

No: 02 /2025/ CBTT – BSGPT

Phu Tho, 16.1.01.2025

**REGULAR DISCLOSURE OF FINANCIAL STATEMENTS**

To: Hanoi Stock Exchange

Under the provisions of Clause 3, Article 14 of Circular No. 96/2020/TT-BTC dated November 16, 2020 of the Ministry of Finance guiding the disclosure of information on the securities market, Sai Gon – Phu Tho Beer Joint Stock Company has carried out the disclosure of the 4<sup>th</sup> quarter of 2024 financial statements (F/S) to the Hanoi Stock Exchange as follows:

1. Name of company: , Sai Gon – Phu Tho Beer Joint Stock Company
  - Stock symbol: BSP
  - Address of headoffice: Trung Ha Industrial Park, Dan Quyen, Tam Nong, Phu Tho
  - Telephone: 02103 650 688
  - Email: [saigonphutho@gmail.com](mailto:saigonphutho@gmail.com) Website: [www.saigonphutho.com.vn](http://www.saigonphutho.com.vn)
2. Content of the disclosure information:
  - 4<sup>th</sup> quarter of 2024 financial statements
    - Separate financial statements (The reporting entity does not have subsidiaries, and the higher-level accounting entity has affiliated units);
    - Consolidated Financial Statements (The reporting entity has subsidiaries);
    - Combined financial statements (The reporting entity has affiliated accounting units with separate accounting systems).
  - Cases that require an explanation of the cause:
    - + The auditing organization gives an opinion that is not a full acceptance opinion on the financial statements (for the audited financial statements of 2023)  
 Yes  No
  - Explanation document in cases of ticked yes:  
 Yes  No
  - + The Profit after tax in the reporting period shows a discrepancy of 5% or more before and after the audit, changing from a loss to a profit or vice versa (for the audited financial statements of 2023):  
 Yes  No
  - Explanation document in cases of ticked yes:  
 Yes  No



+ The profit after corporate income tax in the income statement for the reporting period changes by 10% or more compared to the same period in the previous year:

Yes

No

Explanation document in cases of ticked yes:

Yes

No

+ The profit after tax in the reporting period is at a loss, changing from a profit in the same period of the previous year to a loss in this period, or vice versa:

Yes

No

Explanation document in cases of ticked yes:

Yes

No

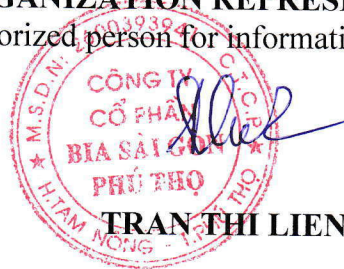
This information was published on the company's website on 16/01/2025 at the following link: [www.saigonphutho.com.vn](http://www.saigonphutho.com.vn) – Shareholders relations

We hereby affirm that the information published above is true and accurate, and we take full legal responsibility for the content of the disclosed information.

**Attachments:**

- Financial statements 4<sup>th</sup> quarter 2024
- Explanation the changes of profit of 4<sup>th</sup> quarter 2024 compared to the 4<sup>th</sup> quarter 2023

**ORGANIZATION REPRESENTATIVE**  
Authorized person for information disclosure





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**SAI GON – PHU THO BEER JSC**



**FINANCIAL STATEMENTS**  
**4<sup>th</sup> QUARTER OF 2024**



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*Phu Tho , January 2025*



**SAI GON - PHU THO BEER JOINT STOCK COMPANY**

Address: Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province

**FINANCIAL STATEMENTS**

For the accounting period ending 31/12/2024

**BALANCE SHEET**  
**As at 31 December 2024**

Unit: VND

| Items                                     | Code       | Note         | 31/12/2024             | 01/01/2024             |
|---|------------|--------------|------------------------|------------------------|
| <b>A. CURRENT ASSETS</b>                  | <b>100</b> |              | <b>138,165,476,659</b> | <b>167,246,462,151</b> |
| <b>I. Cash and cash equivalents</b>       | <b>110</b> | <b>V.1</b>   | <b>36,367,541,408</b>  | <b>56,427,565,364</b>  |
| 1. Cash                                   | 111        |              | 19,267,541,408         | 5,884,565,364          |
| 2. Cash equivalents                       | 112        |              | 17,100,000,000         | 50,543,000,000         |
| <b>II. Short-term investments</b>         | <b>120</b> |              | <b>0</b>               | <b>0</b>               |
| <b>III. Short-term receivable</b>         | <b>130</b> |              | <b>15,912,349,805</b>  | <b>22,112,315,386</b>  |
| 1. Short-term trade receivables           | 131        | <b>V.2</b>   | 10,258,088,669         | 12,029,925,666         |
| 2. Short-term advances to suppliers       | 132        | <b>V.3</b>   | 5,595,613,976          | 10,006,832,046         |
| 6. Other short-term receivables           | 136        | <b>V.4a</b>  | 58,647,160             | 75,557,674             |
| <b>IV. Inventories</b>                    | <b>140</b> |              | <b>85,567,448,731</b>  | <b>88,006,133,667</b>  |
| 1. Inventories                            | 141        | <b>V.5</b>   | 85,567,448,731         | 88,006,133,667         |
| <b>V. Other current assets</b>            | <b>150</b> |              | <b>318,136,715</b>     | <b>700,447,734</b>     |
| 1. Short-term prepaid expenses            | 151        | <b>V.6a</b>  | 318,136,715            | 679,811,404            |
| 3. Taxes and receivables from the state   | 153        | <b>V.10</b>  | 0                      | 20,636,330             |
| <b>B. NON-CURRENT ASSETS</b>              | <b>200</b> |              | <b>193,364,583,879</b> | <b>173,046,873,662</b> |
| <b>I. Non-current accounts receivable</b> | <b>210</b> |              | <b>0</b>               | <b>0</b>               |
| 6. Other long-term receivables            | 216        | <b>V.4b</b>  | 0                      | 0                      |
| <b>II. Fixed assets</b>                   | <b>220</b> |              | <b>159,868,690,089</b> | <b>155,110,949,826</b> |
| 1. Tangible fixed assets                  | 221        | <b>V.7</b>   | 159,868,690,089        | 155,110,949,826        |
| - Historical host                         | 222        |              | 611,626,170,540        | 586,222,537,489        |
| - Accumulated depreciation                | 223        |              | (451,757,480,451)      | (431,111,587,663)      |
| <b>IV. Long term assets in progress</b>   | <b>240</b> |              | <b>15,380,744,633</b>  | <b>433,478,829</b>     |
| 2. Construction in progress               | 242        | <b>V.8</b>   | 15,380,744,633         | 433,478,829            |
| <b>V. Long-term investments</b>           | <b>250</b> |              | <b>0</b>               | <b>0</b>               |
| <b>VI. Other long-term assets</b>         | <b>260</b> |              | <b>18,115,149,157</b>  | <b>17,502,445,007</b>  |
| 1. Long-term prepaid expenses             | 261        | <b>V.6b</b>  | 18,115,149,157         | 17,502,445,007         |
| 2. Deferred tax assets                    | 262        |              | 0                      | 0                      |
| <b>TOTAL ASSETS (270 = 100 + 200)</b>     | <b>270</b> |              | <b>331,530,060,538</b> | <b>340,293,335,813</b> |
| <b>C. LIABILITIES</b>                     | <b>300</b> |              | <b>140,408,131,550</b> | <b>141,258,914,819</b> |
| <b>I. Current liabilities</b>             | <b>310</b> |              | <b>131,200,131,550</b> | <b>130,598,240,888</b> |
| 1. Short-term trade payables              | 311        | <b>V.9</b>   | 8,030,350,537          | 15,898,981,316         |
| 2. Short-term advances from customers     | 312        |              | 56,228,790             | 34,037,827             |
| 3. Statutory obligations                  | 313        | <b>V.10</b>  | 39,865,002,440         | 32,495,229,797         |
| 4. Payables to employees                  | 314        | <b>V.11</b>  | 1,121,041,965          | 1,164,563,887          |
| 5. Accrued expenses                       | 315        | <b>V.12</b>  | 2,014,159,846          | 1,530,491,624          |
| 9. Other short-term payables              | 319        | <b>V.13</b>  | 23,650,523,986         | 19,584,580,355         |
| 10. Short-term loan and finance lease     | 320        | <b>V.14a</b> | 55,552,000,000         | 58,530,209,529         |
| 12. Reward and welfare funds              | 322        | <b>V.15</b>  | 910,823,986            | 1,360,146,553          |
| <b>II. Non-current liabilities</b>        | <b>330</b> |              | <b>9,208,000,000</b>   | <b>10,660,673,931</b>  |
| 8. Long-term loans and finance lease      | 338        | <b>V.14b</b> | 9,208,000,000          | 10,660,673,931         |
| <b>D. OWNERS' EQUITY</b>                  | <b>400</b> |              | <b>191,121,928,988</b> | <b>199,034,420,994</b> |
| I. Owner's equity                         | 410        | <b>V.16</b>  | 191,121,928,988        | 199,034,420,994        |



**SAI GON - PHU THO BEER JOINT STOCK COMPANY**

Address: Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province

**FINANCIAL STATEMENTS**

For the accounting period ending 31/12/2024

**BALANCE SHEET  
As at 31 December 2024**

Unit: VNĐ

| Iteams   | Code       | Note | 31/12/2024             | 01/01/2024             |
|--|------------|------|------------------------|------------------------|
| 1. Contributed owner's capital                                 | 411        |      | 125,000,000,000        | 125,000,000,000        |
| - Ordinary shares  | 411a       |      | 125,000,000,000        | 125,000,000,000        |
| 8. Investment and development fund                             | 418        |      | 23,517,055,477         | 23,517,055,477         |
| 11. Undistributed profit after tax                             | 421        |      | 42,604,873,511         | 50,517,365,517         |
| - Undistributed profit after tax accumulated to prior year-end | 421a       |      | 35,965,671,927         | 45,432,685,995         |
| - Undistributed profit after tax of this period                | 421b       |      | 6,639,201,584          | 5,084,679,522          |
| <b>TOTAL RESOURCES (440 = 300 + 400)</b>                       | <b>440</b> |      | <b>331,530,060,538</b> | <b>340,293,335,813</b> |

Phu Tho, 16 January 2025

Prepared by

Trần Bích Thủy

Chief Accountant

Trần Bích Thủy

Director



Bùi Văn Thieng

**SAI GON - PHU THO BEER JOINT STOCK COMPANY**

Address: Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province

**FINANCIAL STATEMENTS**

For the accounting period ending 31/12/2024.

**INCOME STATEMENT**

| ITEMS  | Code | Note | From 01/10/2024 to 31/12/2024 | From 01/10/2023 to 31/12/2023 | From 01/01/2024 to 31/12/2024 | From 01/01/2023 to 31/12/2023 |
|--|------|------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>1. Revenue from sale of goods and rendering of services</b>                   | 1    | VI.1 | 127,137,645,682               | 94,774,027,860                | 393,670,180,890               | 339,027,015,109               |
| <b>2. Deductions</b>   | 2    | VI.2 | 0                             |                               |                               |                               |
| <b>3. Net revenue from sale of goods and rendering of services (10= 01-02)</b>   | 10   |      | 127,137,645,682               | 94,774,027,860                | 393,670,180,890               | 339,027,015,109               |
| 4. Costs of goods sold and services rendered                                     | 11   | VI.3 | 116,783,242,712               | 87,548,876,563                | 364,605,017,405               | 309,181,850,606               |
| <b>5. Gross profit from sale of goods and rendering of services (20=10 - 11)</b> | 20   |      | 10,354,402,970                | 7,225,151,297                 | 29,065,163,485                | 29,845,164,503                |
| 6. Financial income  | 21   | VI.4 | 266,332,490                   | 385,909,069                   | 1,111,050,939                 | 951,454,516                   |
| 7. Financial expenses  | 22   | VI.5 | 509,504,657                   | 380,828,453                   | 2,391,290,592                 | 1,885,187,824                 |
| - In which: Interest expenses  | 23   |      | 509,504,657                   | 380,828,453                   | 2,391,290,592                 | 1,885,187,824                 |
| 9. Selling expenses  | 25   | VI.6 | 729,178,415                   | 835,374,552                   | 2,017,943,553                 | 1,630,965,952                 |
| 10. General and administrative expenses  | 26   | VI.7 | 4,542,746,931                 | 4,512,253,346                 | 17,309,474,663                | 16,588,055,543                |
| <b>11. Operating profit/(loss) {30 = 20 + (21-22)-(25+26)}</b>                   | 30   |      | 4,839,305,457                 | 1,882,604,015                 | 8,457,505,616                 | 10,692,409,700                |
| 12. Other incomes  | 31   |      | 3,788,545                     | 15,839,236                    | 54,061,954                    | 31,800,736                    |
| 13. Other expenses   | 32   |      | 0                             | 0                             | 47,652,472                    | 3,344,004,028                 |
| <b>14. Other profit/(loss) (40 = 31 - 32)</b>                                    | 40   |      | 3,788,545                     | 15,839,236                    | 6,409,482                     | (3,312,203,292)               |
| <b>15. Net profit before tax (50 = 30 + 40)</b>                                  | 50   |      | 4,843,094,002                 | 1,898,443,251                 | 8,463,915,098                 | 7,380,206,408                 |
| 16. Current corporate income tax expense   | 51   |      | 888,572,372                   | 529,723,451                   | 1,824,713,514                 | 2,295,526,886                 |
| 17. Deferred income tax income/(expense)   | 52   |      | 0                             | 0                             | 0                             | 0                             |
| <b>18. Net profit/(loss) after tax (60=50 - 51 - 52)</b>                         | 60   |      | 3,954,521,630                 | 1,368,719,800                 | 6,639,201,584                 | 5,084,679,522                 |
| <b>21. Basis earnings per share (*)</b>  | 70   |      | 316.36                        | 109.50                        | 531.14                        | 406.77                        |

Prepared by

  
Trần Bích Thủy

Chief Accountant

  
Trần Bích Thủy

  
Phu Tho, AC January 2025  
Director

  
Bui Van Thieng

**SAI GON - PHU THO BEER JOINT STOCK COMPANY**

Address: Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province

**FINANCIAL STATEMENTS**

For the accounting period ending 31/12/2024

**CASH FLOW STATEMENT**

Indirect method

For the accounting period ending 31/12/2024

Unit: VNĐ

| ITEMS   | Code      | Note | From 01/01/2024 to<br>31/12/2024 | From 01/01/2023 to<br>31/12/2023 |
|---|-----------|------|----------------------------------|----------------------------------|
| <b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>                                  |           |      |                                  |                                  |
| <b>1. Net profit before tax</b>   | <b>1</b>  |      | <b>8,463,915,098</b>             | <b>7,380,206,408</b>             |
| <b>2. Adjustments for</b>   |           |      |                                  |                                  |
| - Depreciation and amortisation   | 2         |      | 20,645,892,788                   | 17,239,075,203                   |
| - Provisions  | 3         |      | 0                                | 0                                |
| - Foreign exchange (gains)/losses arising from revaluation of monetary accounts | 4         |      | 0                                | 0                                |
| - (Profits)/losses from investing activities                                    | 5         |      | (1,111,050,939)                  | (951,454,516)                    |
| - Interest expenses   | 6         |      | 2,391,290,592                    | 1,885,187,824                    |
| - Other adjustments   | 7         |      | 0                                | 0                                |
| <b>3. Operating income before changes in working capital</b>                    | <b>8</b>  |      | <b>30,390,047,539</b>            | <b>25,553,014,919</b>            |
| - Decrease/(increase) in receivables  | 9         |      | 4,131,991,199                    | (8,964,154,648)                  |
| - Decrease/(increase) in inventories  | 10        |      | 2,438,684,936                    | 26,797,814,867                   |
| - Increase in payables (not included interest expenses and income tax payables) | 11        |      | 4,894,853,263                    | 2,152,914,965                    |
| - Decrease/(Increase) in prepaid expenses                                       | 12        |      | (251,029,461)                    | (5,052,403,361)                  |
| - Decrease/(Increase) in securities held for trading                            | 13        |      | 0                                | 0                                |
| - Interest paid   | 14        |      | (2,374,458,814)                  | (1,983,496,522)                  |
| - Corporate income tax paid   | 15        |      | (2,299,947,795)                  | (1,862,587,611)                  |
| - Other cash inflows from operating activities                                  | 16        |      | 0                                | 0                                |
| - Other cash outflows from operating activities                                 | 17        |      | (2,386,322,567)                  | (2,389,100,068)                  |
| <b>Net cash flows from operating activities</b>                                 | <b>20</b> |      | <b>34,543,818,300</b>            | <b>34,252,002,541</b>            |
| <b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>                                 |           |      |                                  |                                  |
| 1. Purchase and construction of fixed assets and other long-term assets         | 21        |      | (38,066,399,249)                 | (34,438,864,181)                 |
| 7. Interest and dividend received   | 27        |      | 1,127,961,453                    | 1,122,013,592                    |
| <b>Net cash flows from investing activities</b>                                 | <b>30</b> |      | <b>(36,938,437,796)</b>          | <b>(33,316,850,589)</b>          |
| <b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>                                |           |      |                                  |                                  |
| 3. Drawdown of borrowings   | 33        |      | 316,787,326,069                  | 268,563,379,935                  |
| 4. Repayment of borrowings  | 34        |      | (321,218,209,529)                | (250,488,649,775)                |
| 5. Payment of principal of finance lease liabilities                            | 35        |      | 0                                | 0                                |
| 6. Dividend paid to owner   | 36        |      | (13,234,521,000)                 | (6,312,815,250)                  |
| <b>Net cash flows from financing activities</b>                                 | <b>40</b> |      | <b>(17,665,404,460)</b>          | <b>11,761,914,910</b>            |

**SAI GON - PHU THO BEER JOINT STOCK COMPANY**

Address: Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province

**FINANCIAL STATEMENTS**

For the accounting period ending 31/12/2024

**CASH FLOW STATEMENT**

**Indirect method**

**For the accounting period ending 31/12/2024**

Unit: VND

| ITEMS   | Cod<br>e | Note | From 01/01/2024 to<br>31/12/2024 | From 01/01/2023 to<br>31/12/2023 |
|---|----------|------|----------------------------------|----------------------------------|
| Net cash flows within the period (50 =<br>20+30+40)               | 50       |      | (20,060,023,956)                 | 12,697,066,862                   |
| Cash and cash equivalents at the beginning of<br>period           | 60       |      | 56,427,565,364                   | 43,730,498,502                   |
| Impact of exchange rate fluctuation                               | 61       |      | 0                                | 0                                |
| Cash and cash equivalents at the end of period<br>(70 = 50+60+61) | 70       |      | 36,367,541,408                   | 56,427,565,364                   |

Phu Tho, 16 January 2025

Prepared by

Chief Accountant

Director



Dao Thi Huyen



Dao Thi Huyen



Bui Van Thieng



## NOTE TO THE FINANCIAL STATEMENTS

4<sup>th</sup> quarter of 2024

### I. OPERATION FEATURES

#### 1. Ownership form

The Company's enterprise registration certificate has been amended several times, the most recent of which is by Enterprise Registration Certificate No. 2600393941 dated 25 April 2024. The initial enterprise registration certificate and its amendments were issued by the Department of Planning and Investment of Phu Tho province.

The Company's charter capital is VND 125,000,000,000 (One hundred and twenty five billion Vietnamese dong only).

The head office of the Company is located Trung Ha industrial zone, Dan Quyen ward, Tam Nong district, Phu Tho province.

#### 2. Principal activities

The principal activities of the Company are to produce and trade beer, alcohol, liquor and beverages products; to import – export beer, alcohol, beverages and materials for production of beer, alcohol, liquor and beverages; and to provide warehousing services.

#### 3. Production cycle:

The Company's normal production and business activities are 12 months.

Production cycle of the Company do not exceed 12 months.

#### 4. The operating characteristics of the business in the fiscal year affect the financial statements.

During the accounting period, the Company's operations did not have any significant characteristics affecting the financial statements. Company activities normally occur in all periods of the year.

### II. FINANCIAL YEAR AND STANDARD CURRENCY USED IN ACCOUNTING

#### 1. Financial year:

The financial year of the company starts on 01 January and ends on 31 December annually.

#### 2. Standard currency unit:

The standard currency unit used is Vietnam Dong (VND).

### III. ACCOUNTING STANDARDS AND ACCOUNTING SYSTEMS APPLIED

#### 1. Accounting system applied

The Company applied Vietnam corporate accounting system as pursuant to Circular No. 200/2014/TT-BTC dated 22 December 2014, Vietnamese Accounting Standards issued by the Ministry of Finance.

#### 2. Announcement of Compliance to Accounting Standards and Accounting Systems

The Company applied Vietnamese Accounting Standards and Standard Guiding documents issued by Government. The Financial Statements are prepared and presented pursuant to each criteria, circular guiding to perform standard and current Accounting Systems applied.

### IV. ACCOUNTING POLICIES

### **1. Recognition of cash and cash equivalents.**

Transactions incurred in foreign currencies shall be converted into VND at the actual transaction exchange rates. Balances of items in foreign currencies at the year-end date shall be converted at the buying exchange rates of the commercial banks where the Company opened the accounts at the end of the fiscal year.

Cash equivalents include short-term investment with an original maturity less than three months which are readily convertible into known amounts of cash without notice from date of purchasing investment at financial statement dated.

### **2. Receivables**

Receivables represent the amounts recoverable from customers or other debtors and are stated at book value less provision for doubtful debts.

Provision for doubtful debts is made for receivables that are overdue for more than six months [or presented in accordance with the Company's accounting policy, for example, in accordance with the Group's provisioning policy.], or receivable debts which are difficult for the debtor to pay due to liquidation, bankruptcy or similar difficulties.

### **3. Recognition of inventories**

Inventories are stated at the lower of cost and net realizable value. The cost of inventories includes direct material costs, direct labor costs, and general production costs, if any, to obtain inventory at the current location and current status. The original cost of inventories is determined on a weighted average basis. Net realizable value is the estimated selling price less estimated costs to complete and the costs incurred for marketing, sales and distribution.

Provision for devaluation of inventories of the Company is made in accordance with the current accounting regulations. As a result, the Company is allowed to make provision for obsolete, damaged or defective inventories, and in cases where the cost of inventories is higher than net realizable value at the end of accounting period.

### **4. Recognition and depreciation of fixed assets**

Tangible fixed assets, intangible fixed assets are stated at the historical cost. During the using time, tangible fixed assets, intangible fixed are recorded at cost, accumulated depreciation and net book value;

In the process of using the costs of upgrading, renovating and maintaining the maintenance costs, the costs of production or business will be added to their cost, depending on the effect that these expenses have on the fixed assets. To provide guidance on the current regime of management and use of fixed assets.

Depreciation is provided on a straight-line basis. Amounts to be depreciated at cost (or at cost less the cost of disposal). Depreciation is applied in accordance with Circular 45/2013 / TT-BTC dated 25 April 2013 of the Ministry of Finance guiding the regime of management, use and depreciation of fixed assets. Depreciation of fixed assets is estimated as follows:

|                                |               |
|--------------------------------|---------------|
| Buildings & Architectures      | 6 - 40 years  |
| Machinery and equipment        | 03 - 12 years |
| Transportation means           | 05 - 10 years |
| Management tools and equipment | 03 - 10 years |

The Company adheres to accounting principles when implementing the accounting of fixed assets as guided in Circular No. 200/2014 / TT-BTC of the Ministry of Finance dated 22/12/2014.

#### **5. Recognition of prepaid expenses**

Prepaid expenses include actual expenses incurred but related to the results of production and business activities of various accounting periods. Prepaid expenses include prepaid land rent and other prepaid expenses.

Land rent performs the amount of land rent prepaid. Prepaid land rentals are allocated to the Income statement by straight-line method according to the term of the lease.

Other prepaid expenses include the value of tools, insurance costs, rotational packaging and other expenses are allocated to the Income statement by straight-line method with the period of time is not over 36 months.

#### **6. Recognition of liabilities**

Criteria for classification of payables:

- Trade payables include: The payables arising from transactions of nature of purchase and sale of goods, services and assets;

- Other payables: The remaining payables are not classified as trade payables, internal payables;

The payables shall be accounted in detail for each subject, each item must be paid, detailed pay period, and detailed in original currency.

Accounts payable with maturity of less than 12 months at the time of financial statements preparation are classified as short-term liabilities; Remaining liabilities that are not classified as short-term liabilities are classified as long-term liabilities. When preparing financial statements, the amounts payable are reclassified in accordance with this principle.

The Company performs a revaluation of its foreign currency payables at all times of the financial statements dated. The actual exchange rate for the revaluation of the payable amount is the selling exchange rate of the Vietnam Joint Stock Commercial Bank for Industry and Trade - Quang Minh Branch.

The Company will recognize immediately a liability when there is evidence that a certain loss has occurred, in accordance with the prudent principle.

Liabilities are not recognized less than the obligation payments.

The provision for liabilities was established at the time the financial statements dated in accordance with the current regulations.

#### **7. Recognition of borrowing cost and loans**

The loan value is recorded on each disbursement and repayment. The value of the finance lease liability is the amount payable that are calculated by current value of the minimum lease payments or the fair value of the leased asset at the time of the financial statement preparation.

Loans and finance leases are detailed and tracked by each borrower, loan agreement, loan asset, maturity date, and currency.

When financial statements are prepared, the borrowings and financial liabilities in foreign currencies is revalued according to the selling rate of the bank where the company borrows or leases.

## **8. Principles for recognizing and capitalizing borrowing costs.**

Borrowing costs are recognised in the income statement in the year when incurred unless they are capitalised in accordance with Vietnamese Accounting Standard No. 16 "Borrowing costs". Accordingly, borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. The incomes from temporary investments in loans are debated historical cost relation. For a separate loan for the construction of a fixed asset, the investment property, the interest rate is capitalized even if the construction period is less than 12 months.

## **9. Recognition of accrued expenses payables**

Accrued expenses payables are recognized when the Company has a current liability as a result of an event occurred and the Company are capable to pay the obligation. Costs are determined on the basis of estimations by the Board of Director about the costs needed to pay the liability at the end of the operating period.

## **10. Principles and methods of recognizing provisions**

The recognized amount of a provision is the most reasonable estimate of the amount payable to pay for current liability at the date of the financial statement.

Only costs related to the initial provision are made up to be covered by its provision.

The difference between the provision already made in the previous accounting period, which has not yet been used up, is larger than the amount to be reported in the reporting period, which is reimbursed for recording the decrease of production and business expenses in the period minus the larger difference of the provision for warranty of construction works shall be reimbursed to other income in the period.

## **11. Recognition of owner's equity**

a) Principles for recognizing owners' contributed capital, share premium, convertible bond options, other capital of owners.

- The owner's capital is recognized according to the actual owner's contributed capital.

- Share premium is the difference between the issue price and the value of the stock; the difference between the redemption price of treasury shares and the re-issue price of treasury shares.

- The convertible bond option reflects the capital component (stock options) of convertible bonds issued by the Company.

b) Principles for recognizing undistributed profits.

The undistributed profit after tax is the profit from the operation of the enterprise after subtracting (-) the adjustments due to retrospective application of changing in accounting policy and retrospectively adjusting the material errors of last year.

Profits are distributed to the owners in accordance with the annual resolutions of the General meeting of shareholders.

## **12. Principles and method of recording revenue**

Revenue from sale of goods should be recognized when five following conditions have been satisfied:

- The significant risks and rewards of ownership of the goods have been transferred to the buyer;
- The Company retains neither continuing managerial involvement as a neither owner nor effective control over the goods sold;
- The amount of revenue can be measured reliably;
- The economic benefits associated with the transaction of goods sold have flown or will flow to the Company;
- The costs incurred or to be incurred in respect of the transaction of goods sold can be measured reliably.

The deduction of sales, service providers during the year are trade discounts.

Trade discounts incurred in the same period of consumption of products, goods and services are adjusted a decrease in revenue in the incurring period, unless detecting errors after the report released, the revenue of the period will be reduced.

### **13. Recognition of cost of goods sold**

When a revenue is recognized, a corresponding expense related to the generation of the revenue is recognized. This cost includes the cost of the period in which the revenue was generated and the costs of the past periods or expenses related to the revenue of that period.

Costs of raw materials directly consumed over the normal level, labor costs and fixed production costs are not allocated to the value of products warehousing, calculated immediately in the cost of goods sold in the period according to prudent principle.

The decreation of cost of goods sold includes Reimbursement of salaries and wages payable and trade discounts, discounted goods received after the goods have been consumed.

### **14. Recognition of financial expense**

Expenses recognized in financial expenses include:

- Expenses for lending and borrowing capital;
- Losses due to change in exchange rate of transactions related to foreign currencies;

The above amounts shall be recognized according to the total amount arising in the period, not offset with the turnover from financial activities.

### **15. Selling expenses and general, administrative expenses**

Selling expenses is used to record expenses actually incurred in process of selling products, goods, providing services, including publicity expenses, demonstration expenses, advertising expenses, sale commission, warranty charges of goods and products, maintenance charges, cost of packing, transportation.

General and administrative expenses is used to record overhead costs of business including salary and insurance expenses of business' administrative staffs; depreciation of fixed assets used for administration, land rent, licence tax, provision for bad debts, outsourced services for administration...

Administrative expenses reduced during the period include: Reversal a part of advance costs of inventory and past year on duty expense.

### **16. Recognition of current corporate income tax expense**

Corporate income tax represents the sum of the tax currently payable.

The current tax liability is based on taxable income in year. Taxable income differs net profit in the Income statement because the taxable income does not include income or expense that is taxable or deductible in other years (including carry-forward loss, if any) and does not include non-taxable or non-deductible items.

The determination of the CIT of Company is based on the current tax regulations. However, these regulations vary from time to time and the final determination of corporate income tax depends on the results of examination by the competent tax authority.

Other taxes are based on current tax laws in Vietnam.

## **17. Other accounting principles and methods**

### **a. Financial instruments**

#### *Initial recognition*

##### Financial assets

Financial assets of the Company include cash on hand, short-term deposits, short-term receivables, other receivables and investments. At the date of initial recognition, financial assets are recognized by cost plus transaction costs directly relate to the purchasing the financial asset.

##### Financial liabilities

The Company's financial liabilities include trade payables, other payables, loans and accrued expenses. At the date of initial recognition, financial liabilities are recognized by cost plus transaction costs directly relate to the purchasing the financial liabilities.

#### *Value after initial recognition*

At present there are no regulations on revaluation of financial instruments after initial recognition.

### **b. Related parties**

The enterprises, individuals, directly or indirectly through one or more intermediaries, control the Company or are under the control of Company, or jointly control with the Company, even including parent company, subsidiary and associated companies are related parties. The associates, individuals directly or indirectly have right on the voting power of the Company that have significant influence on the Company, key management personnel including the Board of Directors and officers of the Company, the close family members of these individuals or their affiliates or those associated company with these individuals are also considered as related parties.

In considering each related parties relationship, should be noted attention to the nature of the relationship, not just the legal form of the relationship.

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**V. NOTES TO THE BALANCE SHEET**

**1 . Cash and cash equivalent**

Unit: VND

*Cash*

Cash in hand

Cash at bank

*Cash equivalents*

Savings deposits with a term of less than 3 months

**Total**

| 31/12/2024             | 01/01/2024            |
|------------------------|-----------------------|
| 6,933,392,527          | 5,884,565,364         |
| 1,324,054,060          | 1,502,377,313         |
| 5,609,338,467          | 4,382,188,051         |
| <b>140,000,000,000</b> | <b>50,543,000,000</b> |
| 140,000,000,000        | 50,543,000,000        |
| <b>146,933,392,527</b> | <b>56,427,565,364</b> |

**2 . Trade receivables**

*Receivables from related parties*

Saigon Beer - Alcohol - Beverage Joint Stock Corporation

*Other receivables*

Other receivables

**Total**

| 31/12/2024            | 01/01/2024            |
|-----------------------|-----------------------|
| 23,406,841,920        | 11,047,322,230        |
| 23,406,841,920        | 11,047,322,230        |
| 173,520,384           | 982,603,436           |
| 173,520,384           | 982,603,436           |
| <b>23,580,362,304</b> | <b>12,029,925,666</b> |

**3 . Short-term advances to suppliers**

Cong Minh mechanical joint stock company

Neumo LLC

Cohe Vietnam design & communication company limited

N36 technical consultancy and investment joint stock company

Dai Nam services and produce trading company limited

Krones Vietnam company limited

Viet Green future joint stock company

Other short-term advances to suppliers

**Total**

| 31/12/2024           | 01/01/2024           |
|----------------------|----------------------|
| 0                    | 1,844,700,000        |
| 0                    | 481,916,838          |
| 0                    | 129,600,000          |
| 3,419,351,801        | 0                    |
| 0                    | 7,101,307,900        |
| 0                    | 0                    |
| 0                    | 0                    |
| 2,176,262,175        | 449,307,308          |
| <b>5,595,613,976</b> | <b>9,524,915,208</b> |

**4 . Other receivables**

**4a . Short-term**

Advances

Other receivables

Deposit interest at the end of the year

**Total**

| 31/12/2024        | 01/01/2024        |
|-------------------|-------------------|
| 10,111,270        | 10,111,270        |
| 48,535,890        | 0                 |
| 0                 | 65,446,404        |
| <b>58,647,160</b> | <b>75,557,674</b> |

**5 . Inventories**

Materials

Tools and supplies

Work in progress

Completed inventory properties

**Total**

| 31/12/2024            | 01/01/2024            |
|-----------------------|-----------------------|
| 16,059,088,537        | 25,671,521,877        |
| 26,770,601,016        | 26,379,798,684        |
| 14,368,166,297        | 13,604,388,663        |
| 28,369,592,881        | 22,350,424,443        |
| <b>85,567,448,731</b> | <b>88,006,133,667</b> |

**6 . Prepaid expenses**

**6a . Short-term**

Repairing assets cost

Insurance cost

**Total**

| 31/12/2024         | 01/01/2024         |
|--------------------|--------------------|
| 203,875,497        | 584,845,334        |
| 114,261,218        | 94,966,070         |
| <b>318,136,715</b> | <b>679,811,404</b> |

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**6b . Long-term**

|                       | <u>31/12/2024</u>            | <u>01/01/2024</u>            |
|-----------------------|------------------------------|------------------------------|
| Repairing assets cost | 6,233,061,478                | 8,362,103,622                |
| Tools and instruments | 11,882,087,679               | 9,140,341,385                |
| <b>Total</b>          | <u><u>18,115,149,157</u></u> | <u><u>17,502,445,007</u></u> |

**7 . Tangible fixed assets**

|                                | <u>Buildings &amp;<br/>Architectures</u> | <u>Machinery &amp;<br/>Equipment</u> | <u>Transportation means</u> | <u>Management tools<br/>and equipment</u> | <u>Total</u>           |
|--------------------------------|--|--------------------------------------|-----------------------------|---|------------------------|
| <b>Historical cost</b>         |  |                                      |                             |   |                        |
| 01/01/2024                     | 133,951,932,334                          | 438,222,620,392                      |                             |   |                        |
| Newly purchased                | 0  | 25,403,633,051                       | 9,999,971,623               | 4,048,013,140                             | 586,222,537,489        |
| Completed construction         | 0  | 0                                    | 0                           | 0   | 25,403,633,051         |
| Sold, disposed                 | 0  | 0                                    | 0                           | 0   | 0                      |
| 31/12/2024                     | <u>133,951,932,334</u>                   | <u>463,626,253,443</u>               | <u>9,999,971,623</u>        | <u>4,048,013,140</u>                      | <u>611,626,170,540</u> |
| <b>Accumulated depreciatio</b> |  |                                      |                             |   |                        |
| 01/01/2024                     | 54,532,995,371                           | 365,563,060,004                      | 7,762,377,455               | 3,253,154,833                             | 431,111,587,663        |
| Depreciation                   | 5,810,476,614                            | 14,067,230,045                       | 315,704,532                 | 452,481,597                               | 20,645,892,788         |
| Sold, disposed                 | 0  | 0                                    | 0                           | 0   | 0                      |
| 31/12/2024                     | <u>60,343,471,985</u>                    | <u>379,630,290,049</u>               | <u>8,078,081,987</u>        | <u>3,705,636,430</u>                      | <u>451,757,480,451</u> |
| <b>Net carrying amount</b>     |  |                                      |                             |   |                        |
| 01/01/2024                     | 79,418,936,963                           | 72,659,560,388                       |                             |   |                        |
| 31/12/2024                     | <u>73,608,460,349</u>                    | <u>83,995,963,394</u>                | <u>2,237,594,168</u>        | <u>794,858,307</u>                        | <u>155,110,949,826</u> |
|                                |  |                                      | <u>1,921,889,636</u>        | <u>342,376,710</u>                        | <u>159,868,690,089</u> |

**8 . Long – term construction in progress**

|                                    | <u>31/12/2024</u>            | <u>01/01/2024</u>         |
|------------------------------------|------------------------------|---------------------------|
| Workshop and warehouse in progress | 15,380,744,633               | 433,478,829               |
| <b>Total</b>                       | <u><u>15,380,744,633</u></u> | <u><u>433,478,829</u></u> |

**9 . Short-term trade payables**

|  | <u>31/12/2024</u>           | <u>01/01/2024</u>            |
|--|-----------------------------|------------------------------|
| <b>Trade payables to related party</b>                   |                             |                              |
| Saigon Beer - Alcohol - Beverage Joint Stock Corporation | 872,910,500                 | 1,122,677,027                |
| <b>Other trade payables</b>                              | 872,910,500                 | 1,122,677,027                |
| <b>Total</b>   | <u><u>7,157,440,037</u></u> | <u><u>14,776,304,289</u></u> |
|  | <u><u>8,030,350,537</u></u> | <u><u>15,898,981,316</u></u> |

**10 . Tax and statutory obligations**

|                          | <u>01/01/2024</u>            | <u>Payables during in the<br/>period</u> | <u>Paid during in the<br/>period</u> | <u>31/12/2024</u>            |
|--------------------------|------------------------------|--|--------------------------------------|------------------------------|
| Output VAT               | 2,817,799,580                | 42,379,744,941                           | 41,308,500,363                       | 3,889,044,158                |
| Import's value added tax | 0                            | 0  | 0                                    | 0                            |
| Excise tax               | 29,147,706,766               | 336,648,039,185                          | 329,932,524,628                      | 35,863,221,323               |
| Import, export tax       | 0                            | 0  | 0                                    | 0                            |
| Corporate income tax     | 529,723,451                  | 1,824,713,514                            | 2,299,947,795                        | 54,489,170                   |
| Personal income tax      | (20,636,330)                 | 561,950,470                              | 483,066,351                          | 58,247,789                   |
| Other taxes              | 0                            | 231,420,000                              | 231,420,000                          | 0                            |
| <b>Total</b>             | <u><u>32,474,593,467</u></u> | <u><u>381,645,868,110</u></u>            | <u><u>374,255,459,137</u></u>        | <u><u>39,865,002,440</u></u> |



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| <b>11 . Payables to employees</b>                          |                             | <b>31/12/2024</b>               | <b>01/01/2024</b>               |                         |
|--|-----------------------------|---------------------------------|---------------------------------|-------------------------|
| Wages paid at the end of the period                        |                             | 1,121,041,965                   | 1,164,563,887                   |                         |
| <b>Total</b>   |                             | <b>1,121,041,965</b>            | <b>1,164,563,887</b>            |                         |
| <b>12 . Accrued expenses</b>                               |                             | <b>31/12/2024</b>               | <b>01/01/2024</b>               |                         |
| Provision for wage costs                                   |                             | 1,942,141,764                   | 1,335,785,320                   |                         |
| Interest expense   |                             | 72,018,082                      | 55,186,304                      |                         |
| Other  |                             | 0                               | 139,520,000                     |                         |
| <b>Total</b>   |                             | <b>2,014,159,846</b>            | <b>1,530,491,624</b>            |                         |
| <b>13 . Other payables</b>                                 |                             | <b>31/12/2024</b>               | <b>01/01/2024</b>               |                         |
| Trade union fee  |                             | 37,693,480                      | 36,527,750                      |                         |
| Deposits, mortgages received                               |                             | 21,765,477,800                  | 17,013,713,000                  |                         |
| Dividends payables   |                             | 1,603,780,500                   | 2,338,301,500                   |                         |
| Other  |                             | 243,572,206                     | 196,038,105                     |                         |
| <b>Total</b>   |                             | <b>23,650,523,986</b>           | <b>19,584,580,355</b>           |                         |
| <b>14 . Finance lease loans and borrowings</b>             |                             | <b>31/12/2024</b>               | <b>01/01/2024</b>               |                         |
| <b>14a . Short - term loans</b>                            |                             | <b>55,552,000,000</b>           | <b>58,530,209,529</b>           |                         |
| Vietnam Joint Stock Commercial Bank for Industry and Trade |                             | 51,912,000,000                  | 54,978,209,529                  |                         |
| Quang Minh Branch  |                             |                                 |                                 |                         |
| Long – term loans from banks due to date                   |                             | 3,640,000,000                   | 3,552,000,000                   |                         |
| <b>14b . Long - term loans</b>                             |                             | <b>9,208,000,000</b>            | <b>10,660,673,931</b>           |                         |
| Vietnam Joint Stock Commercial Bank for Industry and Trade |                             | 9,208,000,000                   | 10,660,673,931                  |                         |
| Quang Minh Branch  |                             |                                 |                                 |                         |
| <b>Total</b>   |                             | <b>64,760,000,000</b>           | <b>69,190,883,460</b>           |                         |
| <b>15 . Reward and welfare funds</b>                       |                             | <b>31/12/2024</b>               | <b>01/01/2024</b>               |                         |
| Bonus fund, welfare Fund                                   |                             | 910,823,986                     | 1,360,146,553                   |                         |
| <b>Total</b>   |                             | <b>910,823,986</b>              | <b>1,360,146,553</b>            |                         |
| <b>16 . Owners' equity</b>                                 |                             |                                 |                                 |                         |
| <b>16a . Increase and decrease in owners' equity</b>       |                             |                                 |                                 |                         |
|  | Contributed owner's capital | Investment and development fund | Undistributed after tax profits | Total                   |
| <b>Opening balance</b>                                     | 125,000,000,000             | 23,517,055,477                  | 52,982,685,995                  | 201,499,741,472         |
| Profit / (loss) for the previous year                      | 0                           | 0                               | 5,084,679,522                   | 5,084,679,522           |
| Profit distribution in 2023                                | 0                           | 0                               | (7,550,000,000)                 | (7,550,000,000)         |
| <b>Closing balance</b>                                     | <b>125,000,000,000</b>      | <b>23,517,055,477</b>           | <b>50,517,365,517</b>           | <b>199,034,420,994</b>  |
| <b>Profit / (loss) of the current year</b>                 | <b>0</b>                    | <b>0</b>                        | <b>6,639,201,584</b>            | <b>6,639,201,584</b>    |
| <b>Distribute remaining profit in 2023</b>                 | <b>0</b>                    | <b>0</b>                        | <b>(14,551,693,590)</b>         | <b>(14,551,693,590)</b> |
| <b>Closing period</b>                                      | <b>125,000,000,000</b>      | <b>23,517,055,477</b>           | <b>42,604,873,511</b>           | <b>191,121,928,988</b>  |

According to the resolution of the Annual General Meeting of Shareholders No.01/2024/NQ-DHDCD dated on 13 April 2024 , the Company distributes profit in 2023 as follows:

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|                        | Distributed under<br>resolution | Profit distributed    | remaining profit had been<br>distributed until 31/12/2024 |
|------------------------|---------------------------------|-----------------------|---|
| Social security fund   | 101,693,590                     | 101,693,590           | 0   |
| Bonus and welfare fund | 1,950,000,000                   | 1,950,000,000         | 0   |
| Pay dividends          | 12,500,000,000                  | 12,500,000,000        | 0   |
| <b>Total</b>           | <b>14,551,693,590</b>           | <b>14,551,693,590</b> | <b>0</b>  |

**16b . Details of contributed owner's capital**

|  | 31/12/2024             | 01/01/2024             |
|--|------------------------|------------------------|
| Saigon Beer - Alcohol - Beverage Joint Stock Corporation | 33,787,500,000         | 33,787,500,000         |
| Sai Gon- Dong Xuan Beer -Alcohol Joint Stock Company     | 8,530,500,000          | 8,530,500,000          |
| Mr. Vo Sy Dong   | 10,536,760,000         | 10,536,760,000         |
| Mrs. Nguyen Thu Huong                                    | 6,552,660,000          | 6,552,660,000          |
| Mr. Vũ Hoài Sơn  | 6,750,000,000          | 6,750,000,000          |
| Other  | 58,842,580,000         | 58,842,580,000         |
| <b>Total</b>   | <b>125,000,000,000</b> | <b>125,000,000,000</b> |

**VI . SUPPLEMENTARY INFORMATION FOR THE ITEMS PRESENTED IN THE INCOME STATEMENT**

Unit: VND

**1 . Revenue from sales of goods and services**

|                           | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|---------------------------|----------------------------------|----------------------------------|
| Revenue from selling beer | 125,980,987,282                  | 93,892,676,320                   |
| Other revenues            | 1,156,658,400                    | 881,351,540                      |
| <b>Total</b>              | <b>127,137,645,682</b>           | <b>94,774,027,860</b>            |

**2 . Deductible items to revenue**

|                | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|----------------|----------------------------------|----------------------------------|
| Trade discount | 0                                | 0                                |
| <b>Total</b>   | <b>0</b>                         | <b>0</b>                         |

**3 . Cost of goods sold**

|                      | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|----------------------|----------------------------------|----------------------------------|
| Cost of selling beer | 116,305,342,508                  | 87,374,987,742                   |
| Cost of others sold  | 477,900,204                      | 173,888,821                      |
| <b>Total</b>         | <b>116,783,242,712</b>           | <b>87,548,876,563</b>            |

**4 . Financial income**

|                                  | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|----------------------------------|----------------------------------|----------------------------------|
| Interest income                  | 266,332,490                      | 385,909,069                      |
| Gain of exchange rate difference | 0                                | 0                                |
| <b>Total</b>                     | <b>266,332,490</b>               | <b>385,909,069</b>               |

**5 . Financial expense**

|                                  | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|----------------------------------|----------------------------------|----------------------------------|
| Interest expense                 | 509,504,657                      | 380,828,453                      |
| Loss of exchange rate difference | 0                                | 0                                |
| <b>Total</b>                     | <b>509,504,657</b>               | <b>380,828,453</b>               |

**6 . Selling expenses**

|                            | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|----------------------------|----------------------------------|----------------------------------|
| Transport                  | 720,388,846                      | 832,605,438                      |
| Prepaid expenses allocated | 8,789,569                        | 2,769,114                        |
| Other expenses             | 0                                | 0                                |
| <b>Total</b>               | <b>729,178,415</b>               | <b>835,374,552</b>               |

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**7 . General and administration expenses**

|                                       | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|---------------------------------------|----------------------------------|----------------------------------|
| Raw materials                         | 97,226,142                       | 60,837,707                       |
| Expenses of labors                    | 2,778,288,021                    | 2,528,523,921                    |
| Depreciation expenses of fixed assets | 51,913,590                       | 152,940,454                      |
| Expenses of outsourced services       | 1,233,438,861                    | 1,671,466,689                    |
| Other expenses                        | 381,880,317                      | 98,484,575                       |
| <b>Total</b>                          | <b>4,542,746,931</b>             | <b>4,512,253,346</b>             |

**8 . Business, production cost by items**

|                                       | From 01/10/2024<br>to 31/12/2024 | From 01/10/2023<br>to 31/12/2023 |
|---------------------------------------|----------------------------------|----------------------------------|
| Raw materials                         | 126,531,459,530                  | 96,632,352,603                   |
| Expenses of administrative staff      | 7,317,768,642                    | 6,504,639,908                    |
| Depreciation expenses of fixed assets | 5,217,476,142                    | 4,803,629,982                    |
| Expenses of outsourced services       | 7,389,117,103                    | 7,022,886,481                    |
| Other expenses                        | 924,891,384                      | 722,696,978                      |
| <b>Total</b>                          | <b>147,380,712,801</b>           | <b>115,686,205,952</b>           |

**9 . Related party disclosures**

In period, the Company has had the transactions with the related parties as follows:

**No. Related parties**

**1. Receivables on sales and service provision**

- 1 Saigon Beer - Alcohol - Beverage Joint Stock Corporation

**2. Buying rowmaterials and goods**

- 1 Saigon Beer - Alcohol - Beverage Joint Stock Corporation  
2 Tan Hanh Nguyen Company Limited

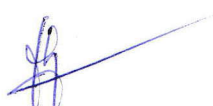
|  | Amonnt                |
|--|-----------------------|
| 1 Saigon Beer - Alcohol - Beverage Joint Stock Corporation | 107,025,660,368       |
| 2 Tan Hanh Nguyen Company Limited                          | 107,025,660,368       |
|  | <b>95,800,954,512</b> |
|  | 95,457,804,512        |
|  | 343,150,000           |

**Income of the Board of Management's members, the Board of Director and Control Board as follows**

**Related parties**

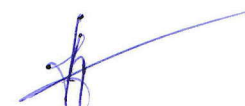
|  | Amounts     |
|--|-------------|
| 1 Board of Directors members                       |             |
| Remuneration                                       |             |
| Mr. Nguyen Hoang Giang - Chairman                  | 36,000,000  |
| Mr. Vo Sy Dong - Member                            | 27,000,000  |
| Ms. Nguyễn Thu Huong - Member                      | 27,000,000  |
| Mr. Bui Van Thieng - Member                        | 27,000,000  |
| Mr. Lê Hoài Thanh - Member                         | 27,000,000  |
| 2 Key management personnel                         | 27,000,000  |
| Salary, bonus and remuneration                     |             |
| 3 Board of Supervisors members                     | 376,959,500 |
| Remuneration                                       |             |
| Mr. Nguyen Tien Tho - Head of Board of Supervisors | 27,000,000  |
| Ms. Nguyen Thi Huong Giang - Member                | 18,000,000  |
| Ms. Nguyen Ho Bao Ngoc - Member                    | 18,000,000  |

Prepared by



Trần Bích Thủy

Chief Accountant



Trần Bích Thủy

Phủ Thọ, 16 January 2025

Director



Bui Van Thieng

