materials and fuels for production demand fluctuating in an upward trend. Production protectionist policies in importing countries create many unfavorable technical barriers for exporters..

ON BUSINESS PERFORMANCE RESULTS IN 2024

In 2024, Ut Xi Aquatic Products Processing Corporation faced numerous internal and external challenges, resulting in business performance falling short of expectations. Although net revenue reached 584.29 billion VND, a 72.22% increase compared to 2023 and achieving 84.53% of the plan, the Company still recorded a negative after-tax profit of 37.80 billion VND. Nevertheless, this remains a positive signal as the loss has decreased by 55.22% compared to the previous year.

The main difficulties included high cost of goods sold due to fluctuations in input materials, substantial selling expenses due to the specific nature of the export industry, and increased business management expenses due to bad debt provisioning amid the challenging economic climate. Simultaneously, financial costs were also affected by interest expenses and exchange rate losses. These are all factors that put pressure on the Company's operational efficiency.

Despite facing fierce competition from suppliers such as Ecuador and India, as well as the decline in international market demand due to inflation, the Company remains committed to improving product quality and focusing on developing value-added products. The Board of Directors acknowledges the efforts of the management team and all employees in seeking solutions to optimize profit margins and maintain the Company's position in the international market. This reflects the

Company's spirit of overcoming difficulties and its appropriate strategic direction in a volatile context.

The Board of Directors is confident that, with unity and determination, Ut Xi Company will continue to overcome difficulties and gradually achieve its set goals.

ON ENVIRONMENTAL AND SOCIAL ACTIVITIES

The development of Ut Xi Aquatic Products Processing Corporation is always associated with environmental protection and social responsibility. The Company is committed to strictly complying with environmental and social security policies in accordance with legal regulations, and continuously improving its operations to minimize negative environmental impact. In 2024, thanks to the efforts and solidarity of all employees, the Company did not violate any environmental regulations. In addition, Ut Xi Company maintains its annual charitable activities to support disadvantaged people in the local community, contributing to building a sustainable and prosperous community.

2. ASSESSMENT OF BOARD OF DIRECTORS ON BOARD OF MANAGEMENT'S PERFORMANCE

The Board of Directors supervised the activities of the General Director Board in accordance with the provisions of the Charter and internal regulations on corporate governance. In general, the General Director Board clearly understands the strategy set forth by the Board of Directors and has demonstrated significant effort in implementing the approved plans.

Despite the business results not meeting expectations, the Board of Directors acknowledges the agility and decisiveness in the management of the Executive Board. This creates a premise for the Company to overcome challenges and aim towards sustainable growth in the future. The Board of Directors commits to continue accompanying, supporting, and closely monitoring to ensure that strategic goals are implemented effectively.

3. PLANS AND ORIENTATIONS OF THE BOARD OF DIRECTORS

Based on the performance results in 2024 and adhering to the tasks outlined in the Company Charter, the Board of Directors orients the key business objectives for 2025 as follows:



Indicators	Unit	2025 Plan
1. Production output	Ton	3,350
2. Export output	Ton	2,680
3. Domestic consumption output	Ton	700
4. Export value	Million USD	25,01
5. Total net revenue from sales and service provision	Billion VND	624,19
6. Export sales revenue	Billion VND	612,21
7. Revenue from service provision and domestic sales	Billion VND	11,98
8. Profit after tax	Billion VND	8,47

To ensure the achievement of the plan set forth for 2025, the Company's Executive Board needs to focus on implementing the following tasks:

- Direct and manage the Company's operations to maintain stability and development, and fulfill the 2025 plan targets.
- Strengthen forecasting efforts, continue to enhance financial management capacity, and ensure the safety and effectiveness of the Company's overall finances.
- Optimize cash flow management to ensure liquidity and continuous operation of the company.
- Flexibly adjust the Company's business strategies to suit the current situation.
- Continuously improve the product quality management system for optimal effectiveness.
- Direct and strictly control the Company's operating costs.
- Invest in human resource management and training.
- Enhance risk management in legal matters and internal control, and closely monitor environmental protection and occupational safety.
- Perform corporate governance functions within the scope of authority and responsibilities.
- Direct the disclosure of corporate information in accordance with current legal regulations and other governance activities.
- Promote the application of modern technology and digital transformation to enhance operational efficiency and competitiveness in the market.

The Board of Directors is committed to accompanying the Executive Board and all employees to ensure that plans are effectively implemented, aiming towards long-term and sustainable development goals.

V. CORPORATE GOVERNANCE

1. BOARD OF DIRECTORS

2. SUPERVISORY BOARD

3. TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, EXECUTIVE BOARD, AND SUPERVISORY BOARD



1. BOARD OF DIRECTORS

MEMBERS AND STRUCTURE OF THE BOARD OF DIRECTORS:

No.	Name	Position	Number of shares owned	Percentage Ownership	Date of Appointment
1	Mr. Nguyen Trieu Dong	Chairman of the Board of Directors	7,116,000	20.101%	25/4/2020
2	Mrs. Ly Bich Quyen	Member, General Directors	65,398	0.185%	25/4/2020
3	Mr. Nguyen Hoang Phuong	Member, Deputy General Director	5,329,411	15.055%	25/4/2020
4	Mr. Nguyen Hoang Nha	Member, Deputy General Director	7,973,086	22.523%	25/4/2020
5	Mr. Truong Truc Linh	Independent Member	2,160	0.006%	25/4/2020

Among the current 05 Board of Directors' members, 02 members are non-executive, namely Mr. Nguyen Trieu Dong - Chairman Of The Board Of Directors, and Mr. Truong Truc Linh - Independent Board of Directors' member, and 03 remaining members participate in the Company's management, including:

- Ms. Ly Bich Quyen: Board of Directors' member, CEO of the Company;
- Mr. Nguyen Hoang Phuong: Board of Directors' member, Deputy CEO of the Company - In charge of production and supply of production raw materials;
- Mr. Nguyen Hoang Nha: Board of Directors' member, Deputy CEO of the Company - In charge of external affairs and customer relations.

SUMMARY OF BOARD OF DIRECTORS' MEMBERS' PROFILES:

❖ Chairman Of The Board Of Directors – Mr. NGUYEN TRIEU DONG

Name: NGUYEN TRIEU DONG – Chairman of the Board of Directors

Gender: Male

Date of Birth: 1960

Permanent address: OSL01-17 Street No. 11, KDT5A, Ward 4, Soc Trang City, Soc Trang

Place of Birth: My Xuyen, Soc Trang

Nationality: Vietnam

Citizen Identity Card No.: 094060004341 Date of issue: 10/08/2021

Place of issue: Police Department of Administrative Management of Social Order

Qualification: CEO

Educational Qualification: 12/12

Work experience:

- 1980 – 1994: Worked at Hau Giang Province Food and Agricultural Products Company (now Can Tho Trading Company) as Head of Purchasing Station in Long My and Thot Not districts.
- From 1994 - February 2002: Assisted family with seafood business.
- February 2002 - present: Established Ut Xi Seafood Processing Co., Ltd., and in June 2006, transformed it into Ut Xi Aquatic Products Processing Corporation.

Current Position at the Company: Chairman of the Board of Directors

Positions held in other organizations: Chairman of the Board of Directors of Cuu Long Petroleum Urban Investment and Development Joint Stock Company

Legal violations: None

Debts to the company: None

Remuneration and other benefits (If any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations.

Affiliated persons' ownership:

No.	Name of affiliated persons	Relationship	Number of shares owned	Percentage Ownership
1	Nguyen Thi Thanh Thuy	Younger Sibling	358,580	1.013%
2	Nguyen Hoang Phuong	Younger Sibling	5,329,411	15.055%
3	Nguyen Hoang Nha	Younger Sibling	7,973,086	22.523%
4	Ly Bich Quyen	Younger sister-in-law	65,398	0.185%
5	Truong Van Phuoc	Younger brother-in-law	1,789,411	5.055%
6	Nguyen Anh Tuan	Biological child	28,164	0.080%
7	Nguyen Kim Hong Dao	Wife	24,430	0.069%



❖ **Board of Directors' member, General Director – Ms. LY BICH QUYEN**

(Curriculum Vitae: See the Board of Management's CVs in Section 2, Part II)

❖ **Board of Directors' member, Deputy General Director – Mr. NGUYEN HOANG PHUONG**

(Curriculum Vitae: See the Board of Management's CVs in Section 2, Part II)

❖ **Board of Directors' member, Deputy General Director – Mr. NGUYEN HOANG NHA**

(Curriculum Vitae: See the Board of Management's CVs in Section 2, Part II)

❖ **Independent Board of Directors' member – Mr. TRUONG TRUC LINH**

Name: TRUONG TRUC LINH – Independent Board of Directors' member

Gender: Male

Date of Birth: 1971

Permanent Address: 34/5 QL1A, Sub-village 5, Ward 2, Soc Trang City, Soc Trang Province

Place of birth: Tan Thach Commune, Chau Thanh, Ben Tre

Nationality: Vietnam

Citizen Identity Card Number: 094071003984 Date of Issue: 10/08/2021 Place of Issue: Police Department of Social Order Management

Qualification: Intermediate Diploma in Traffic Management

Educational Level: 12/12

Work Experience:

- 1991 - Present: After completing high school, assisted family in seafood business operations
- 2020 - Present: Independent Board of Directors' members of Ut Xi Aquatic Products Processing Corporation

Current Position in the Company: Independent Board of Directors' members

Positions held in other organizations: None

Legal Violations: None

Debts to the company: None

Remuneration and Other Benefits (If any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations

Affiliated persons' ownership: 0 shares

ACTIVITIES OF THE BOARD OF DIRECTORS' SUB-COMMITTEES:

To date, the Board of Directors has not yet established sub-committees, but directly manages issues related to capital resources, investment activities, and personnel matters through Board of Directors' meetings. Through these meetings, the Board Secretary updates all necessary information for the Company's Board of Management to implement; based on the Board of Directors' resolution on assigning certain members to oversee matters pertaining to human resources, development policies, and company compensation.

ACTIVITIES OF THE INDEPENDENT BOARD OF DIRECTORS:

The independent Board of Directors' members have actively fulfilled their roles; fully participated in Board of Directors meetings, and voted on matters within the Board of Directors' authority.

LIST OF BOARD OF DIRECTORS' MEMBERS HOLDING CORPORATE GOVERNANCE TRAINING CERTIFICATES: None

ACTIVITIES OF THE BOARD OF DIRECTORS:

❖ Assessment of the Board of Directors' Activities

The Company's Board of Directors has effectively steered strategic direction and overseen the Board of Management's operations. Board members actively participated in meetings and made crucial decisions, contributing to the company's sustainable development.

❖ Board of Directors' Meetings

In 2024, the company's Board of Directors held 7 regular and extraordinary meetings to assess the production and business situation for each quarter, the first 6 months, and the full year 2024, aiming to adjust business policies in accordance with domestic and export market developments. The number of Board meetings is as follows:

No.	Board of Directors' members	Position	Number of meetings attended by BOD	Percentage of meetings attended
1	Mr. Nguyen Trieu Dong	Chairman of the Board of Directors	7	100%
2	Mrs. Ly Bich Quyen	Member, General Director	7	100%
3	Mr. Nguyen Hoang Phuong	Member, Deputy General Director	7	100%
4	Mr. Nguyen Hoang Nha	Member, Deputy General Director	7	100%
5	Mr. Truong Truc Linh	Independent Member	7	100%

❖ Content and Outcomes of the Meetings

The Board of Directors fully executes its corporate governance functions, adhering to State laws, the company's charter, and issued resolutions and decisions, such as:

No.	Resolution/ Decision No.	Date	Content	Approval rate
1	01/NQ.HĐQT/UXC.24	19/02/2024	Resolution of the Board of Directors on convening the 2024 Annual General Meeting of Shareholders.	100%
2	01A/NQ.HĐQT-UX.24	25/03/2024	Resolution of the Board of Directors approving the General Director's Report on the business performance in 2023 and the business plan for 2024. Reviewing, discussing, and updating the documents to be presented to the Annual General Meeting of Shareholders on 2024-04-27.	100%
3	01/QĐ-HĐQT/UXC.24	27/03/2024	Decision of the Board of Directors on the establishment of the Shareholder Eligibility Verification Board for the 2024 Annual General Meeting of Shareholders.	100%
4	02A/BB.HĐQT/UXC.24	18/04/2024	Minutes of the Board of Directors meeting summarizing the production and business activities in Quarter 1 of 2024.	100%
5	02/NQ.HĐQT-UXC.24	21/08/2024	Resolution of the Board of Directors approving the report on production and business results for the first 6 months of 2024 and setting forth the business plan directions for the last 6 months of 2024 for the General Director.	100%
6	03/NQ.HĐQT-UXC.24	30/09/2024	Board of Directors' Resolution concerning the change of the person in charge of corporate governance and the authorized information discloser.	100%
7	02/QĐ-HĐQT/UXC.24	30/09/2024	Board of Directors' Decision on the appointment of the person in charge of	100%



No.	Resolution/ Decision No.	Date	Content	Approval rate
			corporate governance and the authorized information discloser.	
8	04/NQ.HĐQT-UXC.24	07/10/2024	Regarding the registration of share transactions on the Upcom trading system at the Hanoi Stock Exchange.	100%
9	05/NQ.HĐQT-UXC.24	16/10/2024	Regarding the preliminary review of production and business activities for the first 9 months of 2024 and setting business directions for the fourth quarter of 2024.	100%

2. BOARD OF SUPERVISORS

BOARD OF SUPERVISORS' MEMBERS AND STRUCTURE

No.	Member of the Board of Supervisors	Position	Number of shares	Ownership Percentage	Date of appointment
1	Mr. Dao Truong Han	Head	0	0%	25/4/2020
2	Ms. Nguyen Thi Kim Ngan	Member	0	0%	25/4/2020
3	Ms. Tang Thi My Thuy	Member	0	0%	25/4/2020

SUMMARY OF BOARD OF SUPERVISORS' MEMBERS' BACKGROUNDS:

❖ Head of the Board of Supervisors – Mr. DAO TRUONG HAN

Name: DAO TRUONG HAN – Head of Supervisory Board

Gender: Male

Date of birth: 1970

Permanent address: 49 Nguyen Van Linh, Hamlet 6, Ward 2, Soc Trang City

Place of birth: Soc Trang Town

Nationality: Vietnam

ID card number: 365745902

Date of issue: 2005-09-29

Place of issue: Soc Trang



Qualification: Bachelor of Business Administration, majoring in Management Accounting **Education level:** 12/12

Work experience:

From 2003 - present: Working at Ut Xi Aquatic Products Processing Corporation through the following stages:

- 01/2003 – 12/2003: Accountant at Khanh Loi Factory;
- 01/2004 – 12/2005: Officer of the Company's Accounting Department;
- 01/2006 – 12/2008: Accounting Manager at Hoang Phuong Factory;
- 01/2009 to present: Deputy Director, Director of Hoang Nha Warehousing Factory

Current position at the Company: Head of the Supervisory Board; Director of Hoang Nha Warehousing Factory under Ut Xi Company.

Positions held in other organizations: None

Legal violations: None

Debts to the company: None

Remuneration and other benefits (if any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations

Affiliated persons' ownership: 0 shares

❖ **Board of Supervisors' member – Ms. NGUYEN THI KIM NGAN**

Name: NGUYEN THI KIM NGAN – Member of the Board of Supervisors

Gender: Female

Date of birth: 02/10/1991

Permanent address: Nhon Hoa, Gia Hoa 2, My Xuyen, Soc Trang

Place of birth: Nhon Hoa 2, My Xuyen, Soc Trang

Nationality: Vietnam

Citizen Identity Card Number: 094191000446 Date of issue: 25/03/2021

Place of issue: Police Department for Administrative Management of Social Order

Qualification: Bachelor of Business Administration

Education level: 12/12

Work experience:

- From 06/2014 - present: Sales staff of Ut Xi Seafood Processing JSC



Current Position at the Company: Member of the Board of Supervisors;

Positions held at other organizations: None

Legal violations: None

Debts to the company: None

Remuneration and other benefits (If any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations

Affiliated persons' ownership: 0 shares

❖ **Board of Supervisors' member – Ms. TĂNG THỊ MỸ THÚY**

Name: TANG THI MY THUY – Member of the Board of Supervisors

Gender: Female

Date of birth: 1991-08-18

Permanent address: No. 703 Ly Thuong Kiet, Hamlet 6, Ward 4, Soc Trang City

Place of birth: Tham Don, My Xuyen, Soc Trang

Nationality: Vietnamese

Citizen Identity Card Number:: 094191003356 Date of issue: 18/08/1991

Place of issue: Police Department of Administrative Management of Social Order

Qualification: Bachelor of Environmental Resource Economics **Educational level:** 12/12

Work experience:

- From 08/2018 - present: Quality Assurance staff of Ut Xi Seafood Processing JSC

Current Position at the Company: Member of the Board of Supervisors;

Positions held at other organizations: None

Legal violations: None

Debts to the company: None

Remuneration and other benefits (If any): According to the Resolution of the General Meeting of Shareholders and the Company's regulations

Affiliated persons' ownership: 0 shares

BOARD OF SUPERVISORS' ACTIVITIES

❖ Board of Supervisors Performance Evaluation

The Board of Supervisors effectively executed its oversight role in production, business operations, finances, and compliance with legal regulations and the Company's charter in 2024. Amidst a challenging environment, the Board of Supervisors proactively inspected, assessed, and provided recommendations to improve business performance and risk management. Specifically:

- **Financial Oversight:** The Board of Supervisors regularly examined and cross-checked financial reports, ensuring transparency and accuracy in recording revenue, expenses, and profits. Consequently, inconsistencies were identified promptly, and adjustments were recommended.

- **Risk Management Assessment:** During the past year, the Board of Supervisors actively collaborated with relevant departments to identify and mitigate risks related to financial costs, bad debt provisioning, and export market fluctuations.

- **Compliance with Laws and Internal Regulations:** The Board of Supervisors ensured the Company's compliance with all relevant laws pertaining to business operations, as well as adherence to internal regulations.

- **Support to Management:** By providing sound analyses and recommendations, the Board of Supervisors assisted the Board of Management in proposing solutions to optimize resources and enhance operational efficiency.

Overall, the Board of Supervisors fulfilled its assigned responsibilities effectively, contributing to a foundation for the Company to overcome challenges and establish a sustainable development trajectory for the future.

❖ Number of Board of Supervisors Meetings

In 2024, the Board of Supervisors held a total of regular meetings and ad hoc meetings as needed. The number of Board of Supervisors meetings is as follows:

No.	Members of Board of Supervisors	Number of meetings attended	Attendance rate	Voting rate
1	Mr. DAO TRUONG HAN	4	100%	4/4
2	Mrs. NGUYEN THI KIM NGAN	4	100%	4/4
3	Mrs. TANG THI MY THUY	4	100%	4/4

❖ Evaluation of the Board of Directors' Activities

The Board of Directors has fully executed its management responsibilities in accordance with legal regulations, the Company Charter, and resolutions of the General Meeting of Shareholders. The Board of Directors held regular meetings, issued and implemented timely resolutions within its authority, and closely monitored their implementation. Board members operated according to their assigned duties, contributing to ensuring the effectiveness of the Company's management and administration.



❖ Evaluation of the Board of Management's Activities

The Board of Management directed production and business activities in close alignment with practical realities, organizing regular and ad hoc meetings to assess results, providing effective guidance and solutions. Concurrently, the Board of Management consistently attended to the well-being of employees, disseminating information about policies and production status, thereby fostering consensus within the collective. Despite facing numerous challenges in 2024, the Board of Management adhered to legal regulations, the Company Charter, and the Board of Directors' directives to implement the production and business plan effectively.

❖ Collaboration between the Board of Supervisors, the Board of Directors, and the Board of Management

The Board of Supervisors, the Board of Directors, and the Board of Management consistently maintained close collaboration to ensure the effectiveness of the Company's management and administration. The parties regularly held periodic meetings to exchange information, discuss strategies, and address critical matters. The Board of Supervisors actively conducted inspections, reported oversight results to the Board of Directors and the Board of Management, and received information support from relevant parties. Furthermore, coordinated training and development of unified work processes were emphasized, contributing to enhanced management capacity and optimized efficiency in the Company's production and business activities.

3. TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND BOARD OF SUPERVISORS

BOARD OF DIRECTORS AND BOARD OF SUPERVISORS REMUNERATION:

No.	Name	Position	Value in 2024 (VND)
1	Mr. Nguyen Trieu Dong	Chairman of the Board of Directors	180,000,000
2	Mrs. Ly Bich Quyen	Member, General Director	84,000,000
3	Mr. Nguyen Hoang Phuong	Member, Deputy General Director	84,000,000
4	Mr. Nguyen Hoang Nha	Member, Deputy General Director	84,000,000
5	Mr. Truong Truc Linh	Independent member of the Board of Directors	84,000,000
6	Mr. Dao Truong Han	Head of the Board of Supervisors	60,000,000
7	Mrs. Nguyen Thi Kim Ngan	Member of Board of Supervisors	30,000,000
8	Mrs. Tang Thi My Thuy	Member of Board of Supervisors	30,000,000
Total			636,000,000

**BOARD OF MANAGEMENT SALARIES AND BONUSES:**

No.	Name	Position	Value in 2024 (VND)
1	Mrs. Ly Bich Quyen	General Director	203,333,000
2	Mr. Nguyen Hoang Phuong	Deputy General Director	241,328,000
3	Mr. Truong Van Phuoc	Deputy General Director	140,409,000
4	Mr. Nguyen Hoang Nha	Deputy General Director	165,510,000
Total			750,580,000

INSIDER STOCK TRANSACTIONS: None**CONTRACTS OR TRANSACTIONS WITH INSIDERS:**

No.	Affiliated persons	Relationship	Content	Value in 2024 (VND)
1	Cuu Long Petro Urban Development And Investment Corporation	Co-Chairman of the Board of Directors	- Loan interest payment: - Advance payment: - Short-term loan repayment:	5,338,713,354 5,800,000,000 41,896,800,000
2	Nguyen Hoang Phuong	Member of the Board of Directors/Deputy General Director	- Lending: - Loan repayment:	80,000,000 20,478,000,000
3	Truong Van Phuoc	Deputy General Director	- Payment for land use rights transfer and advance payment:	3,994,809,532
4	Nguyen Thi Thanh Thuy	Station Manager Purchasing	- Payment for land use rights transfer and advance payment:	2,222,580,000
5	Tang Thi Tu Loan	Head of Internal Control Department	- Advance recovery:	8,330,000,000

ASSESSMENT OF THE IMPLEMENTATION OF CORPORATE GOVERNANCE REGULATIONS

The company has made significant efforts in implementing corporate governance regulations, evidenced by maintaining updated regulations of the State Securities Commission (SSC) and the Stock Exchange, while seriously applying them to internal governance. The Company Charter and internal regulations are issued and adjusted in accordance with current legal regulations. In addition, the company has organized internal training, participated in corporate governance seminars,

effectively implemented tax policies and obligations to the State budget, and complied with information disclosure regulations according to Circular 96/2020/TT-BTC.

However, the company still has some limitations in information disclosure, such as not promptly announcing the enterprise notification of the auditor having signed the 2024 Financial Statement Audit Contract, as well as explaining the reasons for the after-tax profit loss in the 2023 audited financial statements.

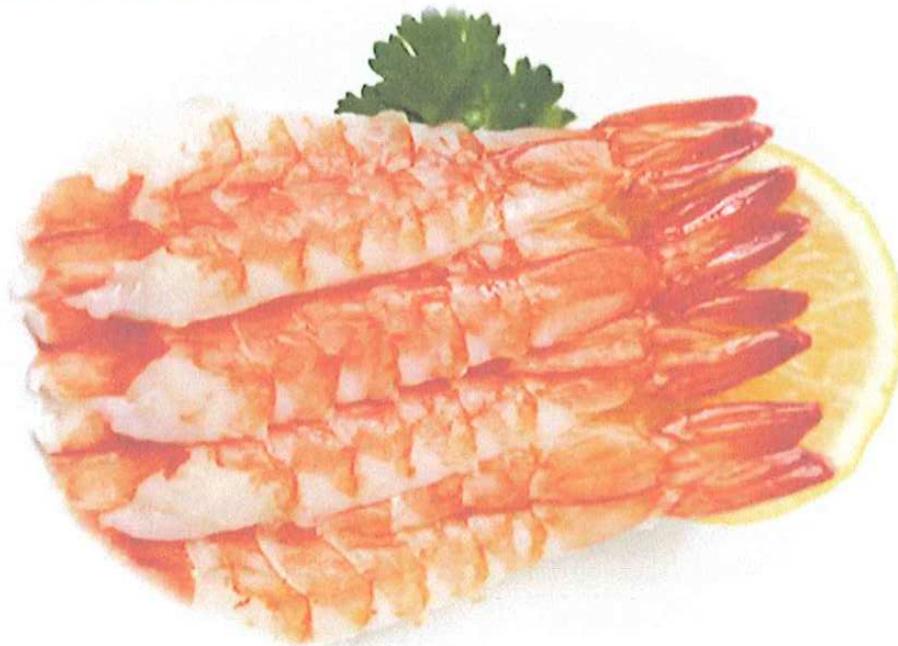
The main reasons identified include a lack of effective coordination between departments in reviewing and completing the disclosed content, limitations in the capacity of personnel in charge, and increased workload during peak periods, leading to unwanted errors.

To overcome these challenges, the Company has implemented specific solutions:

- **Short-term:** Establishing a standardized information disclosure process with clear steps and specific timelines, assigning responsibilities to each department to ensure timely implementation.

- **Long-term:** Supplementing personnel with expertise in corporate governance and information disclosure, while organizing periodic training courses to raise legal awareness and skills in information disclosure. The Company also continues to participate in seminars and training programs organized by the SSC and other units, thereby improving transparent governance capacity.

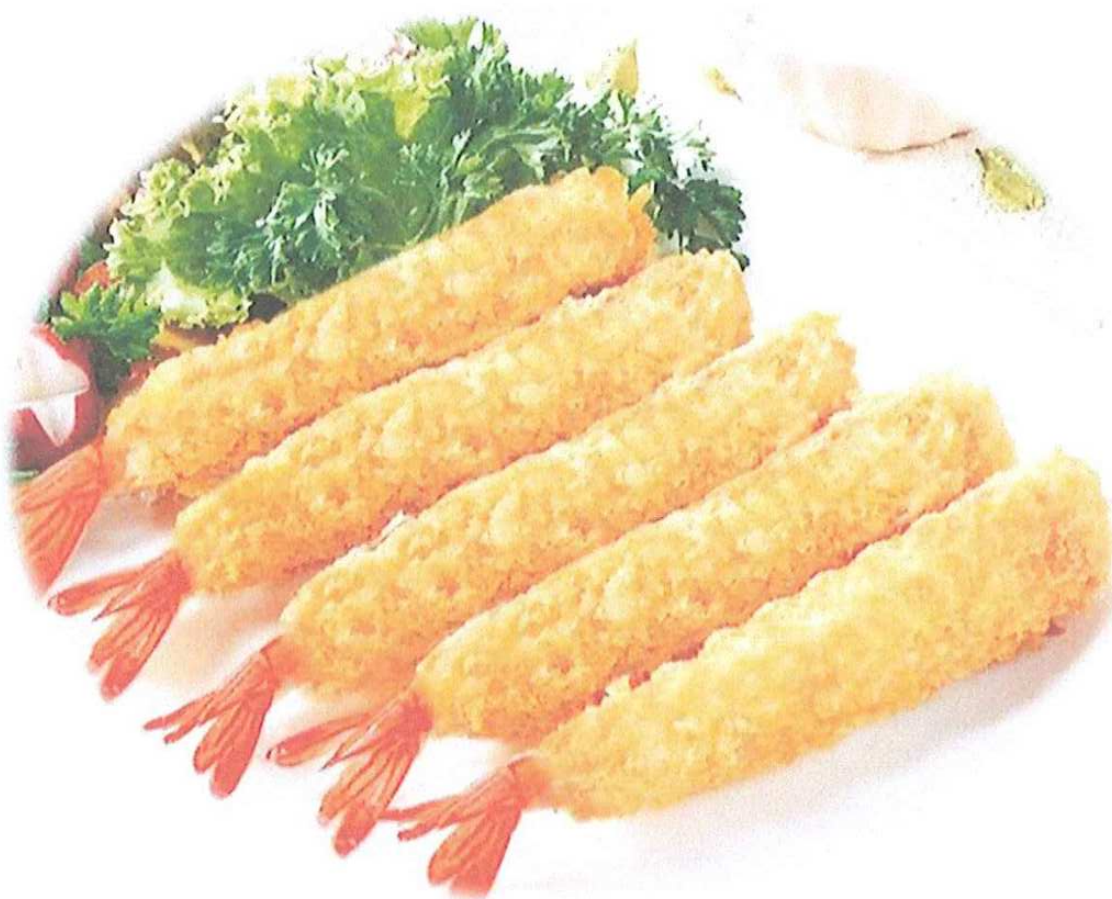
The company is committed to continuing to improve the effectiveness of corporate governance, aiming for comprehensive compliance with legal regulations and building sustainable trust from shareholders and stakeholders.



VI. FINANCIAL STATEMENTS

1. AUDIT OPINION

2. AUDITED FINANCIAL STATEMENTS



1. AUDIT OPINION

“In our opinion, the financial statements present fairly, in all material respects, the financial position of Ut Xi Aquatic Products Processing Corporation as of 31/12/2024, and its financial performance and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the accounting regime for enterprises in Vietnam and relevant legal regulations on the preparation and presentation of financial statements.

Emphasis of Matter: As of 31/12/2024, the "Equity" indicator (code: 410) is negative (88,679,259,305) VND and short-term debt exceeds short-term assets by 177,774,326,890 VND. This indicator reflects the Company's low solvency and may affect the Company's going concern status. However, the Board of Directors affirms that it has received commitments from the Company's owners and creditors to maintain the company's finances so that its ability to continue operating in the future will not be affected; therefore, this Report is prepared on a going concern basis. Our audit opinion on this emphasis of matter does not affect our unqualified opinion expressed above.”

2. AUDITED FINANCIAL STATEMENTS

The 2024 financial statements of UTXI Aquatic Products Processing Corporation were audited by AASCS (Accounting and Auditing Services Consulting South), details of the entire content of the Company's 2024 audited financial statements are posted on the Company's website: www.utxi.com.vn.



Ut Xi Aquatic Products Processing Corporation
No. 24, street 934, Ha Bo village, Tai Van commune, Tran De
district, Soc Trang province

Financial statements
For the fiscal year 2024 ended as at 31
December 2024

BALANCE SHEET

As at 31 December 2024

Unit: VND

Item	Code	Note	Closing balance	Opening balance
A. SHORT-TERM ASSETS	100		769,889,656,199	845,884,218,152
I. Cash and cash equivalents	110	V.1	61,555,544	98,885,621
1. Cash	111		61,555,544	98,885,621
2. Cash equivalents	112		-	-
II. Short-term investments	120		-	14,466,073,065
1. Trading securities	121		-	-
2. Provisions for decline in value of trading securities	122		-	-
3. Held to maturity investments	123	V.2	-	14,466,073,065
III. Short-term receivables	130		155,921,678,088	179,251,033,138
1. Short-term trade receivables	131	V.3	189,011,135,569	204,915,806,563
2. Short-term prepayments to suppliers	132	V.4	98,007,832,343	72,007,339,054
3. Short-term intra-company receivables	133		-	-
4. Receivables under schedule of construction contract	134		-	-
5. Short-term loan receivables	135		-	-
6. Other short-term receivables	136	V.6	30,199,168,342	53,261,835,782
7. Short-term provisions for doubtful debts	137	V.7	(161,296,458,166)	(150,933,948,261)
8. Shortage of assets awaiting resolution	139		-	-
IV. Inventories	140	V.5	611,822,789,340	649,323,520,846
1. Inventories	141		611,822,789,340	649,323,520,846
2. Provisions for decline in value of inventories	149		-	-
V. Other current assets	150		2,083,633,227	2,744,705,482
1. Short-term prepaid expenses	151	V.11	233,167,708	804,408,638
2. Deductible VAT	152		1,650,510,922	1,740,342,247
3. Taxes and other receivables from government budget	153	V.14	199,954,597	199,954,597
4. Government bonds purchased for resale	154		-	-
5. Other current assets	155		-	-
B. LONG-TERM ASSETS	200		98,576,871,585	105,696,337,551
I. Long-term receivables	210		-	-
1. Long-term trade receivables	211		-	-
2. Long-term prepayments to suppliers	212		-	-
3. Working capital provided to sub-units	213		-	-
4. Long-term intra-company receivables	214		-	-
5. Long-term loan receivables	215		-	-
6. Other long-term receivables	216		-	-
7. Long-term provisions for doubtful debts	219		-	-



Ut Xi Aquatic Products Processing Corporation
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district, Soc Trang province

Financial statements
For the fiscal year 2024 ended as at 31
December 2024

BALANCE SHEET

As at 31 December 2024

Unit: VND

Item	Code	Note	Closing balance	Opening balance
II. Fixed assets	220		84,251,347,593	91,355,684,602
1. Tangible fixed assets	221	V.8	57,220,751,455	64,325,088,464
- Historical costs	222		351,027,954,689	349,847,954,689
- Accumulated depreciation	223		(293,807,203,234)	(285,522,866,225)
2. Finance lease fixed assets	224		-	-
- Historical costs	225		-	-
- Accumulated depreciation	226		-	-
3. Intangible fixed assets	227	V.9	27,030,596,138	27,030,596,138
- Historical costs	228		27,282,954,590	27,282,954,590
- Accumulated depreciation	229		(252,358,452)	(252,358,452)
III. Investment properties	230		-	-
- Historical costs	231		-	-
- Accumulated depreciation	232		-	-
IV. Long-term assets in progress	240	V.10	14,322,323,992	14,322,323,992
1. Long-term work in progress	241		-	-
2. Construction in progress	242		14,322,323,992	14,322,323,992
V. Long-term investments	250		-	-
1. Investments in subsidiaries	251		-	-
2. Investments in joint ventures and associates	252		-	-
3. Investments in equity of other entities	253		-	-
4. Provisions for long-term investments	254		-	-
5. Held to maturity investments	255		-	-
VI. Other long-term assets	260		3,200,000	18,328,957
1. Long-term prepaid expenses	261	V.11	3,200,000	18,328,957
2. Deferred income tax assets	262		-	-
3. Long-term equipment and spare parts for replacement	263		-	-
4. Other long-term assets	268		-	-
TOTAL ASSETS (270=100+200)	270		868,466,527,784	951,580,555,703



Ut Xi Aquatic Products Processing Corporation
No. 24, street 934, Ha Bo village, Tai Van commune, Tran De
district, Soc Trang province

Financial statements
For the fiscal year 2024 ended as at 31
December 2024

BALANCE SHEET

As at 31 December 2024

Unit: VND

Item	Code	Note	Closing balance	Opening balance
C. LIABILITIES	300		957,147,983,089	1,002,462,888,188
I. Short-term liabilities	310		947,663,983,089	991,917,888,188
1. Short-term trade payables	311	V.13	84,341,620,832	224,536,958,208
2. Short-term prepayments from customers	312		354,846,846	2,340,585,185
3. Taxes and other payables to government budget	313	V.14	2,934,939,237	2,935,336,587
4. Payables to employees	314		2,514,413,000	2,322,874,000
5. Short-term accrued expenses	315	V.15	260,044,050,841	261,900,087,653
6. Short-term intra-company payables	316		-	-
7. Payables under schedule of construction contract	317		-	-
8. Short-term unearned revenues	318		-	-
9. Other short-term payables	319	V.16	234,192,158,484	90,370,822,030
10. Short-term borrowings and finance lease liabilities	320	V.12	360,797,299,722	405,026,570,398
11. Short-term provisions	321		-	-
12. Bonus and welfare fund	322		2,484,654,127	2,484,654,127
13. Price stabilization fund	323		-	-
14. Government bonds purchased for resale	324		-	-
II. Long-term liabilities	330		9,484,000,000	10,545,000,000
1. Long-term trade payables	331		-	-
2. Long-term repayments from customers	332		-	-
3. Long-term accrued expenses	333		-	-
4. Intra-company payables for operating capital received	334		-	-
5. Long-term intra-company payables	335		-	-
6. Long-term unearned revenues	336		-	-
7. Other long-term payables	337		-	-
8. Long-term borrowings and finance lease liabilities	338	V.12	9,484,000,000	10,545,000,000
9. Convertible bonds	339		-	-
10. Preference shares	340		-	-
11. Deferred income tax payables	341		-	-
12. Long-term provisions	342		-	-
13. Science and technology development fund	343		-	-





Ut Xi Aquatic Products Processing Corporation
No. 24, street 934, Ha Bo village, Tai Van commune, Tran De
district, Soc Trang province

Financial statements
For the fiscal year 2024 ended as at 31
December 2024

BALANCE SHEET

As at 31 December 2024

Unit: VND

Item	Code	Note	Closing balance	Opening balance
D. OWNER'S EQUITY	400		(88,681,455,305)	(50,882,332,485)
I. Owner's equity	410	V.17	(88,681,455,305)	(50,882,332,485)
1. Contributed capital	411		354,000,000,000	354,000,000,000
- Ordinary shares with voting rights	411a		354,000,000,000	354,000,000,000
- Preference shares	411b		-	-
2. Capital surplus	412		484,047,273	484,047,273
3. Conversion options on convertible bonds	413		-	-
4. Other capital	414		-	-
5. Treasury shares	415		(320,000)	(320,000)
6. Differences upon asset revaluation	416		-	-
7. Exchange rate differences	417		-	-
8. Development and investment funds	418		8,023,610,850	8,023,610,850
9. Enterprise reorganization assistance fund	419		-	-
10. Other equity funds	420		-	-
11. Undistributed profit after tax	421		(451,188,793,428)	(413,389,670,608)
- Undistributed profit after tax brought forward	421a		(413,389,670,608)	(328,977,130,438)
- Undistributed profit after tax for the current year	421b		(37,799,122,820)	(84,412,540,170)
12. Capital expenditure funds	422		-	-
II. Funding sources and other funds	430		-	-
1. Funding sources	431		-	-
2. Funds used for fixed asset acquisition	432		-	-
TOTAL SOURCES (440=300+400)	440		868,466,527,784	951,580,555,703

Prepared by

Chief Accountant

Prepared, 07 March 2025

General Director

Luu Thi Ngoc Tuyen

Do Thanh Nhon



Ly Bich Quyen

Ut Xi Aquatic Products Processing Corporation
No. 24, street 934, Ha Bo village, Tai Van commune, Tran
De district, Soc Trang province

Financial statements
For the fiscal year 2024 ended as at 31
December 2024

INCOME STATEMENT

Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
1. Revenues from sales and services rendered	01	VI.1	587,294,856,938	347,367,196,802
2. Revenue deductions	02	VI.2	3,002,184,133	8,093,070,173
3. Net revenues from sales and services rendered (10=01-02)	10		584,292,672,805	339,274,126,629
4. Costs of goods sold	11	VI.3	507,342,657,396	357,048,084,285
5. Gross revenues from sales and services rendered (20=10-11)	20		76,950,015,409	(17,773,957,656)
6. Financial income	21	VI.4	4,241,247,678	8,451,617,132
7. Financial expenses	22	VI.5	52,630,111,510	49,469,153,065
- In which: Interest expenses	23		37,823,014,886	36,582,117,064
8. Selling expenses	25	VI.8	46,274,568,204	19,046,775,713
9. General administration expenses	26	VI.8	46,370,605,150	7,842,460,547
10. Net profits from operating activities {30=20+(21-22)-(25+26)}	30		(64,084,021,777)	(85,680,729,849)
11. Other income	31	VI.6	37,776,621,803	1,290,726,004
12. Other expenses	32	VI.7	11,491,722,846	22,536,325
13. Other profits (40=31-32)	40		26,284,898,957	1,268,189,679
14. Total net profit before tax (50=30+40)	50		(37,799,122,820)	(84,412,540,170)
15. Current corporate income tax expenses	51	VI.10	-	-
16. Deferred corporate income tax expenses	52		-	-
17. Profits after enterprise income tax (60=50-51-52)	60		(37,799,122,820)	(84,412,540,170)
18. Basic earnings per share	70	VI.11	(1,068)	(2,385)
19. Diluted earnings per share	71	VI.12	(1,068)	(2,385)

Prepared by

Chief Accountant

prepared, 07 March 2025

General Director

Luu Thi Ngoc Tuyen

Do Th~~am~~ Nhon

Ly Bich Quven



Ut Xi Aquatic Products Processing Corporation

No. 24, street 934, Ha Bo village, Tai Van commune, Tran
De district, Soc Trang province

Financial statements

For the fiscal year 2024 ended as at 31 December
2024

CASH FLOW STATEMENT

(Direct method)

Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
I. Cash flows from operating activities				
1. Proceeds from sales and services rendered and other revenues	01		462,248,143,730	303,912,293,107
2. Expenditures paid to suppliers	02		(528,917,366,047)	(227,148,804,905)
3. Expenditures paid to employees	03		(31,265,485,000)	(23,412,927,000)
4. Paid interests	04		(8,495,931,042)	(12,260,632,824)
5. Paid enterprise income tax	05		-	-
6. Other proceeds from operating activities	06		330,043,559,958	59,319,452,984
7. Other expenditures on operating activities	07		(172,052,981,973)	(110,639,841,280)
Net cash flows from operating activities	20		51,559,939,626	(10,230,459,918)
II. Cash flows from investing activities				
1. Expenditures on purchase and construction of fixed assets and long-term assets	21		(1,355,426,000)	(3,624,835,205)
2. Proceeds from disposal or transfer of fixed assets and other long-term assets	22		-	1,122,596,364
3. Expenditures on loans and purchase of debt instruments from other entities	23		-	-
4. Proceeds from lending or repurchase of debt instruments from other entities	24		-	53,323,305
5. Expenditures on equity investments in other entities	25		-	-
6. Proceeds from equity investment in other entities	26		-	-
7. Proceeds from interests, dividends and distributed profits	27		575,731	314,403
Net cash flows from investing activities	30		(1,354,850,269)	(2,448,601,133)
III. Cash flows from financial activities				
1. Proceeds from issuance of shares and receipt of contributed capital	31		-	-
2. Repayment of contributed capital and repurchase of stock issued	32		-	-
3. Proceeds from borrowings	33		9,800,000,000	26,408,000,000
4. Repayment of principal	34		(59,969,283,500)	(16,289,705,000)
5. Repayment of financial principal	35		-	-
6. Dividends and profits paid to owners	36		(544,350)	(10,000,000)
Net cash flows from financial activities	40		(50,169,827,850)	10,108,295,000

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Ut Xi Aquatic Products Processing Corporation

Financial statements

No. 24, street 934, Ha Bo village, Tai Van commune, Tran
De district, Soc Trang provinceFor the fiscal year 2024 ended as at 31 December
2024

CASH FLOW STATEMENT

(Direct method)

Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
Net cash flows during the fiscal year (50 = 20+30+40)	50		35,261,507	(2,570,766,051)
Cash and cash equivalents at the beginning of fiscal year	60		98,885,621	2,531,809,394
Effect of exchange rate fluctuations	61		(72,591,584)	137,842,278
Cash and cash equivalents at the end of fiscal year (70=50+60+61)	70		61,555,544	98,885,621

Prepared by

Chief Accountant

Prepared, 07 March 2025

General Director

Luu Thi Ngoc Tuyen

Do Thanh Nhon



Ly Bich Quyen

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Recipients:

- Board of Directors, General Director of the Company
- Department of Information Disclosure, State Securities Commission, Stock Exchange, Vietnam Securities Depository
- Archived: General Affairs Division

LEGAL REPRESENTATIVE OF THE COMPANY

GENERAL DIRECTOR



LY BICH QUYEN