

# Hapro

## HANOI TRADE JOINT STOCK CORPORATION

Address: No 38-40 Le Thai To, Hang Trong Ward, Hoan Kiem District, Hanoi

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### AGENDA

#### THE ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025

**Time:** 08:00 AM, April 29<sup>th</sup> 2025.

**Address:** Conference Hall at 7 floor, No. 38-40 Le Thai To, Hang Trong Ward, Hoan Kiem District, Hanoi.

TIMELINE	CONTENT
08:00 – 08:30	- Welcoming guests. - Shareholders eligibility verification, register attending Shareholders, distribute Meeting materials.
08:30 – 08:45	- Report on the Verification of Shareholders - Saluting the Flag, announce the reason for Meeting and opening.
08:45 – 08:55	- Approval of composition of Presiding committee, Vote counting committee, and Secretariat. - Approval of Agenda and Working regulations of the General Meeting.
08:55 – 09:05	Report on Business results for 2024 and Plan for 2025 of the Company.
09:05 – 09:10	The Audited Financial Statements 2024.
09:10 – 09:20	Report on the Board of Directors on Operation results in 2024 and Plan in 2025
09:20 – 09:30	Report of Inspection Committee in 2024
09:30 – 09:45	- Proposal on Approval of Remuneration of the Board of Directors and Inspection Committee of 2024 and plan in 2025 - Proposal on Dividend distribution for 2024 - Proposal on Selection of Auditor Company to audit the Financial Statements 2025 - Others (if any).
09:45 – 10:00	Discuss and approve the content presented in the General Meeting
10:00 – 10:15	Short break
10:15 – 10:25	Approval of Meeting Minutes and Resolution of General Meeting of Shareholders
10:25 – 10:30	The 2025 Annual General Meeting of Shareholders End

(\*) The content of Agenda may change and will be approved in the General Meeting.

### BOARD OF ORGANIZATION





Hanoi, April 8<sup>th</sup> 2025

**REPORT ON PRODUCTION AND BUSINESS RESULTS FOR 2024,  
ORIENTATIONS FOR 2025 OF HANOI TRADE JOINT STOCK  
CORPORATION**

**To: General Meeting of Shareholders of Hanoi Trade Joint Stock Corporation**

On behalf of Board of General Directors, I would like to report to Shareholders about the Production and Business Results in 2024 of Hanoi Trade Joint Stock Corporation (“Corporation” or “Hapro”) and Business Plan for 2025, in details:

**I. GENERAL CONTEXT:**

Pursuant to the Agenda approved in the Annual General Meeting of Shareholders 2024 dated April 24<sup>th</sup> of Hanoi Trade Joint Stock Corporation, Corporation has proactively promoted Production and Business Activities with core sectors of Agricultural Product Export and Domestic Trade. Nevertheless, The Revenue of Export Business Activities has not recovered and achieved the approved Plan, as in 2024, the Global and Viet Nam Economy all were impacted severely by post – Covid 19 Pandemic, Russia – Ukraine War as well as tough war in the Gaza Strip, .... Corporation keeps focus on Domestic Trade in Majority and exploiting trade infrastructure, overcoming difficulties, Corporation has also achieved some certain achievements for the 2024 Fiscal Year as follows:

**II. PRODUCTION AND BUSINESS RESULTS IN 2024:**

**1. The Economic Indicator Results in 2024.**

Order	Main Indicator	Actual 2023	Plan 2024	Actual 2024	Comparison (%)	
					Plan 2024	Actual 2023
1	Export Turnover ( <i>Million Dollars</i> )	1,94	3,52	1,72	49%	89%
2	Sales and Service Revenue ( <i>Billion Dong</i> )	397,10	462,50	691,61	150%	174%
3	Profit before Tax ( <i>Billion Dong</i> )	(24,86)	(4,19)	(24,44)		
4	Total Employee at December 12 <sup>th</sup> 2024	324	333	310	93%	96%
5	Average Earnings ( <i>Million Dong/Person/Month</i> )	10,66	11,50	10,54	92%	99%

**2. The main Business Sectors Assessment :**

**2.1. Export Business Activities:**

After Equitization, Corporation has been tracing the Export Business Targets which is the core of Production and Business Activities. However, the Global Economy has not recovered in 2024 along with tense Geo-Politics conflicts, .... Export Activities was under high pressure of Russia – Ukraine War and tough war in the Gaza Strip.

The Global Economy has weakened increasingly in Demand, Expenses is tightening making the Foreign Prices to reduce while Production and Production Input Cost in



Domestic Market are higher than Globe, leading to difficulties for Business in Negotiation and Contract Closure with Customers.

The Governmental Import Policies for Agricultural Products of many countries are also constantly changing, especially the application of Tax Policies, Trade Barriers, changes in the application of Quality Standards and Quality control of Imported goods, which shall directly impact and arise the Risks for the Corporation's export goods.

Therefore, the Export Turnover and Business Results of this sector, are not meet the approved Plan.

- **Export Turnover:** In 2024, the export turnover of the parent company of the Corporation reached by 1.72 Million Dolars. The main Export Items including: Cashew nuts, Rice, Processed Foods, Phosphate Fertilizers .... play a key role.

- **Main Export Markets:** Corporation has been affirming its strong Brand in nearly 80 countries and territories around the world, focusing on some regions such as: Europe, America, Middle East; Africa, Southeast Asia, West Asia..., contributing to the growth of export turnover.

Corporation considers that the Global Economy shall be facing to difficulties due to the post-Covid-19 pandemic, which may last to the end of 2025. In such a context, Corporation's Board of General Directors shall be maintaining the stability of core Business Activities, focusing on promoting Agricultural Product Export in a practical, effective and capital-safe Manner, as follows:

- Expanding the Market, developing new Export Products.
- Benefit by Trade Agreements such as CPTPP, EVFTA.
- Actively participating in Online Trading to find customers, expand the market.
- Continuing to direct Export Promotion Activities in Priority through participation in International Specialized Fairs on Agricultural Products, Food, Handcrafts, ....

Regularly grasp market information and provide warnings of emerging issues on time affecting Export Activities, such as Policies of importing Countries, Technical Barriers, Payment Risks, ...

## ***2.2. Business and Domestic Market Expand.***

- At the Beginning of 2024, Corporation has built a Business Program for Christmas, New Year and Lunar New Year 2025 in a synchronous manner with the Business Activities that have been maintained and implemented from year to year, simultaneously developing a number of new Business Activities in accordance with Market Demand as well as Corporation's Orientation. The program has taken advantage of the opportunity to promote business, contribute to serving people to celebrate Tet safe and healthy, ensuring absolute safety for people, goods, facilities, creating conditions to promote products, brand image of the Corporation, Member Companies of Corporation.

\* **Goods storage and Price stabilization in Participation:** In 2024, although Corporation has not yet accessed the preferential loan support program for the Price Stabilization Program, it still proactively registered to participate in goods storage using mobilized capital and the Enterprise's Owner Equity to store Goods for Relief Work, Storms and Floods and Price Stabilization with a total value of nearly 1,000 Billion VND.

\* **Developing and improving the efficiency of Domestic Trade Business Activities:**



- Corporation actively restructures and aligns the image system and identifies Haprofood/BRG Mart retail locations and promotes restructuring, management methods innovation for the operational Domestic Trade Business Network.

- In the Economic Background has not fully recovered due to the post – Covid 19 , the Supermarket/Store chain of Haprofood/BRG Mart has proactively implemented a series of activities demonstrating the responsibility of a large Economic and Commercial Enterprise in the capital to ensure Social Security and Responsibility to the Community. Especially, the program of support farmers for consuming watermelons who are facing difficulties in product output; the Plan to reserve and support with local authorities to fully supply essential goods to people at stable prices;...

### **III. IMPLEMENTATION OF SOME WORK ASPECTS IN 2024:**

#### **1. Foreign Affairs and Trade Promotion Activities:**

##### *❖ Domestic Market Development:*

- Corporation continues to maintain relationships with Associations and Professional Associations, namely the Vietnam Cashew Association, Vietnam Coffee and Cocoa Association, Vietnam Food Association, Hanoi Business Association HBA, VACOD Consumer Goods Development Association, Vietnam Chamber of Commerce and Industry (VCCI), newly joining the Vietnam Private Entrepreneurs Association since February 2025 ... Thereby, helping Corporation continue to maintain its position as a large import-export Trading Enterprise of Hanoi in particular and Vietnam in general

- Continue to participate in major Trade Promotion programs of Hanoi Department of Industry and Trade, the Department of Trade Promotion - Ministry of Industry and Trade... Thereby, helping Corporation continue to maintain its position and increase opportunities for trade and import-export business throughout 2024.

##### *❖ Foreign Market Development:*

- Corporation continues to regularly maintain and develop good relationships with the Ministry of Industry and Trade, the Ministry of Foreign Affairs, domestic and foreign Trade Promotion Organizations, international organizations, Foreign Embassies in Vietnam, and Abroad Representative Agencies in Vietnam to support Corporation's import-export Business Activities.

- The Corporation's direct Trade Promotion Activities in foreign Markets in 2024 such as attending Trade Fairs and Exhibitions, Trading, Visiting Customers ... being limited due to some difficulties and fluctuations in the Market and Customers. However, Corporation regularly maintains contact with Embassies/Trade Offices of Vietnam in other Countries through attending meetings with Ambassadors before their departure for assignments, quarterly Online Meetings with Trade Offices organized by the Ministry of Industry and Trade, online meetings organized by Trade Offices to update the World Market situation, and seek customers interested in Corporation's export Products.

- Besides, Corporation continues to welcome and work with a number of Ambassadors and Counselors of Vietnam in Abroad and a number of foreign Ambassadors and Counselors in Vietnam; International Delegations from China, Hong Kong, Pakistan, Russia, Cuba, France, Denmark, ..... to work at Corporation to discuss cooperation possibilities in the field of import and export of goods.

- Support Corporation in finding food and consumer goods in Sources imported to Vietnam such as Agricultural Products and food from Canada and cosmetics, food from South Korea....



### **3. Brand Management and Marketing:**

- Corporation has been continuing to build a Corporate Culture Model with its own identity; orienting actions according to the action principles of each year, promoting the value of Corporation Brand as a prestigious Export Brand of Vietnam.
- Improving professionalism in standardizing and identifying the Brand of Corporation and its member companies and units under Corporation.
- Actively applying modern applications of technology, internet, social networks into branding, communication and marketing activities.

#### **Brand awards achieved in 2024 to elevate Corporation Brand:**

- For the 8th consecutive time, it achieved "Vietnam National Brand;
- In 2024, Corporation was voted to get the 2<sup>nd</sup> ranking competition "Vietnamese goods loved by consumers" for the special Dong Vang Rice product of Hapro Dong Thap Branch.

### **4. Investment and Commercial Infrastructure Managemnet:**

- Tiếp tục thực hiện công tác chuẩn bị đầu tư, thực hiện đầu tư một số dự án của Tổng công ty đồng thời rà soát lại một số các dự án dở dang để xây dựng phương án tiếp tục đầu tư sau cổ phần hóa Tổng công ty.
- Review, classify, develop Production and Business Plans, complete legal procedures associated with each location; Simultaneously research and propose the solutions and Plans for ineffective exploitation locations.
- Continue to carry out investment Preparation, implement investment in a number of projects of Corporation and review a number of unfinished projects to develop a plan to continue investing after the Equitization of Corporation.

## **IV. ORIENTATION AND PLAN IN 2025:**

### **1. Situation of Corporation Evaluation in 2025**

In 2025, Corporation shall focus all its efforts on developing Production and Business Activities, focusing on Profit Targets. Therefore, the units must determine the specific Objectives and Tasks of the unit, exploiting the maximum potential to ensure the completion of the approved Objectives.

### **2. Key Tasks in 2025:**

2.1. Assign the Budget Plan and the 2025 Production and Business Plan in a detailed manner, for each department, each unit, each business location, each specific Product line or business sector, and in 2025, the overall Business Results of entire Corporation predict to have a breakthrough with a focus on Profit Targets.

2.2. Thoroughly and Resolutely implement the directives, orientations and directions of the Board of Directors.

### **2.3. Domestic Trade Business Promotion:**

- Continue to develop and implement plans to innovate Retail Trade Business Activities, restructure the system. Align the image system and identify of Corporation's retail locations, focus on the Online Business Development.

- Focus on implementing business during Christmas, New Year and Lunar New Year 2025: for Domestic Trading Units, develop detailed plans for products, revenue plans and



plans to implement Marketing Programs, Brand Promotion .... to maximize business opportunities.

2.4. Strengthen and Export Promotion:

- Implement restructuring of Corporation's Export Activities under streamlining, efficiency and concentration.

- Continue to implement solutions to create a strong breakthrough for the Export Business Sector: increase Export Turnover, expand Markets, develop potential export Products, improve export profit efficiency and ensure Capital in safety.

- Continue to Trade Promotion Programs with domestic and foreign Partners to promote business, especially export business.

2.5. Review and submit to the Board of Directors for approval the restructuring plan of Corporation's Financial Investments.

2.6. Keep well – managed Commercial Infrastructure to network to improve the exploitation efficiency for Corporation.

2.7. Gather all the Financial resources to improve the efficiency of Corporation.

**3. Production and Business Activities Targets in Achievement 2025.**

- Sales and service revenue : 688,58 Billion Dong
- Export Turnover : 7,07 Million Dollars
- Profit before Tax : 2,25 Billion Dong

The Board of General Directors of Hanoi Trade Joint Stock Corporation reports and asks for comments and contributions from valued Shareholders.

Sincerely!

**ON BEHALF OF GENERAL DIRECTORS  
GENERAL DIRECTORS**

**Duong Thi Lam**





**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**SEPARATE FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**SEPARATE BALANCE SHEET**

As of December 31, 2024

Unit: VND

ASSET	Code	Explanation	Year-end number	Beginning of year number
<b>A - CURRENT ASSETS</b>	<b>100</b>		<b>1,181,614,653,585</b>	<b>1,312,417,899,562</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>V.1</b>	<b>51,757,199,535</b>	<b>32,740,474,916</b>
1. Money	111		51,757,199,535	23,740,474,916
2. Cash equivalents	112		-	9,000,000,000
<b>II. Short-term financial investment</b>	<b>120</b>		-	-
1. Trading securities	121		-	-
2. Provision for impairment of trading securities	122		-	-
3. Held to maturity investment	123		-	-
<b>III. Short-term receivables</b>	<b>130</b>		<b>1,073,797,843,147</b>	<b>1,208,622,212,187</b>
1. Short-term trade receivables	131	V.2a	287,583,935,805	295,669,197,355
2. Short-term seller advance	132		324,884,763,063	338,503,392,530
3. Short-term internal receivables	133		-	-
4. Receivable according to construction contract progr	134		-	-
5. Short-term loan receivable	135		174,232,969,710	174,281,019,710
6. Other short-term receivables	136	V.5a	481,290,087,776	402,158,989,258
7. Provision for doubtful short-term receivables	137		(194,193,913,207)	(1,990,386,666)
8. Assets missing pending resolution	139		-	-
<b>IV. Inventory</b>	<b>140</b>		<b>31,318,815,465</b>	<b>32,430,125,945</b>
1. Inventory	141		31,318,815,465	32,430,125,945
2. Provision for inventory write-down	149		-	-
<b>V. Other current assets</b>	<b>150</b>		<b>24,740,795,438</b>	<b>38,625,086,514</b>
1. Short-term prepaid expenses	151	V.8a	13,049,229,612	13,326,415,257
2. Deductible value added tax	152		11,213,702,932	11,033,935,618
3. Taxes and other amounts receivable from the State	153	V.16	477,862,894	14,264,735,639
4. Government bond repurchase transaction	154		-	-
5. Other current assets	155		-	-



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**SEPARATE FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**Separate balance sheet (continued)**

ASSET	Code	Explan ation	Year-end number	Beginning of year number
<b>B - LONG-TERM ASSETS</b>	<b>200</b>		<b>1,867,523,237,644</b>	<b>1,886,052,984,348</b>
<b>I. Long-term receivables</b>	<b>210</b>		<b>8,725,396,857</b>	<b>9,127,686,717</b>
1. Long-term receivables from customers	211	V.2b	7,624,765,257	8,015,055,117
2. Long-term prepayment to seller	212		-	-
3. Business capital in affiliated units	213		-	-
4. Long-term internal receivables	214		-	-
5. Long-term loan receivable	215		-	-
6. Other long-term receivables	216	V.5b	1,100,631,600	1,112,631,600
7. Provision for doubtful long-term receivables	219		-	-
<b>II. Fixed assets</b>	<b>220</b>		<b>522,094,414,658</b>	<b>543,694,765,001</b>
1. Tangible fixed assets	221	V.9	476,279,744,781	497,741,528,758
<i>Original price</i>	222		747,186,099,581	752,218,121,496
<i>Accumulated depreciation</i>	223		(270,906,354,800)	(254,476,592,738)
2. Financial lease fixed assets	224		-	-
<i>Original price</i>	225		-	-
<i>Accumulated depreciation</i>	226		-	-
3. Intangible fixed assets	227	V.10	45,814,669,877	45,953,236,243
<i>Original price</i>	228		48,749,592,011	48,870,496,011
<i>Accumulated depreciation</i>	229		(2,934,922,134)	(2,917,259,768)
<b>III. Investment real estate</b>	<b>230</b>	<b>V.11</b>	<b>94,506,412,135</b>	<b>98,180,247,667</b>
Original price	231		131,527,016,822	131,527,016,822
Accumulated depreciation	232		(37,020,604,687)	(33,346,769,155)
<b>IV. Long-term unfinished assets</b>	<b>240</b>	<b>V.12</b>	<b>847,032,762,520</b>	<b>809,458,246,123</b>
1. Long-term unfinished production and business costs	241	V.12a	546,582,721,998	540,164,418,746
2. Cost of basic construction in progress	242	V.12b	300,450,040,522	269,293,827,377
<b>V. Long-term financial investment</b>	<b>250</b>	<b>V.13</b>	<b>288,770,246,345</b>	<b>319,265,124,543</b>
1. Investment in subsidiaries	251		95,538,927,755	127,866,880,941
2. Investment in joint ventures and associates	252		130,932,302,987	131,994,083,677
3. Investing in other entities	253		75,448,552,782	66,003,697,104
4. Long-term financial investment reserve	254		(13,149,537,179)	(6,599,537,179)
5. Held to maturity investment	255		-	-
<b>VI. Other long-term assets</b>	<b>260</b>		<b>106,394,005,129</b>	<b>106,326,914,297</b>
1. Long-term prepaid expenses	261	V.8b	106,394,005,129	106,326,914,297
2. Deferred income tax assets	262		-	-
3. Long-term replacement equipment, supplies and spa	263		-	-
4. Other long-term assets	268		-	-
<b>TOTAL ASSETS</b>	<b>270</b>		<b>3,049,137,891,229</b>	<b>3,198,470,883,910</b>



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**SEPARATE FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**Separate balance sheet (continued)**

<b>CAPITAL SOURCE</b>	<b>Code</b>	<b>Explan ation</b>	<b>Year-end number</b>	<b>Beginning of year number</b>
<b>C - LIABILITIES PAYABLE</b>	<b>300</b>		<b>833,315,187,863</b>	<b>958,038,794,334</b>
<b>I. Short-term debt</b>	<b>310</b>		<b>639,877,068,260</b>	<b>685,480,761,932</b>
1. Short-term trade payables	311	V.14	14,026,066,358	17,146,011,586
2. Short-term advance payment buyer	312	V.15a	2,702,568,219	1,636,697,723
3. Taxes and other payments to the State	313	V.16	27,114,110,760	1,443,110,152
4. Payable to workers	314		4,798,833,413	4,720,872,641
5. Short-term payable expenses	315	V.17	4,069,441,910	8,675,973,892
6. Short-term internal payables	316		-	-
7. Payable according to construction contract progress	317		-	-
8. Short-term unearned revenue	318	V.18a	8,900,295,079	10,167,893,748
9. Other short-term payables	319	V.19a	40,382,196,402	33,323,018,508
10. Short-term loans and finance leases	320	V.20a	537,741,005,126	608,092,933,911
11. Short-term payables provision	321		-	-
12. Bonus and welfare fund	322		142,550,993	274,249,771
13. Price stabilization fund	323		-	-
14. Government bond repurchase transaction	324		-	-
<b>II. Long-term debt</b>	<b>330</b>		<b>193,438,119,603</b>	<b>272,558,032,402</b>
1. Long-term trade payables	331		-	-
2. Long term prepayment buyer	332	V.15b	19,707,456,615	20,198,365,706
3. Long-term payable expenses	333		-	-
4. Internal payable on working capital	334		-	-
5. Long-term internal payables	335		-	-
6. Long-term unrealized revenue	336	V.18b	94,661,719,502	98,480,140,010
7. Other long-term payables	337	V.19b	23,555,668,594	20,080,282,685
8. Long-term loans and financial leases	338	V.20b	55,513,274,892	133,799,244,001
9. Convertible bonds	339		-	-
10. Preferred stock	340		-	-
11. Deferred income tax liability	341		-	-
12. Long-term payables provision	342		-	-
13. Science and Technology Development Fund	343		-	-



# HANOI TRADE JOINT STOCK CORPORATION

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

## SEPARATE FINANCIAL STATEMENTS

for the fiscal year ending December 31, 2024

### Separate balance sheet (continued)

CAPITAL SOURCE	Code	Explan ation	Year-end number	Beginning of year number
<b>D - OWNER'S EQUITY</b>	<b>400</b>		<b>2,215,822,703,366</b>	<b>2,240,432,089,576</b>
<b>I. Equity</b>	<b>410</b>	<b>V.21</b>	<b>2,215,822,703,366</b>	<b>2,240,432,089,576</b>
1. Owner's equity	411		2,200,000,000,000	2,200,000,000,000
- Common shares with voting rights	411a		2,200,000,000,000	2,200,000,000,000
- Preferred stock	411b		-	-
2. Capital surplus	412		71,428,267	71,428,267
3. Bond conversion option	413		-	-
4. Other owners' equity	414		-	-
5. Treasury stock	415		(529,920,000)	(529,920,000)
6. Asset revaluation difference	416		-	-
7. Exchange rate difference	417		-	-
8. Development investment fund	418		33,381,940,928	33,381,940,928
9. Enterprise Arrangement Support Fund	419		-	-
10. Other equity funds	420		-	-
11. Undistributed profit after tax	421		(17,100,745,829)	7,508,640,381
- Undistributed profit after tax accumulated to the end of previous period	421a		7,508,640,381	32,517,852,390
- Undistributed profit for this period	421b		(24,609,386,210)	(25,009,212,009)
12. Source of capital for basic construction investment	422		-	-
<b>II. Other funding and funds</b>	<b>430</b>		-	-
1. Funding sources	431		-	-
2. Funds for forming fixed assets	432		-	-
<b>TOTAL CAPITAL</b>	<b>440</b>		<b>3,049,137,891,229</b>	<b>3,198,470,883,910</b>

The chartist

*Uang*

Nguyen Thu Hang

Chief Accountant

*Uang*

Nguyen Thu Hang

Established, March 28, 2025

General Director



Duong Thi Lam



## for the fiscal year ending December 31, 2024

2024

Unit: VND

INDICATORS		Code	Explanation	This year	Last year
1.	Sales and service revenue	01	VI.1	691,613,598,645	397,108,530,300
2.	Revenue deductions	02	VI.2	-	3,754,555
3.	Net revenue from sales and services	10		691,613,598,645	397,104,775,745
4.	Cost of goods sold	11	VI.3	326,856,762,138	299,256,146,379
5.	Gross profit on sales and service provision	20		364,756,836,507	97,848,629,366
6.	Financial revenue	21	VI.4	70,155,632,281	64,225,924,655
7.	Financial costs	22	VI.5	150,795,459,639	74,050,367,846
	Including: interest expense	23		84,105,341,477	72,184,880,169
8.	Cost of sales	25	VI.6	30,461,119,164	31,599,763,799
9.	Business management costs	26	VI.7	276,287,816,027	79,940,819,011
10.	Net operating profit	30		(22,631,926,042)	(23,516,396,635)
11.	Other income	31	VI.8	1,338,129,946	593,957,301
12.	Other costs	32	VI.9	3,146,984,485	1,933,157,455
13.	Other profits	40		(1,808,854,539)	(1,339,200,154)
14.	Total accounting profit before tax	50		(24,440,780,581)	(24,855,596,789)
15.	Current corporate income tax expense	51	VI.10	168,605,629	153,615,220
16.	Deferred corporate income tax expense	52		-	-
17.	Profit after corporate income tax	60		(24,609,386,210)	(25,009,212,009)
18.	Basic earnings per share	70		-	-

**General Director**

Uang

**Nguyen Thu Hang**



**Dương Thi Lam**



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**SEPARATE FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**SEPARATE CASH FLOW STATEMENT**

(By indirect method)

2024

Unit: VND

INDICATORS	Co de	Explan ation	This year	Last year
<b>I. Cash flow from operating activities</b>				
1. Profit before tax	01		(24,440,780,581)	(24,855,596,789)
2. Adjustments for the following items:				
- Depreciation of fixed assets and investment real estate	02		23,371,595,215	25,239,475,681
- Provisions	03		198,753,526,541	(84,467,075)
- Exchange rate gains and losses due to revaluation foreign currency monetary items	04		(575,051,103)	3,934,738
- Profit and loss from investment activities	05		28,528,691,102	(34,652,642,007)
- Interest expense	06		84,105,341,477	72,184,880,169
- Other adjustments	07		-	-
3. Profit from business activities before changes in working capital	08		309,743,322,651	37,835,584,717
- Increase, decrease receivables	09		(47,978,440,072)	(304,014,409,049)
- Increase, decrease inventory	10		(5,306,992,772)	(32,667,234,209)
- Increase, decrease payables	11		22,990,961,429	1,041,746,853
- Increase, decrease prepaid expenses	12		210,094,813	21,761,750,071
- Increase, decrease trading securities	13		-	-
- Interest paid	14		(83,102,138,386)	(45,291,974,142)
- Corporate income tax paid	15		(153,615,220)	(35,535,572)
- Other income from operating activities	16		5,400,000	574,225,000
- Other expenses for business activities	17		(137,098,778)	(1,175,853,333)
<b>Net cash flow from operating activities</b>	20		<b>196,271,493,665</b>	<b>(321,971,699,664)</b>
<b>II. Cash flow from investing activities</b>				
1. Money spent on purchasing and constructing fixed assets and other long-term assets	21		(31,220,179,793)	(29,682,834,553)
2. Proceeds from liquidation and sale of fixed assets and other long-term assets	22		806,883,836	159,545,454
3. Money spent on lending, buying debt instruments other units	23		(728,000,000)	(391,759,937)
4. Proceeds from loan recovery, resale of debt instruments other units	24		-	800,000,000
5. Money spent on investment in other entities	25		(13,513,000,000)	-
6. Proceeds from capital investment in other entities	26		-	11,624,000,000
7. Interest income, dividends and profits	27		15,819,516,150	17,621,595,101
<b>Net cash flow from investing activities</b>	30		<b>(28,834,779,807)</b>	<b>130,546,065</b>



# HANOI TRADE JOINT STOCK CORPORATION

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

## SEPARATE FINANCIAL STATEMENTS

for the fiscal year ending December 31, 2024

### Separate cash flow statement (continued)

INDICATORS	Co de	Explan ation	This year	Last year
III. Cash flow from financing activities				
1. Proceeds from issuing shares, receiving capital contributions owner	31		-	-
2. Money returned to owners, buyback issued company shares	32		-	-
3. Proceeds from borrowing	33		563,573,475,856	592,178,812,085
4. Loan principal repayment	34		(712,223,066,544)	(266,451,830,637)
5. Lease principal repayment	35		-	-
6. Dividends, profits paid to owners	36		-	-
Net cash flow from financing activities	40		(148,649,590,688)	325,726,981,448
Net cash flow during the period	50		18,787,123,170	3,885,827,849
Cash and cash equivalents at the beginning of the ye	60	V.1	32,740,474,916	28,744,833,988
Impact of foreign exchange rate changes on foreign curi	61		229,601,449	109,813,079
Cash and cash equivalents at the end of the period	70	V.1	51,757,199,535	32,740,474,916

The chartist

*Uang*

Nguyen Thu Hang

Chief Accountant

*Uang*

Nguyen Thu Hang

Established, March 28, 2025

General Director



Duong Thi Lam



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**CONSOLIDATED BALANCE SHEET**

As of December 31, 2024

Unit: VND

ASSET	Cod e	Explana tion	Year-end number	Beginning of year number
<b>A - CURRENT ASSETS</b>	<b>100</b>		<b>1,043,479,743,747</b>	<b>1,340,355,460,296</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>V.1</b>	<b>55,312,296,140</b>	<b>36,171,253,569</b>
1. Money	111		54,812,296,140	26,471,253,569
2. Cash equivalents	112		500,000,000	9,700,000,000
<b>II. Short-term financial investment</b>	<b>120</b>		-	<b>400,000,000</b>
1. Trading securities	121		-	-
2. Provision for impairment of trading securities	122		-	-
3. Held to maturity investment	123		-	400,000,000
<b>III. Short-term receivables</b>	<b>130</b>		<b>928,723,842,598</b>	<b>1,220,471,269,714</b>
1. Short-term trade receivables	131	V.2a	205,033,282,954	288,248,668,507
2. Short-term seller advance	132		330,080,873,329	345,385,908,075
3. Short-term internal receivables	133		-	-
4. Receivable according to construction contract progr	134		-	-
5. Short-term loan receivable	135		106,637,024,654	171,467,822,067
6. Other short-term receivables	136	V.5a	482,167,539,759	411,542,268,209
7. Provision for short-term doubtful receivables	137		(195,194,878,098)	(2,683,578,781)
8. Assets missing pending resolution	139		-	6,510,181,637
<b>IV. Inventory</b>	<b>140</b>		<b>32,433,451,862</b>	<b>36,004,406,247</b>
1. Inventory	141		32,433,451,862	36,004,406,247
2. Provision for inventory write-down	149		-	-
<b>V. Other current assets</b>	<b>150</b>		<b>27,010,153,147</b>	<b>47,308,530,766</b>
1. Short-term prepaid expenses	151	V.8a	13,049,229,612	18,726,452,331
2. Deductible value added tax	152		13,384,931,451	14,205,563,030
3. Taxes and other amounts receivable from the State	153	V.16	575,992,084	14,376,515,405
4. Government bond repurchase transaction	154		-	-
5. Other current assets	155		-	-



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**Consolidated balance sheet (continued)**

ASSET	Cod e	Explanat ion	Year-end number	Beginning of year number
<b>B - LONG-TERM ASSETS</b>	<b>200</b>		<b>2,078,350,428,306</b>	<b>1,935,120,220,187</b>
<b>I. Long-term receivables</b>	<b>210</b>		<b>7,388,210,191</b>	<b>9,194,402,717</b>
1. Long-term receivables from customers	211	V.2b	6,278,578,591	8,111,390,499
2. Long-term prepayment to seller	212		-	-
3. Working capital in affiliated units	213		-	-
4. Long-term internal receivables	214		-	-
5. Long-term loan receivable	215		-	-
6. Other long-term receivables	216	V.5b	1,109,631,600	1,179,347,600
7. Provision for doubtful long-term receivables	219	V.6	-	(96,335,382)
<b>II. Fixed assets</b>	<b>220</b>		<b>636,354,370,484</b>	<b>553,772,594,336</b>
1. Tangible fixed assets	221	V.9	590,539,700,607	507,596,854,622
<i>Original price</i>	222		898,102,203,798	780,029,316,430
<i>Accumulated depreciation</i>	223		(307,562,503,191)	(272,432,461,808)
2. Financial lease fixed assets	224		-	-
<i>Original price</i>	225		-	-
<i>Accumulated depreciation</i>	226		-	-
3. Intangible fixed assets	227	V.10	45,814,669,877	46,175,739,714
<i>Original price</i>	228		48,910,103,011	49,600,723,114
<i>Accumulated depreciation</i>	229		(3,095,433,134)	(3,424,983,400)
<b>III. Investment real estate</b>	<b>230</b>	<b>V.11</b>	<b>94,506,412,135</b>	<b>98,180,247,667</b>
Original price	231		131,527,016,822	131,527,016,822
Accumulated depreciation	232		(37,020,604,687)	(33,346,769,155)
<b>IV. Long-term unfinished assets</b>	<b>240</b>	<b>V.12</b>	<b>963,445,908,218</b>	<b>826,406,898,731</b>
1. Long-term unfinished production and business costs	241		546,582,721,998	540,164,418,746
2. Cost of basic construction in progress	242		416,863,186,220	286,242,479,985
<b>V. Long-term financial investment</b>	<b>250</b>	<b>V.13</b>	<b>202,403,216,823</b>	<b>192,078,960,304</b>
1. Investment in subsidiaries	251		-	-
2. Investment in joint ventures and associates	252		131,429,664,041	127,070,263,200
3. Investing in other entities	253		89,018,552,782	66,303,697,104
4. Long-term financial investment reserve	254		(18,045,000,000)	(1,295,000,000)
5. Held to maturity investment	255		-	-
<b>VI. Other long-term assets</b>	<b>260</b>		<b>174,252,310,455</b>	<b>255,487,116,432</b>
1. Long-term prepaid expenses	261	V.8b	146,143,547,484	222,882,700,856
2. Deferred income tax assets	262		-	-
3. Long-term replacement equipment, supplies and spa	263		-	-
4. Other long-term assets	268		-	-
5. Commercial advantage	269		28,108,762,971	32,604,415,576
<b>TOTAL ASSETS</b>	<b>270</b>		<b>3,121,830,172,053</b>	<b>3,275,475,680,483</b>



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**Consolidated balance sheet (continued)**

<b>CAPITAL SOURCE</b>	<b>Cod e</b>	<b>Explanat ion</b>	<b>Year-end number</b>	<b>Beginning of year number</b>
<b>C - LIABILITIES PAYABLE</b>	<b>300</b>		<b>908,018,378,524</b>	<b>1,042,013,400,050</b>
<b>I. Short-term debt</b>	<b>310</b>		<b>684,120,498,317</b>	<b>767,424,104,238</b>
1. Short-term trade payables	311	V.14	19,005,904,129	39,899,710,381
2. Short-term advance payment buyer	312	V.15a	3,862,989,909	3,455,133,472
3. Taxes and other payments to the State	313	V.16	27,863,422,423	2,335,887,968
4. Payable to workers	314		6,671,284,918	6,395,121,838
5. Short-term payable expenses	315	V.17	19,449,276,616	11,180,997,834
6. Short-term internal payables	316		-	-
7. Payable according to construction contract progress	317		-	-
8. Short-term unearned revenue	318	V.18a	9,020,595,079	10,167,893,748
9. Other short-term payables	319	V.19a	43,871,619,548	38,094,884,517
10. Short-term loans and finance leases	320	V.20a	553,632,673,379	655,024,449,382
11. Short-term payables provision	321		466,524,003	466,524,003
12. Bonus and welfare fund	322		276,208,313	403,501,095
13. Price stabilization fund	323		-	-
14. Government bond repurchase transaction	324		-	-
<b>II. Long-term debt</b>	<b>330</b>		<b>223,897,880,207</b>	<b>274,589,295,812</b>
1. Long-term trade payables	331		-	-
2. Long term prepayment buyer	332	V.15b	19,707,456,615	20,198,365,706
3. Long-term payable expenses	333		-	-
4. Internal payable on working capital	334		-	-
5. Long-term internal payables	335		-	-
6. Long-term unrealized revenue	336	V.18b	94,821,910,012	98,480,140,010
7. Other long-term payables	337	V.19b	25,957,410,186	20,374,542,685
8. Long-term loans and financial leases	338	V.20b	83,374,099,984	135,499,244,001
9. Convertible bonds	339		-	-
10. Preferred stock	340		-	-
11. Deferred income tax payable	341		37,003,410	37,003,410
12. Long-term payables provision	342		-	-
13. Science and Technology Development Fund	343		-	-



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**Consolidated balance sheet (continued)**

CAPITAL SOURCE	Cod e	Explanat ion	Year-end number	Beginning of year number
<b>D - OWNER'S EQUITY</b>	<b>400</b>		<b>2,213,811,793,529</b>	<b>2,233,462,280,433</b>
<b>I. Equity</b>	<b>410</b>	<b>V.21</b>	<b>2,213,811,793,529</b>	<b>2,233,462,280,433</b>
1. Owner's equity	411		2,200,000,000,000	2,200,000,000,000
- Common shares with voting rights	411a		2,200,000,000,000	2,200,000,000,000
- Preferred stock	411b		-	-
2. Share capital surplus	412		315,664,802	315,664,802
3. Bond conversion option	413		-	-
4. Other owners' equity	414		-	-
5. Treasury stock	415		(529,920,000)	(529,920,000)
6. Asset revaluation difference	416		10,242,057,765	16,834,960,235
7. Exchange rate difference	417		-	-
8. Development investment fund	418		33,381,940,928	33,437,085,252
9. Enterprise Arrangement Support Fund	419		-	-
10. Other equity funds	420		-	27,572,162
11. Undistributed profit after tax	421		(50,327,802,859)	(36,953,926,597)
- Undistributed profit after tax accumulated to the end of the period	421a		(27,225,140,160)	(6,205,989,140)
- Undistributed profit for this period	421b		(23,102,662,699)	(30,747,937,457)
12. Source of capital for basic construction investment	422		-	-
13. Non-controlling interest	429		20,729,852,893	20,330,844,579
<b>II. Other funding and funds</b>	<b>430</b>		-	-
1. Funding sources	431		-	-
2. Funds for forming fixed assets	432		-	-
<b>TOTAL CAPITAL</b>	<b>440</b>		<b>3,121,830,172,053</b>	<b>3,275,475,680,483</b>

The chartist



Nguyen Thu Hang

Chief Accountant



Nguyen Thu Hang

Established, March 28, 2025

General Director



Duong Thi Lam



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**CONSOLIDATED STATEMENT OF PERFORMANCE**

2024

Unit: VND

INDICATORS	Cod e	Explan ation	This year	Last year
1. Sales and service revenue	01	VI.1	725,852,590,734	444,404,056,088
2. Revenue deductions	02	VI.2	-	3,754,555
3. Net revenue from sales and services	10		725,852,590,734	444,400,301,533
4. Cost of goods sold	11	VI.3	353,441,295,277	341,538,444,091
5. Gross profit on sales and service provision	20		372,411,295,457	102,861,857,442
6. Financial revenue	21	VI.4	71,398,142,258	56,069,902,619
7. Financial costs	22	VI.5	160,364,262,643	75,247,257,674
Including: interest expense	23		83,469,275,127	73,352,763,585
8. Profit or loss in joint ventures and associates	24		10,531,762,361	8,389,105,131
9. Cost of sales	25	VI.6	36,972,614,334	37,518,140,208
10. Business management costs	26	VI.7	286,162,866,752	87,275,400,140
11. Net operating profit	30		(29,158,543,653)	(32,719,932,830)
12. Other income	31	VI.8	6,390,622,263	4,891,522,559
13. Other costs	32	VI.9	4,345,052,287	2,004,256,903
14. Other profits	40		2,045,569,976	2,887,265,656
15. Total accounting profit before tax	50		(27,112,973,677)	(29,832,667,174)
16. Current corporate income tax expense	51	VI.10	300,946,912	273,884,482
17. Deferred corporate income tax expense	52		-	-
18. Profit after corporate income tax	60		(27,413,920,589)	(30,106,551,656)
19. Profit after tax of parent company	61		(23,102,689,889)	(30,747,937,457)
20. Profit after tax of non-controlling shareholders	62		(4,311,230,700)	641,385,801
21. Basic earnings per share	70	VI.11	(105)	(140)
22. Declining earnings per share	71	VI.11	(105)	(140)

The chartist



Nguyen Thu Hang

Chief Accountant



Nguyen Thu Hang

Established, March 28, 2025

General Director



Duong Thi Lam



**HANOI TRADE JOINT STOCK CORPORATION**

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

**CONSOLIDATED FINANCIAL STATEMENTS**

for the fiscal year ending December 31, 2024

**CONSOLIDATED STATEMENT OF CASH FLOWS**

(By indirect method)

2024

Unit: VND

INDICATORS	Co de	Explan ation	This year	Last year
<b>I. Cash flow from operating activities</b>				
1. <i>Profit before tax</i>	01		(27,112,973,677)	(29,832,667,174)
2. <i>Adjustments for the following items:</i>				
- Depreciation of fixed assets and investment real estate	02		24,724,959,846	26,183,251,682
- Provisions	03		209,261,299,317	(84,467,075)
- Exchange rate gains and losses due to revaluation foreign currency monetary items	04		(575,051,103)	3,934,738
- Profit and loss from investment activities	05		(80,126,502,013)	(26,897,976,213)
- Interest expense	06		83,469,275,127	73,352,763,585
- Other adjustments	07		-	-
3. <i>Profit from business activities before changes in working capital</i>	08		209,641,007,497	42,724,839,543
- Increase, decrease receivables	09		31,800,303,331	(319,983,178,168)
- Increase, decrease inventory	10		(4,609,948,503)	(17,790,379,125)
- Increase, decrease payables	11		67,105,691,131	2,656,255,533
- Increase, decrease prepaid expenses	12		(14,645,633,513)	22,919,085,460
- Increase, decrease trading securities	13		-	-
- Interest paid	14		(82,466,072,036)	(46,459,857,558)
- Corporate income tax paid	15		(264,884,482)	(196,300,807)
- Other income from operating activities	16		16,862,663	584,991,667
- Other expenses for business activities	17		(157,688,778)	(1,175,853,333)
<i>Net cash flow from operating activities</i>	20		206,419,637,310	(316,720,396,788)
<b>II. Cash flow from investing activities</b>				
1. Money spent on purchasing and constructing fixed assets and other long-term assets	21		(29,712,206,604)	(29,682,834,553)
2. Proceeds from liquidation and sale of fixed assets and other long-term assets	22		806,883,836	1,185,545,454
3. Money spent on lending, buying debt instruments other units	23		-	-
4. Proceeds from loan recovery, resale of debt instruments other units	24		400,000,000	-
5. Money spent on investment in other entities	25		(3,513,000,000)	-
6. Proceeds from capital investment in other entities	26		167,007,017	11,624,000,000
7. Interest income, dividends and profits	27		15,006,896,431	11,600,896,489
<i>Net cash flow from investing activities</i>	30		(16,844,419,320)	(5,272,392,610)



# HANOI TRADE JOINT STOCK CORPORATION

Address: No. 38 - 40, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi City

## CONSOLIDATED FINANCIAL STATEMENTS

for the fiscal year ending December 31, 2024

### Consolidated Statement of Cash Flows (continued)

INDICATORS	Co de	Explan ation	This year	Last year
<b>III. Cash flow from financing activities</b>				
1. Proceeds from issuing shares, receiving capital contributions owner	31		-	-
2. Money returned to owners, buyback issued company shares	32		-	-
3. Proceeds from borrowing	33		566,444,554,183	598,039,563,571
4. Loan principal repayment	34		(737,108,331,051)	(272,422,578,183)
5. Lease principal repayment	35		-	-
6. Dividends, profits paid to owners	36		-	-
<i>Net cash flow from financing activities</i>	40		<i>(170,663,776,868)</i>	<i>325,616,985,388</i>
<b>Net cash flow during the period</b>	50		<b>18,911,441,122</b>	<b>3,624,195,990</b>
<b>Cash and cash equivalents at the beginning of the ye</b>	60	V.1	<b>36,171,253,569</b>	<b>32,437,244,500</b>
Impact of foreign exchange rate changes on foreign curr	61		229,601,449	109,813,079
<b>Cash and cash equivalents at the end of the period</b>	70	V.1	<b>55,312,296,140</b>	<b>36,171,253,569</b>

The chartist



Nguyen Thu Hang

Chief Accountant



Nguyen Thu Hang

Established, March 28, 2025

General Director



Dương Thi Lam





Hanoi, April 2, 2025

## REPORT ON CORPORATE GOVERNANCE AND THE PERFORMANCE OF THE BOARD OF DIRECTORS IN 2024, BUSINESS PLAN FOR 2025

**To: The General Meeting of Shareholders of Hanoi Trade Joint Stock Corporation**

The Board of Directors (“BOD”) of Hanoi Trade Joint Stock Corporation (“Hapro” or “Corporation” or “TCT”) is pleased to report to the General Meeting of Shareholders (“GMS”) on the governance and performance of the BOD in 2024 and the BOD’s business plan for 2025, as follows:

### I. MEMBER OF THE BOARD OF DIRECTORS

The current BOD of the Corporation consists of 03 members:

- Mr. Nguyen Thai Dung - Chairman of the Board of Directors.
- Ms. Tran Thi Tuyet Nhung - Member of the Board of Directors.
- Ms. Tran Hue Linh - Member of the Board of Directors.

### II. REPORT ON THE PERFORMANCE OF THE BOD IN 2024

#### 1. Assessment of the Corporation’s business performance in 2024

- In 2024, due to global economic difficulties, the war between Russia and Ukraine, and changes in policies and regulations of Vietnam, Vietnam’s import-export activities in general, and the Corporation’s operations in particular, did not meet expectations. Export activities were the most severely affected.
- Additionally, rising costs of raw materials, energy, and global logistics significantly impacted the Corporation’s business expenses. Although inflation has decreased in many countries, it remains at high levels, leading to a trend of reduced consumer spending in major markets such as the U.S. and the E.U, resulting in a sharp decline in import demand.
- In implementing the tasks assigned by the GMS in 2024, the BOD has carried out activities in accordance with the Corporation’s Charter, complied with the Law on Enterprise and applicable legal regulations, and worked closely with the Board of Management to gradually overcome these complex challenges. Despite these difficulties, the Corporation achieved certain results for the financial year 2024, as detailed below:



No	Key Indicators	Actual 2023	2024 Plan	Actual 2024	Comparison (%)	
					2024 Plan	Actual 2023
1	Export turnover (million USD)	1.94	3.52	1.72	49%	89%
2	Net revenue from sales & service provision (billion VND)	397.10	462.50	691.61	150%	174%
3	Profit before tax (billion VND)	(24.86)	(4.19)	(24.44)	-	-

## 2. Summary Report on the activities of the Board of Directors of the Corporation

- Implementing the tasks assigned by the GMS in 2024, the BOD has carried out activities in accordance with the Corporation's Charter, complied with the Law on Enterprise and applicable law.
- In 2024, the BOD successfully organized the Annual General Meeting of Shareholders on April 24, 2024.
- The BOD consistently followed and maintained regular meetings, including direct meeting, online, and obtain BOD members' opinion by voting regarding direct strategic planning, investment, and business operations of the Corporation. The BOD issued resolutions and decisions within its authority, in alignment with the Corporation's Charter and legal regulations, with unanimous approval from all members. All BOD meetings or by voting were conducted in compliance with proper procedures, with the participation of the Board of Management, Inspection Committee, and Chief Accountant of the Corporation. The discussion and voting process for BOD resolutions/decisions followed the Enterprise Law and the Corporation's Charter.
- The Chairman of the BOD performed duties in accordance with the Enterprise Law, the Corporation's Charter, and the BOD's regulations, overseeing and supervising the Board of Management in implementing the BOD's resolutions.
- The BOD members actively contributed to reviewing, developing, and improving the Corporation's internal governance system. They participated in managing and supervising the Corporation's business operations, attending all meetings, and providing constructive and effective input. Based on these contributions, the BOD made key decisions and formulated strategic plans for business and production activities, ensuring alignment with actual market conditions.
- In 2024, the Board of Directors promulgated 21 Resolutions/Decisions, including:
  - + Restructuring the Corporation's capital in Hapro Distribution Joint Stock Company, Hapro Four Seasons Culinary Joint Stock Company, and Hanoi Supermarket Development Joint Stock Company to reorganize ineffective investments, minimize negative impacts on the Corporation's consolidated financial statements, and maintain a favourable credit rating with banks.
  - + Approving additional capital contributions to Hanoi Commercial Infrastructure Development Investment Joint Stock Company, converting it from an affiliated company



into a subsidiary. The BOD also approved the registration to purchase shares during capital increase offering to the existing shareholders.

+ Reorganizing the representatives of the Corporation's capital in its subsidiaries and affiliated companies to ensure effective supervision and monitoring of their business activities.

+ Convening the 2024 Annual General Meeting of Shareholders.

+ Selecting Nhan Tam Viet Auditing Co., Ltd. as the independent auditor for the Corporation's separate and consolidated financial statements for 2024.

+ Approving various regulations and policies to enhance the Corporation's legal framework, including: The salary scale system and wage table, Regulations on declaring and managing personal relationships in the workplace.

+ Approving financing plans, including loans and credit facilities from commercial banks to support business operations and corporate projects.

+ Investment approvals for infrastructure projects, such as: Constructing a wastewater treatment station at Hapro Building (11B Cat Linh, Dong Da District, Hanoi). Adjusting the investment plan for the "Soc Son General Commercial and Service Center" project in Soc Son District, Hanoi.

+ Other matters within the authority of the BOD.

- Throughout 2024, the Corporation fully complied with information disclosure requirements, corporate governance reports, and annual reports in accordance with regulations, ensuring transparency and protecting the rights of the Corporation and its shareholders.

### **3. Report on remuneration, operating expenses, and other benefits of the Board of Directors and its members:**

- In accordance with the 2024 Annual General Meeting of Shareholders' Resolution, the Corporation has executed the payment of remuneration to the Board of Directors members in compliance with the Corporation's Charter and applicable legal regulations, as follows:
- Total remuneration for the BOD, including personal income tax for 2024, amounted to VND 167,000,000 (covering 12 months of remuneration and an additional month for the Lunar New Year bonus). The specific monthly remuneration is as follows:

+ Chairman of the BOD: VND 5,000,000 per month

+ BOD members: VND 3,000,000 per member per month

### **4. Report on transactions between the Corporation, its subsidiaries, and companies controlled (over 50% capital) by the Corporation with BOD members and their related parties**

- The list of related parties and their interests has been fully disclosed and periodically reported in the Corporate governance report, in accordance with legal regulations.
- All transactions in 2024 between the Corporation and related parties have been updated in the audited Financial statements for the fiscal year ending December 31, 2024.





### **III. SUPERVISION RESULTS OF THE BOD OVER THE BOARD OF MANAGEMENT OF THE CORPORATION**

- In 2024, the Board of Directors closely supervised and guided the Board of Management while ensuring the smooth operation of the Corporation. To prevent disruptions in business activities and maintain compliance with the Corporation's Charter, internal regulations, and applicable laws, the BOD appointed representatives to attend policy planning and business operation meetings to make decisions and resolve challenges faced by the Board of Management.
- The BOD directed the Board of Management to complete the audit process for the 2024 fiscal year and disclose information as required by law.
- The BOD provided timely and direct guidance to ensure that the Board of Management fulfilled its duties and managed the Corporation in accordance with legal regulations, the Corporation's Charter, and the resolutions of both the BOD and the General Meeting of Shareholders. The BOD also oversaw the implementation of business and investment strategies within the assigned authority. The General Director regularly reported to the BOD on the Corporation's business performance, operational plans, and organizational structure.
- The BOD actively addressed operational challenges and provided support to the General Director to enhance overall business efficiency.
- General Assessment: The Board of Management, management personnel, and departments demonstrated high competence and responsibility while strictly adhering to the resolutions of the GMS and the BOD. They effectively managed and executed the Corporation's business plans for 2024. However, global conflicts and external factors negatively impacted business performance, preventing the Corporation from achieving its planned targets.
- In 2025, as the global economy gradually recovers and businesses work towards overcoming challenges and seizing new opportunities, the Board of Management must make maximum efforts to ensure safe and efficient business operations, restructure, and boost exports through a streamlined and focused approach.

### **IV. OPERATIONAL PLAN OF 2025 OF THE BOARD OF DIRECTORS**

#### **1. Business targets and plan for 2025:**

- The BOD has taken decisive action to evaluate business efficiency at all subsidiaries and develop a progressive business plan for 2025. The plan prioritizes profitability and the growth of the Corporation's core traditional business sectors. The specific 2025 business targets are as follows:
  - + Revenue from sales and services provision: VND 688.58 billion
  - + Export turnover: USD 7.07 million
  - + Profit before tax: VND 2.25 billion

#### **2. Implementation plan and solution:**

- Supervision and direction of the Board of Management:



- + Maintain and expand domestic business operations, enhance profitability, and develop a business model based on an integrated chain system utilizing existing business locations and core business sectors.
- + Review, amend, and improve internal management regulations and policies.
- + Strengthen export operations by implementing a lean and efficient restructuring strategy.
- + Ensure the strict implementation of all resolutions and decisions of the BOD and GMS.
- Develop a timeline and strategy for restructuring investments to improve the performance of subsidiaries where the Corporation holds a majority stake, aligning with the Corporation's strategic goals.
- Strengthen debt collection efforts to maintain stable cash flow for working capital needs.
- Review and continue unfinished investment projects, ensuring legal compliance and cost-effectiveness to prevent capital losses.
- Evaluate and implement investment plans for the Corporation's business locations in Hanoi, aligning with the Corporation's overall business strategy.
- Continue to oversee internal audits and financial supervision of both the Corporation and its subsidiaries.
- Ensure the effective implementation of resolutions adopted by the GMS.
- Manage all activities based on a risk-benefit assessment approach, ensuring adequate control measures are in place.
- Other BOD responsibilities: Address additional matters within the authority of the BOD.

This report on the activities of the BOD of Hanoi Trade Joint Stock Corporation is respectfully submitted for consideration and approval by the General Meeting of Shareholders.

The Board of Directors expresses its appreciation for the continued support of shareholders, as well as the dedication and contributions of the Board of Management, management staffs, and employees. The Corporation also acknowledges the support from government agencies, which helped navigate challenges in 2024.

We extend our best wishes for good health to all shareholders and wish the 2025 Annual General Meeting of Hanoi Trade Joint Stock Corporation great success.

Best regard.

**On behalf of the Board of Directors  
Chairman**

**NGUYEN THAI DUNG**



No.: .../2025/BC-BKS

Hanoi, April .... 2025



## REPORT OF INSPECTION COMMITTEE

**Propose to: General Meeting of Shareholders 2025**

- Pursuant to the Law on Enterprises No. 59/2020/QH14 dated June 17<sup>st</sup> 2020;
- Pursuant to the Charter of Hanoi Trade Joint Stock Corporation ("**Company**");
- Pursuant to the authority and obligation of Inspection Committee stipulated in Company's Charter;
- Pursuant to the Internal Regulations of Company.
- Pursuant to the business activities of Hanoi Trade Joint Stock Corporation, Report of the Board of Directors, Board of Management and the Inspection Committee's activities in 2024;
- Pursuant to Financial Statement 2024 of the Company for the fiscal year from January 1st 2024 to December 31st 2024 audited by Nhan Tam Viet Auditing Co. Ltd.
- Pursuant to the Annual General Meeting of Shareholders 2024 of the Company dated on April 24th 2024.

Inspection Committee of the Company would like to report to the General Meeting of Shareholders ("**GMS**") on the main content as follow:

### **I. OPERATIONAL RESULTS OF THE INSPECTION COMMITTEE IN 2024**

#### **1. The meetings and Inspection Committee's operation in 2024:**

During 2024, the Inspection Committee coordinated to inspect and supervise the activities of the Board of Directors, Board of Management and the Company's business activities. The main activities of the Inspection Committee as follow:

- Monitor the implementation of business targets for 2024 according to the Resolution of the 2024 Annual General Meeting of Shareholders.
- Supervising the activities of the Board of Directors, management activities of the Board of Management.
- Supervising compliance with applicable Laws.
- Periodically review the Business activities of the Company pursuant to IC's work program;
- Evaluate the Financial Statement, Corporate Governance Reports and provide comments for the Company to correct on time, ensure that the reports are well – prepared in accordance with the correct procedures, reflecting the Company's financial situation in clearly;
- Participate the Board of Directors' meeting, the Board of Management's meeting to overview the business activities and provide opinion in-time.

The inspection and supervision activities of Inspection Committee's members is carried out continuously and systematically to grasp on time the Company's Activities to detect and overcome shortcomings in the management, operation and internal control systems.

#### **2. Remuneration of Inspection Committee in 2024:**



Inspection Committee has consist of three Members (Head of IC and 02 Memembers of IC). All Members of IC to hold concurrently and receive remuneration.

The Inspection Committee's remuneration in 2024 approved by General Meeting of Shareholders, in details:

- Head of Inspection Committee: 3,000,000 VND/Month
- Members of Inspection Committee: 1,000,000 VND/Person/Month

The Inspection Committee related expenses carried out under Company's internal regulations and applicable Law with the goal of saving and efficiency.

## II. EVALUATION OF THE COMPANY'S BUSINESS ACTIVITY OF 2024

### 1. Summary of Financial situation of the Hanoi Trade Joint Stock Company (parent company) as follow:

(Unit: Billion dong)

No	Content	31/12/2024	01/01/2024	Variation	% Variation
		(1)	(2)	(3)=(1)-(2)	(4)=(3)/(2)
<b>A</b>	<b>Total Assets</b>	<b>3,049.14</b>	<b>3,198.47</b>	<b>(149.33)</b>	<b>-5%</b>
1	Current Assets	1,181.61	1,312.42	(130.80)	-10%
2	Long-term Assets	1,867.52	1,886.05	(18.53)	-1%
<b>B</b>	<b>Total Capital</b>	<b>3,049.14</b>	<b>3,198.47</b>	<b>(149.33)</b>	<b>-5%</b>
1	Liabilities payable	833.32	958.04	(124.72)	-13%
2	Owner's Equity	2,215.82	2,240.43	(24.61)	-1%

- The total assets of the Corporation as of December 31, 2024 were VND 3,049.14 billion, a decrease of VND 149.33 billion (5%) compared to the beginning of the year; as of December 31, 2024, the balance of Current Assets was VND 1,181.61 billion, a decrease of VND 130.80 billion (10%) compared to the beginning of the year, Long-term Assets were VND 1,867.52 billion, a decrease of VND 18.53 billion (1%) compared to the beginning of the year.

- The total capital of the Corporation as of December 31, 2024 is VND 3,049.14 billion, a decrease of VND 149.33 billion (5%) compared to the beginning of the year; as of December 31, 2024, the balance of Liabilities payable is VND 833.32 billion, a decrease of VND 124.72 billion (13%) compared to the beginning of the year, Owner's Equity is VND 2,215.82 billion, a decrease of VND 24.61 billion (1%) compared to the beginning of the year.

### 2. Evaluation of business activities of 2024 – parent company

Unit: Billion dong

STT	Content	Actual 2024	Actual 2023	Variation	% Variation
A	B	(1)	(2)	(3) = (1)-(2)	(4) = (1)/(2)
1	Export turnover (million USD)	1,72	1,94	(0,22)	-11%
2	Net revenue	691,61	397,11	294,50	74%
3	Profit before tax	(24,44)	(24,86)	Reduce loss	

- Business result of 2024 of the Company is fluctuated to 2023, detailed as follow:

- Export turnover of 2024: USD 1.72 billion, reduce 11% compared to the previous year;
- Net revenue: USD 691.61 billion, increase 74% compared to the previous year;
- Profit before tax lost VND 24.44 billion. The main reason is that the Company made provisions for losses on debt and investment. In addition, because the world economy has



not yet recovered, associated with the tense developments of political conflicts, ... ineffective activities in 2024 include import-export, wholesale and retail and other services.

### Reasons why the Company did not achieve financial targets:

- Since equitization, the Company has always identified the export business segment as the key in its production and business activities. However, due to the fact that the world economy has not yet recovered, the tense developments of the war between Russia and Ukraine, the war in the Gaza Strip, ... The Company's export turnover in 2024 decreased slightly compared to 2023 and did not meet the plan.
3. **Summary of Financial situation and business result consolidated of the company:**

Unit: Billion dong

No	Content	31/12/2024	01/01/2024	Variation	% Variation
		(1)	(2)	(3)=(1)-(2)	(4)=(3)/(2)
<b>A</b>	<b>Total Assets</b>	<b>3,121.83</b>	<b>3,275.47</b>	<b>(153.64)</b>	<b>-5%</b>
1	Current Assets	1,043.48	1,340.35	(296.87)	-22%
2	Long-term Assets	2,078.35	1,935.12	143.23	7%
<b>B</b>	<b>Total Capital</b>	<b>3,121.83</b>	<b>3,275.47</b>	<b>(153.64)</b>	<b>-5%</b>
1	Liabilities payable	908.02	1,042.01	(133.99)	-13%
2	Owner's Equity	2,213.81	2,233.46	(19.65)	-1%

Total assets as of December 31, 2024 were VND 3,121.83 billion, decrease VND 153.64 billion (~5%) compared to the beginning of the year; as of December 31, 2024, the balance of Current Assets was VND 1,043.48 billion, decrease VND 296.87 billion (22%) compared to the beginning of the year, Long-term Assets were VND 2,078.35 billion, increase VND 143.23 billion (7%) compared to the beginning of the year.

Total capital as of December 31, 2024 is VND 3,121.83 billion, decrease VND 153.64 billion (~5%) compared to the beginning of the year; as of December 31, 2024, the balance of Liabilities payable is VND 908.02 billion, decrease VND 133.99 billion compared to the beginning of the year (~13%), Owner's equity is VND 2,213.81 billion, decrease VND 19.65 billion (~1%) compared to the beginning of the year.

Unit: Billion dong

STT	Content	Actual 2024	Actual 2023	Variation	% Variation
		(1)	(2)	(3)=(1)-(2)	(4)=(3)/(2)
1	Net revenue from main business	725.85	444.40	281.45	63%
2	Gross profit	372.41	102.86	269.55	262%
3	Profit before tax	(27.11)	(29.83)	Reduce loss	

Compared to the business results in 2023, net revenue reached VND 725.85 billion (up 63%). The main reason was the increase in revenue at the parent company as presented in section 2, leading to a profit before tax loss of VND 27.11 billion.

### 4. Assess the Financial statement of the Company and accounting books of 2024

- The Financial statements of the parent company, the consolidated Financial statements of the Company for the fiscal year from January 1, 2024 to December 31, 2024 have been audited by Nhan Tam Viet Auditing LLC with qualified audit opinion.
- Recording, opening accounting books, and classifying economic contents are carried out according to Vietnamese accounting standards and applicable law.



### **III. COMPLIANCE WITH THE REGULATIONS OF THE COMPANY'S CHARTER, RESOLUTIONS OF THE GENERAL MEETING OF SHAREHOLDERS AND APPLICABLE LAWS**

The Inspection Committee assessed that the Company's activities in 2024 complied with applicable laws. The implementation of the resolutions of the GMS and the BOD was also closely monitored, ensuring compliance with the regulations. Within the scope of its authority and responsibility, the Inspection Committee assessed that the BOD, the Board of Management and related departments did not commit any major violations affecting the Company's operations.

### **IV. SUPERVISION RESULTS FOR THE BOD AND THE BOARD OF MANAGEMENT**

- The resolutions of the BOD have been issued in accordance with the authority of the BOD and the content of these Resolutions comply with the Resolutions of the General Meeting of Shareholders, the Law on Enterprises, the Charter of the Company, and other applicable law.
- The BOD holds regular and extraordinary meetings chaired by the Chairman of the BOD, regularly invites the Inspection Committee to participate in meetings to implement the Resolutions of the General Meeting of Shareholders; Discusses and decides on important issues and resolves difficulties in business operations.
- The Inspection Committee acknowledges that the BOD and the Board of Management have fully performed their management responsibilities in compliance with the Law on Enterprises, the Charter of the Company, the Resolution of the General Meeting of Shareholders and other applicable laws.

### **V. ASSESSMENT OF COOPERATION BETWEEN THE INSPECTION COMMITTEE, THE BOD, THE BOARD OF MANAGEMENT AND SHAREHOLDERS**

- In 2024, the Inspection Committee received close coordination from the BOD, the Board of Management, management staff. Most of the Inspection Committee's comments on the activities of the BOD and the Board of Management of the Company were recorded for adjustment in the process of managing and operating the Company.
- The Inspection Committee has received all the necessary information, reports and documents for the inspection and supervision work as well as assigning staff to work with the Inspection Committee when requested. The close coordination between the Inspection Committee and the BOD and the Board of Management contributes to strengthening the management, use of capital, assets, and preservation and development of the Company's capital.

### **VI. PROPOSAL**

To successfully complete the tasks in 2025 and improve the operational efficiency of the Company, the Inspection Committee proposes and recommends the following contents:

- The Company needs to make more efforts in business operations to bring about higher efficiency, worthy of the scale and brand of Hapro.
- Synchronously deploy many solutions to complete the 2025 business plan targets according to the Resolution of the General Meeting of Shareholders; Organize regular monitoring and evaluation.
- Strengthen management, control and debt collection, especially overdue debts to avoid the risk of capital loss.
- The Board of Directors and the Board of Management need to continue to perfect and implement restructuring plans, reorganize the management and personnel of departments and branches in a streamlined and efficient manner; improve the quality of risk management and promote business efficiency.



- The Company needs to develop a plan to restructure its investment portfolio and establish plans to liquidate long-term loss-making investments.
- Make plan to divest capital from ineffective units.

## **VII. INSPECTION AND SUPERVISION PLAN OF THE INSPECTION COMMITTEE IN 2025**

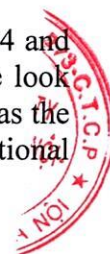
- Monitor the compliance with legal regulations, the Company's Charter, the implementation of the GMS' Resolutions, the implementation of the Resolutions, decisions and directives of the Board of Directors.
- Conduct inspection and supervision of the management and operation of the BOD and the Board of Management according to the Company's Charter.
- Monitor and evaluate the implementation of business plans, investment projects, and asset exploitation in 2025.
- Review the quarterly and annual financial statements of the Company. Analyze and evaluate the financial situation, management and capital use situation of the Company.
- Check and evaluate the effectiveness and efficiency of the Company's internal control, internal audit, risk management and early warning systems; Monitor and inspect the implementation of cost reduction measures.
- Closely coordinate with the BOD, Board of Management and departments/divisions, and affiliated units to deploy, inspect, and supervise production and business activities at the Company more effectively.

The above is the content of the General Meeting of Shareholders' report on the activities in 2024 and the plan for 2025 of the Inspection Committee of Hanoi Trading Joint Stock Corporation. We look forward to continuing to receive the support of our Shareholders, the Board of Directors as well as the close cooperation and coordination of the Board of Management and the functional departments/offices in the Company.

Best regard.

**ON BEHALF OF INSPECTION COMMITTEE  
HEAD OF THE INSPECTION COMMITTEE**

**NGUYEN HONG HAI**





No.: .../2025/TTr-HĐQT

Hanoi, April ... 2025



**PROPOSAL**

(Ref. Approval of Remuneration of the  
Board of Directors and Inspection Committee of 2024 and plan for 2025)

**Propose to: THE GENERAL MEETING OF SHAREHOLDER  
HANOI TRADE JOINT STOCK CORPORATION**

- Pursuant to Law on Enterprise 2020;
- Pursuant to the Charter of Hanoi Trade Joint Stock Corporation ("Company");
- Pursuant to BOD resolution No. 41/2025/NQ-HĐQT dated on 10/03/2025 regarding plan for annual General Meeting of Shareholders 2025.
- Pursuant to the result of business activities of 2024 and plan for business activities of 2025 of the Company.

The Board of Directors of the Company proposes the annual General Meeting of Shareholders 2025 to approve Remuneration of the Board of Directors ("BOD"), Inspection Committee ("IC") of 2024 and plan for 2025 as follow:

**I. Approving the BOD and IC's remuneration of 2024 (from January 1st 2024 to December 31st 2024 and 01 month remuneration for Lunar New Year): 208,000,000 VND (including personal tax income), detailed as follow:**

- Total remuneration of BOD 2024: 143,000,000 VND
- Total remuneration of IC 2024: 65,000,000 VND

**II. Plan of BOD and IC's remuneration for 2025 (from January 1st 2025 to December 31st 2025 and 01 month remuneration for Lunar New Year) as follows:**

**1. BOD:**

- + Chairman of BOD: 5,000,000 VND/month
- + Members of BOD: 3,000,000 VND/member/month

**2. IC:**

- + Head of IC: 3,000,000 VND/month
- + Member of IC: 1,000,000 VND/member/month

Propose to the General Meeting of Shareholders to consider, approve.

**Recipient:**

- As Propose to;
- BOD, BOM, IC;
- Filling.

**ON BEHALF OF THE BOD  
CHAIRMAN OF THE BOD**

**NGUYEN THAI DUNG**



No.: .../2025/TTr-HĐQT

Hanoi, April ... 2025



**PROPOSAL**

(Ref: Dividend distribution for 2024)

Propose to: **THE GENERAL MEETING OF SHAREHOLDER  
HANOI TRADE JOINT STOCK CORPORATION**

- Pursuant to the Charter of Hanoi Trade Joint Stock Corporation ("**Company**");
- Pursuant to BOD resolution No. 41/2025/NQ-HĐQT dated on 10/03/2025 regarding plan for annual General Meeting of Shareholders 2025.
- Pursuant to audited Financial Statement 2024.

Business results of 2024 of the Company at the date of December 31<sup>st</sup> 2024, detailed as follows:

- Total profit after corporate income tax 2024: **(24,440,780,581)VND.**
- Remaining undistributed Profit after corporate income tax: **(17,100,745,829)VND.**

Due to the loss in the Company's business results in 2024, there is no profit left to distributed funds and pay dividends to shareholders. Therefore, the Company's Board of Directors respectfully submits to the General Meeting of Shareholders for approval of not distributing the funds and paying dividends to shareholders in 2024.

Respectfully submitted to the General Meeting of Shareholders to obtain approval.

**Recipient:**

- As Propose to;
- BOD, BOM, IC;
- Filling.

**ON BEHALF OF THE BOARD OF DIRECTOR  
CHAIRMAN OF THE BOARD OF DIRECTOR**

**NGUYEN THAI DUNG**



No.: .../2025/TTr-HĐQT

Hanoi, April ... 2025



**PROPOSAL**

(Ref: Selection of Auditor Company to audit the Financial Statements 2025)

Propose to: **THE GENERAL MEETING OF SHAREHOLDER**  
**HANOI TRADE JOINT STOCK CORPORATION**

- Pursuant to Law on Enterprise 2020;
- Pursuant to the Charter of Hanoi Trade Joint Stock Corporation ("**Company**");
- Pursuant to BOD resolution No. 41/2025/NQ-HĐQT dated on 10/03/2025 regarding plan for annual General Meeting of Shareholders 2025;
- Pursuant to actual operating of the Company.

The Inspection Committee of the Company propose to the General Meeting of Shareholder ("**GMS**") to approve the Selection of Auditor Company to audit the Financial Statements 2025 as follows:

**1. Criteria for selecting an auditing company:**

- A reputable independent auditing company with highly qualified experts and auditors with extensive experience in auditing financial statements in the field of production and business, in accordance with the provisions of Vietnam accounting standards (VAS), the Vietnamese Enterprise Accounting Regime and International Financial Reporting Standards (IFRS);
- No conflict of interest when auditing financial statements for the Corporation;
- Qualified to audit according to applicable law.
- Appropriate fees and ensuring the principle of competition.

**2. The Inspection Committee's proposal:**

With the above selection criteria, the Inspection Committee respectfully submits to the GMS for approval the authorization for the Board of Directors to decide on the selection of an independent auditor after receiving the opinion of the Inspection Committee to conduct the audit of the 2025 Financial Statements of the Company in accordance with the applicable law. Assign the Legal Representative of the Company to sign an audit contract with the selected auditing company.

Respectfully submit to the General Meeting of Shareholders for approval.

**Recipient:**

- As Propose to;
- BOD, IC, BOM;
- Filling.

**ON BEHALF OF**  
**THE INSPECTION COMMITTEE**  
**Head of Inspection Committee**

**NGUYEN HONG HAI**