

FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED 31 DECEMBER 2024

**KHANH HOA SANEST SOFT
DRINK JOINT STOCK COMPANY**

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KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

STATEMENT OF THE BOARD OF MANAGEMENT

The Board of Management of Khanh Hoa Sanest Soft Drink Joint Stock Company (hereinafter referred to as “the Company”) presents this statement together with the Financial Statements for the fiscal year ended 31 December 2024.

Business highlights

The Company is an enterprise equitized from Khanh Hoa Sanest Soft Drink One Member Limited Company - state-owned enterprise - in line with Decision No. 1794/QĐ-UBND dated 23 June 2017 of People’s Committee of Khanh Hoa Province regarding approval of equitization plan of Khanh Hoa Sanest Soft Drink One Member Limited Company.

Khanh Hoa Sanest Soft Drink Joint Stock Company has been officially operated under joint stock company starting from 16 November 2017 in line with the 1st amended Business Registration Certificate No. 4201675916 dated 16 November 2017 granted by Department of Planning and Investment of Khanh Hoa Province due to transformation of ownership form from one member limited company to joint stock company. Khanh Hoa Sanest Soft Drink Joint Stock Company has inherited all rights and obligations of Khanh Hoa Sanest Soft Drink One Member Limited Company.

During the operation course, the Company has been granted the 2nd amended Business Registration Certificate dated 7 July 2020 granted by Department of Planning and Investment of Khanh Hoa Province due to change of legal representative and business industry.

Head office

- Address : National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province
- Tel : 0258 3865 666
- Fax : 0258 3865 664

Principal activities of the Company as in Business Registration Certificate: processing products and functional food from salanganes nests.

Board of Management, Supervisory Board and Executive Officers

The members of the Board of Management, the Supervisory Board and the Executive Officers of the Company during the year and as of the date of this Statement include:

The Board of Management

Full name	Position	Appointing date/Re-appointing date / Resigning date
Mr. Le Duc Tien	Chairman	Re-appointed on 28 May 2022
Ms. Bui Thi Hanh	Member	Re-appointed on 28 May 2022
Mr. Le Huynh Phung	Member	Re-appointed on 28 May 2022
Mr. Nguyen Xuan Anh	Member	Appointed on 28 May 2022
Ms. Nguyen Thi Hai Ha	Member	Appointed on 6 June 2024
Ms. Vo Thi Lieu Nhi	Member	Re-signed on 6 June 2024

The Supervisory Board

Full name	Position	Re-appointing date
Ms. Hoang Thi An Vu	Chief of the Board	Re-appointed on 28 May 2022
Mr. Nguyen Minh Quan	Member	Re-appointed on 28 May 2022
Ms. Huynh Thi Tran Le	Member	Re-appointed on 28 May 2022

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

STATEMENT OF THE BOARD OF MANAGEMENT (cont.)

The Executive Officers

Full name	Position	Appointing date/Re-appointing date /Resigning date
Ms. Le Thi Hong Van	General Director	Resigned on 22 January 2024
Mr. Le Hoang Anh	General Director	Appointed on 28 October 2024
Mr. Le Huynh Phung	Deputy General Director	Resigned on 31 December 2024
Mr. Nguyen Xuan Anh	Deputy General Director	Re-appointed on 28 May 2022
Mr. Truong Van Trung	Deputy General Director	Appointed on 25 July 2022
Ms. Nguyen Thi Minh Huong	Deputy General Director	Appointed on 28 October 2024
Ms. Ngo Thi Huong Lien	Chief Accountant	Resigned on 31 December 2024
Ms. Ngo Thi Xuan Nghia	Accountant in charge	Appointed on 31 December 2024

Legal Representative

The Legal Representative of the Company during the year and as of the date of this statement is Mr. Le Duc Tien - Chairman (appointed on 02 July 2020).

Auditors

A&C Auditing and Consulting Co., Ltd. has been appointed to perform the audit on the Company's Financial Statements for the fiscal year ended 31 December 2024.

Responsibility of the Board of General Directors

The Board of General Directors of the Company is responsible for the preparation of the Financial Statements to give a true and fair view of the financial position, the financial performance and the cash flows of the Company during the year. In order to prepare the Financial Statements, the Board of General Directors must:

- select the appropriate accounting policies and apply them consistently.
- make judgments and estimates reasonably and prudently.
- state clearly whether the accounting standards applied to the Company are followed or not, and all the material differences from these standards are disclosed and explained in the Financial Statements.
- prepare the Financial Statements of the Company on the going-concern basis, except for the cases that the going-concern basis is considered inappropriate.
- design and implement effectively the internal control system to minimize the risks of material misstatements due to frauds or errors in the preparation and presentation of the Financial Statements

The Board of General Directors hereby ensures that all the proper accounting books of the Company have been fully recorded and can fairly reflect the financial position of the Company at any time, and that all the accounting books have been prepared in compliance with the applicable Accounting System. The Board of General Directors is also responsible for managing the Company's assets and consequently has taken appropriate measures to prevent and detect frauds and other irregularities.

The Board of General Directors commits to the compliance with the aforementioned requirements in preparation of the Consolidated Financial Statements.

Approval on the Consolidated Financial Statements

The Board of Management hereby approves the accompanying Financial Statements, which give a true and fair view of the financial position of the Company as of 31 December 2024, the financial performance and the cash flows for the fiscal year then ended in accordance with the Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System and relevant statutory requirements on the preparation and presentation of the Financial Statements.

For and on behalf of the Board of Management,



Le Duc Tien
Chairman

Date: 23 January 2025

A&C AUDITING AND CONSULTING CO., LTD.

Head Office : 02 Truong Son St., Ward 2, Tan Binh Dist., Ho Chi Minh City, Vietnam

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INDEPENDENT AUDITOR'S REPORT

**To: THE SHAREHOLDERS, THE BOARD OF MANAGEMENT AND THE BOARD OF THE GENERAL DIRECTORS
KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY**

We have audited the accompanying Financial Statements of Khanh Hoa Sanest Soft Drink Joint Stock Company (hereinafter referred to as "the Company"), which were prepared on 23 January 2025 from page 5 to page 36 including the Balance Sheet as of 31 December 2024, the Income Statement, the Cash Flow Statement for the fiscal year then ended and the Notes to the Financial Statements.

Responsibility of the Board of General Directors

The Company's Board of General Directors is responsible for the preparation, true and fair presentation of the Financial Statements in accordance with the Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System and relevant statutory requirements on the preparation and presentation of the Financial Statements; and responsible for the internal control as the Company's the Board of General Directors determines necessary to enable the preparation and presentation of the Financial Statements to be free from material misstatement due to fraud or error.

Responsibility of Auditors

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

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

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

Opinion of Auditors

In our opinion, the Financial Statements referred to above, give a true and fair view, in all material respects, the financial position as of 31 December 2024 of Khanh Hoa Sanest Soft Drink Joint Stock Company, as well as its financial performance and its cash flows for the fiscal year then ended, in conformity with the Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System and relevant statutory requirements on the preparation and presentation of the Financial Statements.

For and on behalf of

A&C Auditing and Consulting Co., Ltd.

Nha Trang Branch

CHI NHANH

CÔNG TY TNHH

KIỂM TOÁN và TƯ VẤN

A&C

Tại NHÀ TRANG

Phan Thi Ngoc Tram

Partner

Audit Practice Registration Certificate No. 0979-2023-008-1

Authorized Signatory

Nha Trang, 23 January 2025

Hang Quynh Hanh

Auditor

Audit Practice Registration Certificate No. 0963-2023-008-1



KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

BALANCE SHEET

As of 31 December 2024

Unit: VND

ITEMS	Code	Note	Ending balance	Beginning balance
A - CURRENT ASSETS	100		581.164.845.774	700.765.909.596
I. Cash and cash equivalents	110	V.1	127.182.713.162	130.738.372.173
1. Cash	111		82.126.630.970	63.738.372.173
2. Cash equivalents	112		45.056.082.192	67.000.000.000
II. Short-term investments	120		-	-
1. Trading securities	121		-	-
2. Provisions for devaluation of securities trading	122		-	-
3. Held-to-maturity investments	123		-	-
III. Short-term receivables	130		83.638.174.043	304.048.397.662
1. Short-term trade receivables	131	V.2	75.228.277.040	289.630.959.232
2. Short-term prepayments to suppliers	132	V.3	2.654.425.519	6.517.312.136
3. Short-term inter-company receivable	133		-	-
4. Receivable according to the progress of construction contract	134		-	-
5. Short-term loans receivable	135		-	-
6. Other short-term receivables	136	V.4	5.755.471.484	7.900.126.294
7. Allowance for short-term doubtful debts	137		-	-
8. Deficit assets for treatment	139		-	-
IV. Inventories	140		356.062.663.437	258.133.228.940
1. Inventories	141	V.5	356.062.663.437	258.133.228.940
2. Allowance for devaluation of inventories	149		-	-
V. Other current assets	150		14.281.295.132	7.845.910.821
1. Short-term prepaid expenses	151	V.6a	5.476.428.306	4.924.246.523
2. Deductible VAT	152		5.806.246.487	-
3. Taxes and other accounts receivable from the State	153	V.14	2.998.620.339	2.921.664.298
4. Trading Government bonds	154		-	-
5. Other current assets	155		-	-

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

Balance Sheet (cont.)

ITEMS	Code	Note	Ending balance	Beginning balance
B - NON-CURRENT ASSETS	200		200.820.261.069	226.820.525.298
I. Long-term receivables	210		-	-
1. Long-term trade receivables	211		-	-
2. Long-term prepayment to suppliers	212		-	-
3. Working capital in affiliates	213		-	-
4. Long-term inter-company receivable	214		-	-
5. Long-term loans receivable	215		-	-
6. Other long-term receivable	216		-	-
7. Allowance for long-term doubtful debts	219		-	-
II. Fixed assets	220		105.067.543.570	104.469.195.732
1. Tangible fixed assets	221	V.7	104.884.821.351	104.134.306.845
- <i>Historical cost</i>	222		349.944.969.436	324.691.322.544
- <i>Accumulated depreciation</i>	223		(245.060.148.085)	(220.557.015.699)
2. Financial leased assets	224		-	-
- <i>Historical cost</i>	225		-	-
- <i>Accumulated depreciation</i>	226		-	-
3. Intangible fixed assets	227	V.8	182.722.219	334.888.887
- <i>Initial cost</i>	228		924.277.779	924.277.779
- <i>Accumulated amortization</i>	229		(741.555.560)	(589.388.892)
III. Investment property	230		-	-
- Historical costs	231		-	-
- Accumulated depreciation	232		-	-
IV. Long-term assets in process	240		6.858.232.850	18.479.517.389
1. Long-term work-in-process	241		-	-
2. Construction-in-progress	242	V.9	6.858.232.850	18.479.517.389
V. Long-term investments	250		72.000.000.000	72.000.000.000
1. Investments in subsidiaries	251	V.10	72.000.000.000	72.000.000.000
2. Investments in joint ventures and associates	252		-	-
3. Investments in other entities	253		-	-
4. Provisions for devaluation of long-term financial investments	254		-	-
5. Held-to-maturity investments	255		-	-
VI. Other non-current assets	260		16.894.484.649	31.871.812.177
1. Long-term prepaid expenses	261	V.6b	13.976.207.237	30.028.689.601
2. Deferred income tax assets	262	V.11	2.918.277.412	1.843.122.576
3. Long-term components and spare parts and accessories	263		-	-
4. Other non-current assets	268		-	-
TOTAL ASSETS	270		781.985.106.843	927.586.434.894

This statement should be read in conjunction with the Notes to the Financial Statements

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Think Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

Balance Sheet (cont.)

ITEMS	Code	Note	Ending balance	Beginning balance
C - LIABILITIES	300		367.759.218.211	486.360.175.517
I. Current liabilities	310		364.400.993.711	484.176.401.517
1. Short-term trade payables	311	V.12	208.093.140.590	195.066.105.549
2. Short-term advances from customers	312	V.13	718.127.056	4.835.326
3. Taxes and other obligations payable to State Budget	313	V.14	13.948.096.444	20.319.955.669
4. Payables to employees	314	V.15	12.353.517.270	68.190.343.027
5. Short-term accrued expenses	315	V.16	-	35.168.347.717
6. Short-term inter-company payables	316		-	-
7. Payable according to the progress of construction contracts	317		-	-
8. Short-term unearned revenue	318		-	-
9. Other short-term payables	319	V.17	4.492.884.514	3.608.570.206
10. Short-term borrowings and financial leases	320	V.18a,c	105.011.428.423	135.264.976.253
11. Provisions for short-term payables	321		-	-
12. Bonus and welfare funds	322	V.19	19.783.799.414	26.553.267.770
13. Price stabilization fund	323		-	-
14. Trading Government bonds	324		-	-
II. Long-term liabilities	330		3.358.224.500	2.183.774.000
1. Long-term trade payables	331		-	-
2. Long-term prepayment from customers	332		-	-
3. Long-term accrued expenses	333		-	-
4. Inter-company payables for operating capital	334		-	-
5. Long-term inter-company payables	335		-	-
6. Long-term unearned revenue	336		-	-
7. Other long-term payables	337		-	-
8. Long-term borrowing and financial leases	338	V.18b,c	3.358.224.500	2.183.774.000
9. Convertible bonds	339		-	-
10. Preferred shares	340		-	-
11. Deferred income tax payable	341		-	-
12. Provisions for long-term payables	342		-	-
13. Science and technology development funds	343		-	-

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

Balance Sheet (cont.)

ITEMS	Code	Note	Ending balance	Beginning balance
D - OWNER'S EQUITY	400		414.225.888.632	441.226.259.377
I. Owner's equity	410		414.225.888.632	441.226.259.377
1. Owner's capital	411	V.20	330.000.000.000	330.000.000.000
- Ordinary shares carrying voting right	411a		330.000.000.000	330.000.000.000
- Preferred shares	411b		-	-
2. Share premiums	412		-	-
3. Bond conversion option	413		-	-
4. Other sources of capital	414		-	-
5. Treasury stocks	415		-	-
6. Differences on asset revaluation	416		-	-
7. Foreign exchange differences	417		-	-
8. Investment and development fund	418	V.20	34.425.737.740	29.872.518.647
9. Business arrangement supporting fund	419		-	-
10. Other funds	420		-	-
11. Retained earnings	421	V.20	49.800.150.892	81.353.740.730
- Retained earnings accumulated to the end of the previous period	421a		11.657.740.730	81.353.740.730
- Retained earnings of the current period	421b		38.142.410.162	-
12. Construction investment fund	422		-	-
II. Other sources and funds	430		-	-
1. Sources of expenditure	431		-	-
2. Fund to form fixed assets	432		-	-
TOTAL LIABILITIES AND OWNER'S EQUITY	440		781.985.106.843	927.586.434.894



Ngo Thi Xuan Nghia
Preparer/Accountant in charge



Le Hoang Anh
General Director



Khanh Hoa, 23 January 2025



Le Duc Tien
Chairman
Legal representative

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

INCOME STATEMENT

For the fiscal year ended 31 December 2024

Unit: VND

ITEMS	Code	Note	Current year	Previous year
1. Revenue from sales of goods and provisions of services	01	VI.1	1.132.819.666.349	1.836.960.856.113
2. Revenue deductions	02	VI.1	3.343.722.900	
3. Net revenue	10	VI.1	1.129.475.943.449	1.836.960.856.113
4. Cost of sales	11	VI.2	836.047.064.654	1.400.145.882.727
5. Gross profit	20		293.428.878.795	436.814.973.386
6. Financial income	21	VI.3	9.180.721.492	16.748.618.962
7. Financial expenses	22	VI.4	3.607.974.973	4.745.294.018
In which: Loan interest expenses	23		3.598.410.432	4.509.084.651
8. Selling expenses	25	VI.5	181.374.354.568	241.949.594.598
9. General and administration expenses	26	VI.6	53.596.919.332	76.618.143.605
10. Net operating profit	30		64.030.351.414	130.250.560.127
11. Other income	31	VI.7	602.264.739	459.356.004
12. Other expenses	32	VI.8	2.050.523	8.805.854
13. Other profit	40		600.214.216	450.550.150
14. Total accounting profit before tax	50		64.630.565.630	130.701.110.277
15. Current income tax	51	V.13	12.993.009.207	17.362.998.612
16. Deferred income tax	52	VI.9	(1.075.154.836)	6.413.956.885
17. Profit after tax	60		<u>52.712.711.259</u>	<u>106.924.154.780</u>
18. Earning per share	70	VI.10		
19. Diluted earning per share	71	VI.10		



Ngo Thi Xuan Nghia
Preparer/Accountant in charge



Le Hoang Anh
General Director



Khanh Hoa, 23 January 2025

Le Duc Tien
Chairman
Legal representative

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

CASH FLOW STATEMENT

(Indirect method)

For the fiscal year ended 31 December 2024

Unit: VND

ITEMS	Code	Note	<u>Current year</u>	<u>Previous year</u>
I. Cash flows from operating activities				
1. Profit before tax	01		64.630.565.630	130.701.110.277
2. Adjustments				
- Depreciation/Amortization of fixed assets and investment properties	02		25.498.126.506	27.724.052.089
- Provisions	03		-	-
- Gain/ (loss) from exchange difference due to revaluation of monetary items in foreign currencies	04		-	-
- Gain/ (loss) from investing activities	05		(8.632.353.465)	(16.631.864.220)
- Interest expenses	06	VI.4	3.598.410.432	4.509.084.651
- Other adjustments	07		-	-
3. Operating profit before changes of working capital	08		85.094.749.103	146.302.382.797
- Increase/(decrease) of receivables	09		207.050.553.106	(256.890.716.713)
- Increase/(decrease) of inventories	10	V.5	(97.929.434.497)	162.388.456.472
- Increase/(decrease) of payables	11		(82.305.340.615)	68.427.597.029
- Increase/ (decrease) of prepaid expenses	12	V.6	15.500.300.581	12.019.299.917
- Increase/(decrease) of securities trading	13		-	-
- Interests paid	14	VI.4	(3.598.410.432)	(4.509.084.651)
- Corporate income tax paid	15	V.14	(7.789.982.998)	(32.831.389.606)
- Other cash inflows	16	V.19	411.080.000	356.725.000
- Other cash outflows	17		(17.074.586.541)	(11.067.303.930)
Net cash flows from operating activities	20		<u>99.358.927.707</u>	<u>84.195.966.315</u>
II. Cash flows from investing activities				
1. Purchases and construction of fixed assets and other long-term assets	21		(12.770.233.172)	(24.077.646.079)
2. Proceeds from disposals of fixed assets and other long-term assets	22		-	-
3. Cash outflow for lending, buying debt instruments of other entities	23		-	-
4. Cash recovered from lending, selling debt instruments of other entities	24		-	-
5. Investments into other entities	25		-	-
6. Withdrawals of investments in other entities	26		-	-
7. Interest earned, dividends and profits received	27	VI.3	8.630.743.784	5.384.153.120
Net cash flows from investing activities	30		<u>(4.139.489.388)</u>	<u>(18.693.492.959)</u>

This statement should be read in conjunction with the Notes to the Financial Statements

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

Cash Flow Statement (cont.)

ITEMS	Code	Note	<u>Current year</u>	<u>Previous year</u>
III. Cash flows from financing activities				
1. Proceeds from issuing stocks and capital contributions from owners	31		-	-
2. Repayment for capital contributions and re-purchases of stocks already issued	32		-	-
3. Receivables from borrowings	33	V.18a,b	334.277.817.233	359.162.812.238
4. Repayment for loan principal	34	V.18a,b	(363.356.914.563)	(282.755.893.142)
5. Payments for financial leased assets	35		-	-
6. Dividends and profit paid to the owners	36	V.20	(69.696.000.000)	(63.855.000.000)
<i>Net cash flows from financing activities</i>	40		<u>(98.775.097.330)</u>	<u>12.551.919.096</u>
Net cash flows during the period	50		(3.555.659.011)	78.054.392.452
Beginning cash and cash equivalents	60	V.1	130.738.372.173	52.683.979.721
Effects of fluctuations in foreign exchange rates	61		-	-
Ending cash and cash equivalents	70	V.1	<u>127.182.713.162</u>	<u>130.738.372.173</u>



Ngo Thi Xuan Nghia
Preparer/Accountant in charge



Le Hoang Anh
General Director



Khanh Hoa, 23 January 2025



Le Duc Tien
Chairman
Legal representative

KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY

Address: National Road 1A, My Thanh Hamlet, Cam Thinh Dong Commune, Cam Ranh City, Khanh Hoa Province

FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

NOTES TO THE FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

I. GENERAL INFORMATION

1. Investment form

Khanh Hoa Sanest Soft Drink Joint Stock Company (hereinafter referred to as “the Company”) is a joint stock company.

2. Operating field

Manufacturing.

3. Business industry

Principal business activities of the Company: processing products and functional food from salanganes' nests.

4. Normal operating cycle

Normal operating cycle of the Company is within 12 months.

5. Effects of the Company's operation during the year on the Financial Statements

The Company's sales have decreased due to decrease of purchasing power causing its profit in current year to decrease in comparison with that of the previous year.

6. Structure of the Company

Subsidiaries

Name of the Company	Head office's address	Principal business activities
Sanest Khanh Hoa One Member Limited Liability Company	Lot 10 Dien Phu Industrial Park - VCN, Dien Phu Commune, Dien Khanh District, Khanh Hoa Province	Trading and retailing food
Salanganes Nest Special Processing One Member Limited Liability Company	Lot TP3 Song Cau Industrial Park, Song Cau Commune, Khanh Vinh District, Khanh Hoa Province	Trading food

The capital contribution rate, the benefit rate and voting rate at subsidiaries are 100%.

7. Statement on information comparability on the Financial Statements

The figures in current year can be comparable with corresponding figures of the previous year.

8. Employees

As of the balance sheet date, there have been 860 employees working for the Company (at the beginning of the year: 922 employees).

II. FISCAL YEAR AND ACCOUNTING CURRENCY

1. Fiscal year

The fiscal year of the Company is from 1 January to 31 December annually.

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2. Accounting currency unit

The accounting currency unit is VND because payments and receipts of the Company are primarily made in VND.

III. ACCOUNTING STANDARDS AND SYSTEM

1. Accounting Standards and System

The Company applies the Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System which were issued together with the Circular No. 200/2014/TT-BTC dated 22 December 2014, Circular No. 53/2016/TT-BTC dated 21 March 2016 as well as other Circulars guiding the implementation of Vietnamese Accounting Standards of the Ministry of Finance in the preparation and presentation of the Financial Statements.

2. Statement on the compliance with the Accounting Standards and System

The Board of General Directors ensures to follow all the requirements of the Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System, which were issued together with the Circular No. 200/2014/TT-BTC dated 22 December 2014, Circular No. 53/2016/TT-BTC dated 21 March 2016 as well as other Circulars guiding the implementation of Vietnamese Accounting Standards of the Ministry of Finance in the preparation and presentation of the Financial Statements.

IV. ACCOUNTING POLICIES

1. Accounting convention

All the Financial Statements are prepared on the accrual basis (except for the information related to cash flows).

2. Foreign currency transactions

Transactions in foreign currencies are converted at the actual exchange rates ruling as of the transaction dates. The ending balances of monetary items in foreign currencies are converted at the actual exchange rates ruling as of the balance sheet.

Foreign exchange differences arisen from foreign currency transactions during the year shall be included into financial income or financial expenses. Foreign exchange differences due to the revaluation of ending balances of the monetary items in foreign currencies after offsetting their positive differences against negative differences shall be included into financial income or financial expenses.

The exchange rate used to convert foreign currency transactions is the actual exchange rate ruling as at the time of these transactions. The actual exchange rates applied to foreign currency transactions are as follows:

- For the foreign currency trading contract (including spot contract, forward contract): the exchange rate stipulated in the contracts of trading foreign currency between the Company and the Bank.
- For receivables: the buying rate ruling as at the time of transaction of the commercial bank where the Company designates the customers to make payments.
- For payables: the selling rate ruling as at the time of transaction of the commercial bank where the Company supposes to make payments.



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- For acquisition of assets or immediate payments in foreign currency (not included into payable accounts): the buying rate of the commercial bank where the Company makes payments.

The exchange rate used to revalue the balance of monetary items in foreign currency as of the balance sheet date is determined as follows:

- For foreign currency deposits: the buying rate of the bank where the Company opens its foreign currency account.
- For monetary items in foreign currencies classified as other assets: the buying rate of the bank where the Company frequently conducts transactions.
- For monetary items in foreign currencies classified as payables: the selling rate of bank where the Company frequently conducts transactions.

3. Cash and cash equivalents

Cash include cash on hand and demand deposits. Cash equivalents are short-term investments of which the due dates do not exceed 3 months from the dates of the investments that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value as of the balance sheet date.

4. Financial investments

Investments in subsidiaries

Subsidiary is an entity that is controlled by the Company. Control is the Company's power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

Initial costs

Investments in associates are initially recognized at costs, including the cost of purchase or capital contributions plus other directly attributable transaction cost. In case of investment in non-monetary assets, the costs of the investment are recognized at the fair value of non-monetary assets at the arising time.

Dividends and profit of the periods prior to the purchase of investments are recorded as a decrease in value of such investments. Dividends and profit of the periods after the purchase of investments are recorded into the Company's revenues.

Provisions for impairment of investments in subsidiaries

Provisions for impairment of investments in subsidiaries is made when the subsidiaries suffer from losses at the rate equal to the difference between the actual capital invested by investors in subsidiaries and the actual owner's equity multiplying (x) by the Company's rate of capital contribution over the total actual capital invested by investors in subsidiaries. If the subsidiaries are consolidated into Financial Statements, the basis for impairment provisions is the Consolidated Financial Statements.

Increases/ (decreases) in the provisions for impairment of investments in subsidiaries are recorded into "Financial expenses" during the year.

5. Receivables

Receivables are recognized at the carrying amounts less allowances for doubtful debts.

The classification of receivables as trade receivables and other receivables is made according the following principles:



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- Trade receivables reflect receivables concerning the commercial nature arising from purchase and sale transactions between the Company and customers who are independent to the Company, inclusive of receivables for the exports entrusted to other entities.
- Other receivables reflect receivables not concerning the commercial nature and irrelevant to purchase and sale transactions.

Allowance is made for each doubtful debt on the basis of the debt age after offsetting against other payables (if any) or estimated loss, details are as follows:

- As for outstanding debts:
 - 30% of the value of debts outstanding from over 6 months to under 1 year.
 - 50% of the value of debts outstanding from 1 year to under 2 years.
 - 70% of the value of debts outstanding from 2 years to under 3 years.
 - 100% of the value of debts outstanding from over 3 years.
- As for doubtful debts: Allowance is made on the basis of the estimated loss.

Increases/(decreases) in the obligatory allowance for doubtful debts as of the balance sheet date are recorded into "General and administration expenses".

6. Inventories

Inventories are recognized at the lower of cost or net realizable value.

Cost of inventories is determined as follows:

- For materials and merchandises: Costs comprises costs of purchases and other directly relevant costs incurred in bringing the inventories to their present location and conditions.
- Work-in-process: Costs only comprises main materials, sub-materials and supplies costs.
- For finished goods: Cost comprises costs of materials, direct labor and directly relevant general manufacturing expenses allocated on the basis of normal operations.

Stock-out costs of inventories are determined in accordance with the weighted average method and recorded in line with the perpetual method.

Net realizable value is the estimated selling price of inventories in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

Allowance for inventories is recognized for each type of inventories when their costs are higher than their net realizable values. Increases/(decreases) in the obligatory allowance for inventories as of the balance sheet date are recorded into "Costs of sales".

7. Prepaid expenses

Prepaid expenses comprise actual expenses arising and relevant to financial performance in several financial years. Prepaid expenses of the Company include value of business advantage, expenses for renting space and tools. These expenses are allocated during the prepaid period or period that corresponding economic benefits made from these costs.

Business advantage

Business advantage is recorded according to the amounts stated in Business Valuation Minutes as at 30 June 2016. The business advantage is allocated into expenses for the maximum period of 10 years from the date the Company has operated under joint stock company method.

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Expenses for renting space

Expenses for renting space is allocated into expenses in accordance with the straight-line method over the lease term.

Tools

Expenses of tools being put into use are allocated into expenses in accordance with the straight-line method for the maximum period of 36 months.

8. Operating leased assets

A lease is classified as an operating lease if it transfers substantially all the risks and rewards incident to ownership belonging to the lessor. The lease expenses are allocated in the Company's operation costs in accordance with the straight-line method over the lease term and are not depend on the method of lease payment.

9. Tangible fixed assets

Tangible fixed assets are determined by their historical costs less accumulated depreciation. Historical costs of tangible fixed assets include all the expenses paid by the Company to bring the asset to its working condition for its intended use. Other expenses arising subsequent to initial recognition are included into historical costs of fixed assets only if it can be clearly demonstrated that the expenditure has resulted in future economic benefits expected to be obtained from the use of these assets. Those which do not meet the above conditions will be recorded into operation costs during the year.

When a tangible fixed asset is sold or disposed, its historical cost and accumulated depreciation are written off, then any gain or loss arising from such disposal is included in the income or the expenses during the years.

Tangible fixed assets are depreciated in accordance with the straight-line method over their estimated useful lives. The depreciation years applied are as follows:

<u>Fixed assets</u>	<u>Years</u>
Buildings and structures	05 - 25
Machinery and equipment	04 - 12
Vehicles	06 - 10
Office equipment	05
Other fixed assets	05

10. Intangible fixed assets

Intangible fixed assets are determined by their initial costs less accumulated amortization.

Initial costs of intangible fixed assets include all the costs paid by the Company to bring the asset to its working condition for its intended use. Other costs relevant to intangible fixed assets arising subsequent to initial recognition are included into operation costs during the year only if these costs are associated with a specific intangible fixed asset and result in future economic benefits expected to be obtained from the use of these assets.

When an intangible fixed asset is sold or disposed, its initial costs and accumulated amortization are written off, then any gain or loss arising from such disposal is included in the income or the expenses during the year.

The Company's intangible fixed asset includes computer software.

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Purchase price of computer software, which is not a part associated with the relevant hardware, will be capitalized. Initial costs of computer software include all the expenses paid by the Company until the date the software is put into use. Computer software is amortized in accordance with the straight-line method in 5 years.

11. Construction-in-progress

Construction-in-progress reflects the expenses (including relevant loan interest expenses following the accounting policies of the Company) directly related to the construction of plants and the installation of machinery and equipment to serve for production, leasing, and management as well as the repair of fixed assets, which have not been completed yet. Assets in the progress of construction and installation are recorded at historical costs and not depreciated.

12. Contractual arrangement

Jointly controlled assets

In respect of its interest in jointly controlled assets, the Company shall recognise in its Financial Statements:

- any liabilities that the Company has incurred.
- any income from the sale or use of the Company's share of the output of the joint venture, together with its share of any expenses incurred by the joint venture.
- any expenses that the Company has incurred in respect of its interest in the joint venture.

Fixed assets and investment property contributed into the contractual arrangement without transferring the ownership into the joint ownership of the venturers are not recognized as a decrease in assets. In case the Company received the assets contributed into the joint venture, these assets shall be recognized as assets kept on other's behalf instead of an increase in asset and owner's equity.

13. Payables and accrued expenses

Payables and accrued expenses are recorded based on the amounts payable for goods and services already used. Accrued expenses are recorded based on reasonable estimates for the amounts payable.

The classification of payables as trade payables, accrued expenses, and other payables is made on the basis of following principles:

- Trade payables reflect payables of commercial nature arising from the purchase of goods, services, or assets and the seller is an independent entity with the Company, including payables for import through entrustment.
- Accrued expenses reflect expenses for goods, services received from suppliers or supplied to customers but have not been paid, invoiced or lack of accounting records and supporting documents; pay on leave payable to employees; and accrual of operation expenses.
- Other payables reflect payables of non-commercial nature and irrelevant to purchase, sales of goods or provisions of services.

Payables and accrued expenses are classified as short term and long term items in balance sheet on the basis of their remaining term as of the balance sheet date.

14. Owner's equity

Owner's capital

Owner's capital is recorded according to the actual amounts invested by shareholders.

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15. Profit distribution

Profit after tax is distributed to the shareholders after appropriation for funds under the Charter of the Company as well as legal regulations and approved by the General Shareholders' meeting.

The distribution of profits to the shareholders is made with consideration toward non-cash items in the retained earnings that may affect cash flows and payment of dividends such as profit due to revaluation of assets contributed as investment capital, profit due to revaluation of monetary items, financial instruments and other non-cash items.

Dividends is recorded as payables upon approval of the General Shareholders' Meeting and notice of dividends payment of the Company.

16. Recognition of revenue and income

Revenue from sales of merchandise, finished goods

Revenue from sales of merchandise and finished goods shall be recognized when all of the following conditions are satisfied:

- The Company transfers most of risks and benefits incident to the ownership of products or goods to customers.
- The Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold.
- The amount of sales can be measured reliably. Where the contracts stipulate that buyers have the right to return products, goods purchased under specific conditions, sales are recorded only when those specific conditions are no longer exist and buyers retains no right to return products, goods (except for the case that such returns are in exchange for other goods or services).
- It is probable that the economic benefits associated with sale transactions will flow to the Company.
- The cost incurred or to be incurred in respect of the sale transaction can be measured reliably.

Interest

Interest is recorded, based on the term and the actual interest rate applied in each particular period.

Profit shared

Profit shared is recognized when the Company has the right to receive profit from capital contribution.

17. Revenue deductions

Revenue deductions include trade discounts, sales allowances, sales returns incurred in the same period of providing goods, merchandises which are recorded as a deduction of sales in such period.

In case of goods, merchandises, services provided in the previous years but trade discounts, sales allowances, sales returns incurred in the current period, sales deductions shall be recorded as follows:

- If sales allowances, trade discounts, sales returns incur prior to the release of the Financial Statements, such sales deductions are recognized in the Financial Statements of the current period.
- If sales allowances, trade discounts, sales returns incur after the release of the Financial Statements, such sales deductions are recognized in the Financial Statements of the following period.

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18. Borrowing costs

Borrowing costs are interests and other costs that the Company directly incurs in connection with the borrowing.

Borrowing costs are recorded as an expense when it is incurred. In case the borrowing costs are directly attributable to the construction or the production of an asset in progress, which takes a substantial period of time (over 12 months) to get ready for intended use or sales of the asset, these costs will be included in the cost of that asset. To the extent that the borrowings are especially for the purpose of construction of fixed assets and investment properties, the borrowing cost is eligible for capitalization even if construction period is under 12 months. Incomes arisen from provisional investments as loans are recognized as a decrease in the costs of relevant assets.

In the event that general borrowings are partly used for the acquisition, construction or production of an asset in progress, the costs eligible for capitalization will be determined by applying the capitalization rate to average accumulated expenditure on construction or production of that asset. The capitalization rate is computed at the weighted average interest rate of the borrowings not yet paid during the year, except for particular borrowings serving the purpose of obtaining a specific asset.

19. Expenses

Expenses are those that result in outflows of the Company's economic benefits and are recorded at the time of transactions or when incurrence of the transaction is reliable regardless of whether payment for expenses is made or not.

Expenses and their corresponding revenues are simultaneously recognized in accordance with matching principle. In the event that matching principle conflicts with prudence principle, expenses are recognized based on the nature and regulations of accounting standards in order to guarantee that transactions can be fairly and truly reflected.

20. Corporate income tax

Corporate income tax includes current income tax and deferred income tax.

Current income tax

Current income tax is the tax amount computed based on the taxable income. Taxable income is different from accounting profit due to the adjustments of temporary differences between tax and accounting figures, non-deductible expenses as well as those of non-taxable income and losses brought forward.

Deferred income tax

Deferred income tax is the amount of corporate income tax payable or refundable due to temporary differences between book values of assets and liabilities serving the preparation of the financial statements and the values for tax purposes. Deferred income tax liabilities are recognized for all the temporary taxable differences. Deferred income tax assets are recorded only when there is an assurance on the availability of taxable income in the future against which the temporarily deductible differences can be used.

Carrying values of deferred corporate income tax assets are considered as of the balance sheet date and will be reduced to the rate that ensures enough taxable income against which the benefits from part of or all of the deferred income tax can be used. Deferred corporate income tax assets, which have not been recorded before, are considered as of the balance sheet date and are recorded when there is certainly enough taxable income to use these unrecognized deferred corporate income tax assets.



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Deferred income tax assets and deferred income tax liabilities are determined at the estimated rate to be applied in the year when the assets are recovered or the liabilities are settled based on the effective tax rates as of the balance sheet date. Deferred income tax is recognized in the income statement. In the case that deferred income tax is related to the items of the owner's equity, corporate income tax will be included in the owner's equity.

The Company shall offset deferred tax assets and deferred tax liabilities if, and only if:

- The Company has the legal right to offset current income tax assets against current income tax liabilities; and
- Deferred income tax assets and deferred income tax liabilities are relevant to corporate income tax which is under the management of one tax authority either:
 - Of the same subject to corporate income tax; or
 - The Company has intention to pay current income tax liabilities and current income tax assets on a net basis or recover tax assets and settle tax liability simultaneously in each future period to the extent that the majority of deferred income tax liabilities or deferred income tax assets are paid or recovered.

21. Related parties

A party is considered a related party of the Company in case that party is able to control the Company or to cause material effects on the financial decisions as well as the operations of the Company. A party is also considered a related party of the Company in case that party is under the same control or is subject to the same material effects.

Considering the relationship of related parties, the nature of relationship is focused more than its legal form.

22. Segment reporting

A business segment is a distinguishable component of the Company that is engaged in manufacturing or providing products or services and that is subject to risks and returns that are different from those of other business segments.

A geographical segment is a distinguishable component of the Company that is engaged in manufacturing or providing products or services within a particular economic environment and that is subject to risks and returns that are different from those of components operating in other economic environments.

Information of segment is prepared and presented in conformity with accounting policy in application and presentation of the Company's Financial Statements.

V. ADDITIONAL INFORMATION ON THE ITEMS OF THE BALANCE SHEET

1. Cash and cash equivalents

	<u>Ending balance</u>	<u>Beginning balance</u>
Cash on hand	734.817.960	947.405.611
Demand bank deposits	81.391.813.010	62.790.966.562
Cash equivalents	45.056.082.192	67.000.000.000
- <i>Bank deposits of which the principal maturity is from 3 months or less</i>	<u>45.056.082.192</u>	<u>67.000.000.000</u>
Total	<u>127.182.713.162</u>	<u>130.738.372.173</u>

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Notes to the Financial Statements (cont.)**2. Short-term trade receivables**

	<u>Ending balance</u>	<u>Beginning balance</u>
<i>Receivables from related parties</i>	58.299.690.005	208.333.104.125
Khanh Hoa Salanganes Nest Company	22.271.888.327	144.038.084.225
Salanganes Nest Special Processing One Member Limited Liability Company	10.843.642.396	41.990.486.605
Khanh Hoa Salanganes Nest Soft Drink JSC	20.253.708.938	18.554.249.161
Khanh Hoa Lam Dong Sanest Restaurant and Tourist Service One Member Limited Company	2.772.792	1.686.669.156
Cam Thinh Coconut Farm One Member Limited Liability Company	4.927.677.552	2.030.619.456
Sanatech Land Construction Designing One Member Limited Liability Company	-	32.995.522
<i>Receivable from other customers</i>	16.928.587.035	81.297.855.107
Other customers	16.928.587.035	81.297.855.107
Total	<u>75.228.277.040</u>	<u>289.630.959.232</u>

3. Short-term prepayments to suppliers

	<u>Ending balance</u>	<u>Beginning balance</u>
<i>Prepayments to related parties</i>	-	82.677.866
Khanh Hoa Salanganes Nest Company	-	82.677.866
<i>Prepayments to other suppliers</i>	2.654.425.519	6.434.634.270
CIC Construction and Consulting Joint Stock Company	-	1.504.681.000
Other suppliers	2.654.425.519	4.929.953.270
Total	<u>2.654.425.519</u>	<u>6.517.312.136</u>

4. Other short-term receivables

	<u>Ending balance</u>		<u>Beginning balance</u>	
	Value	Allowance	Value	Allowance
<i>Receivables from related parties</i>	4.185.804.337	-	6.847.118.660	-
Salanganes Nest Special Processing One Member Limited Liability Company - Profit shared	4.185.804.337	-	6.847.118.660	-
<i>Receivables from other organizations and individuals</i>	1.569.667.147	-	1.053.007.634	-
Deposits and mortgages	140.033.891	-	126.033.891	-
Receivable on employees' social insurance	637.031.744	-	626.151.640	-
Other short-term receivables	792.601.512	-	300.822.103	-
Total	<u>5.755.471.484</u>	<u>-</u>	<u>7.900.126.294</u>	<u>-</u>

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Notes to the Financial Statements (cont.)**5. Inventories**

	Ending balance		Beginning balance	
	Value	Allowance	Value	Allowance
Materials and supplies	198.468.482.066	-	162.601.479.533	-
Tools	77.055.137.230	-	70.104.869.438	-
Work in progress	23.674.150.213	-	4.820.842.954	-
Finished goods	51.685.686.395	-	6.636.128.816	-
Merchandises	2.916.329.279	-	4.629.877.978	-
Goods in consignment	2.262.878.254	-	9.340.030.221	-
Total	356.062.663.437	-	258.133.228.940	-

6. Short-term/long-term prepaid expenses**6a. Short-term prepaid expenses**

	Ending balance	Beginning balance
Tools	1.430.884.867	1.862.140.278
Expenses for renting space, office	318.647.222	534.750.833
Other expenses	3.726.896.217	2.527.355.412
Total	5.476.428.306	4.924.246.523

6b. Long-term prepaid expenses

	Ending balance	Beginning balance
Tools	1.896.470.354	3.556.022.184
Expenses for renting space	167.384.615	95.000.000
Value of business advantage	11.519.516.065	26.110.903.125
Other long-term prepaid expenses	392.836.203	266.764.292
Total	13.976.207.237	30.028.689.601

7. Tangible fixed assets

	Buildings and structures	Machinery and equipment	Vehicles	Office equipment	Other fixed assets	Total
Historical costs						
Beginning balance	139.558.862.023	155.753.969.972	16.938.394.929	473.940.000	11.966.155.620	324.691.322.544
Purchase during the year	-	1.754.800.000	-	39.545.455	-	1.794.345.455
Completed construction	23.871.656.904	983.202.962	-	-	34.919.500	24.889.779.366
Other decrease	(1.430.477.929)	-	-	-	-	(1.430.477.929)
Ending balance	162.000.040.998	158.491.972.934	16.938.394.929	513.485.455	12.001.075.120	349.944.969.436

In which:

Assets fully depreciated but still being in use	5.344.719.983	115.585.519.111	6.161.384.900	297.049.091	2.465.673.451	129.854.346.536
Waiting for liquidation	-	-	-	-	-	-

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	Buildings and structures	Machinery and equipment	Vehicles	Office equipment	Other fixed assets	Total
Depreciation						
Beginning balance	86.375.700.859	118.118.455.586	8.770.444.658	342.038.435	6.950.376.161	220.557.015.699
Depreciation	11.830.613.769	11.342.319.797	1.149.216.513	71.507.626	1.088.873.376	25.482.531.081
Other decrease	(979.398.695)	-	-	-	-	(979.398.695)
Ending balance	97.226.915.933	129.460.775.383	9.919.661.171	413.546.061	8.039.249.537	245.060.148.085
Net book value						
Beginning balance	53.183.161.164	37.635.514.386	8.167.950.271	131.901.565	5.015.779.459	104.134.306.845
Ending balance	64.773.125.065	29.031.197.551	7.018.733.758	99.939.394	3.961.825.583	104.884.821.351
<i>In which:</i>						
Temporarily not yet use	-	-	-	-	-	-
Waiting for liquidation	-	-	-	-	-	-

Some tangible fixed assets, of which net book value at ending year are VND 9.996.685.055, have been mortgaged to secure payment for long-term loans from Joint Stock Commercial Bank for Foreign Trade of Vietnam - Khanh Hoa Branch (Vietcombank) (see Note V.18b).

8. Intangible fixed assets

The Company's intangible fixed assets are computer software.

	Initial costs	Amortization	Net book value
Beginning balance	924.277.779	589.388.892	334.888.887
Amortization	-	152.166.668	-
Ending balance	924.277.779	741.555.560	182.722.219

9. Construction in progress

	Beginning balance	Increase	Inclusion into fixed assets	Other decrease	Ending balance
Purchase of fixed assets	945.202.962	87.293.000	(1.018.122.462)	(4.220.000)	10.153.500
Construction in progress	17.534.314.427	14.219.140.736	(23.871.656.904)	(1.033.718.909)	6.848.079.350
- Office house 2	9.517.498.990	2.125.060.605	(11.642.559.595)	-	-
- Other works	8.016.815.437	12.094.080.131	(12.229.097.309)	(1.033.718.909)	6.848.079.350
Total	18.479.517.389	14.306.433.736	(24.889.779.366)	(1.037.938.909)	6.858.232.850

Total loan expenses capitalized on construction in progress during the year are VND 381.131.209 (those of the previous period were VND 52.994.801).

10. Investments into subsidiaries

	Ending balance		Beginning balance	
	Value	Allowance	Value	Allowance
Sanest Khanh Hoa One Member Limited Liability Company ⁽ⁱ⁾	36.000.000.000	-	36.000.000.000	-
Salanganes Nest Special Processing One Member Limited Liability Company ⁽ⁱⁱ⁾	36.000.000.000	-	36.000.000.000	-
Total	72.000.000.000	-	72.000.000.000	-

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- (i) Pursuant to the first Business Registration Certificate No. 4201853950 dated 16 July 2019 and the first amended one dated 7 July 2020 granted by Department of Planning and Investment of Khanh Hoa Province, the Company has invested into Sanest Khanh Hoa One Member Limited Liability Company by VND 36.000.000.000 equivalent to 100% of charter capital. As of the balance sheet date, the Company has fully contributed the registered charter capital.
- (ii) Pursuant to the first Business Registration Certificate No. 4201962780 dated 23 August 2022 granted by Department of Planning and Investment of Khanh Hoa Province, the Company has invested into Salanganes Nest Special Processing One Member Limited Liability Company by VND 36.000.000.000 equivalent to 100% of charter capital. As of the balance sheet date, the Company has fully contributed the registered charter capital.

Fair value

The Company has not yet determined the fair value of investments since there are no specific guidance on determining fair value.

Situation of operations of subsidiaries

Subsidiaries are operating in normal condition, there has had no significant change in comparison with that of the previous year.

Transactions with subsidiaries

The main transactions with subsidiaries are as follows:

	<u>Current year</u>	<u>Previous year</u>
<i>Sanest Khanh Hoa One Member Limited Liability Company</i>		
Sales of goods, finished goods and service provision	58.519.954.984	75.683.052.034
The Company purchases goods and materials (excluding VAT)	181.593.347.710	271.849.515.313
The Company is given dividends	3.114.003.238	8.504.490.770
<i>Salanganes Nest Special Processing One Member Limited Liability Company</i>		
Sales of goods, finished goods and service provision	38.975.909.109	50.018.613.520
The Company purchases goods and materials (excluding VAT)	1.784.908.635	2.329.434.900
The Company is given dividends	4.185.804.337	6.847.118.660

11. Deferred income tax assets

Deferred income tax assets related to accrued expenses incurred during the year are as follows:

	<u>Current year</u>	<u>Previous year</u>
Beginning balance	1.843.122.576	8.257.079.461
Recording into business results	1.075.154.836	(6.413.956.885)
Ending balance	<u>2.918.277.412</u>	<u>1.843.122.576</u>

Tax rate of corporate income tax used to determine value of deferred income tax assets is 20%.

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Notes to the Financial Statements (cont.)**12. Short-term trade payables**

	<u>Ending balance</u>	<u>Beginning balance</u>
<i>Payables to related parties</i>	<i>5.595.408.130</i>	<i>14.732.856.408</i>
Sanest Khanh Hoa One Member Limited Liability Company	-	11.786.860.904
North-South Route Service One Member Limited Liability Company	4.050.061.190	1.883.890.467
Sanna Khanh Hoa Beverage Joint Stock Company	421.451.124	514.561.308
Sanatech Land Construction Designing One Member Limited Liability Company	998.878.379	123.305.360
Khanh Hoa Sanest Restaurant One Member Limited Liability Company	-	270.000.000
Sanest Tourist Travel One Member Limited Liability Company	8.550.003	25.576.363
Nam Anh Services & Trade Transport Company Limited	116.467.434	128.662.006
<i>Payables to other suppliers</i>	<i>202.497.732.460</i>	<i>180.333.249.141</i>
Crown Beverage Cans Saigon Limited	-	60.724.337.624
Crown Beverage Cans Danang Limited	34.925.659.587	-
Other suppliers	167.572.072.873	119.608.911.517
Total	<u>208.093.140.590</u>	<u>195.066.105.549</u>

The Company has no overdue trade payables.

13. Short-term advances from customers

	<u>Ending balance</u>	<u>Beginning balance</u>
Other customers	718.127.056	4.835.326
Total	<u>718.127.056</u>	<u>4.835.326</u>

14. Taxes and other obligations to State Budget

	<u>Beginning balance</u>		<u>Increase</u>		<u>Ending balance</u>	
	<u>Payable</u>	<u>Receivable</u>	<u>Amount payable</u>	<u>Amount actually paid</u>	<u>Payable</u>	<u>Receivable</u>
VAT on local sales	10.678.943.011	-	18.075.693.628	(31.753.256.978)	-	- 2.998.620.339
Corporate income tax	-	2.921.664.298	12.993.009.207	(7.789.982.998)	2.281.361.911	-
Personal income tax	9.625.611.788	-	11.965.893.619	(9.941.586.164)	11.649.919.243	-
License duty	-	-	11.000.000	(11.000.000)	-	-
Fees, legal fees and other duties	15.400.870	-	320.596.667	(319.182.247)	16.815.290	-
Total	<u>20.319.955.669</u>	<u>2.921.664.298</u>	<u>43.366.193.121</u>	<u>(49.815.008.387)</u>	<u>13.948.096.444</u>	<u>2.998.620.339</u>

Value Added Tax (VAT)

The Company has paid VAT in line with deduction method at tax rate as follows:

- Exports	: 0%
- Rock sugar, crystallized sugar, purity water	: 5%
- Other merchandises	: 10%

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In 2024, VAT rate of goods and services subject to 10% is reduced to 8% in line with Decree No. No. 94/2023/NĐ-CP dated 28 December 2023 and Decree No. 72/2024/NĐ-CP dated 1 July 2024 of Government.

Corporate income tax

The Company has to pay corporate income tax for taxable income at tax rate of 20%.

Estimated corporate income tax payable during the year is as follows:

	<u>Current year</u>	<u>Previous year</u>
Total accounting profit before tax	64.630.565.630	130.701.110.277
Increase, decrease of accounting profit to determine project subject to corporate income tax:		
- Increases	7.634.287.978	1.337.350.893
- Decreases	-	(32.129.170.698)
Income subject to tax	72.264.853.608	99.909.290.472
Corporate income tax exempted	(7.299.807.575)	(15.351.609.430)
Taxable income	64.965.046.033	84.557.681.042
Corporate income tax rate	20%	20%
Corporate income tax payable at common rate	12.993.009.207	16.911.536.208
Adjustment of corporate income tax payable of previous years	-	451.462.404
Total corporate income tax to be paid	12.993.009.207	17.362.998.612

Determination of corporate income tax liability of the Company is based on prevailing regulations on tax. Nonetheless, these tax regulations may change from time to time and tax regulations applicable to variety of transactions can be interpreted differently. Hence, the tax amounts presented in the Financial Statements can be changed upon the inspection of tax authorities.

Other taxes

The Company has declared and paid these taxes in line with regulations.

15. Payable to employees

	<u>Ending balance</u>	<u>Beginning balance</u>
Salary payable to employees	12.353.517.270	68.190.343.027
Total	12.353.517.270	68.190.343.027

16. Short-term accrued expenses

	<u>Ending balance</u>	<u>Beginning balance</u>
Expenses for selling goods	-	34.889.436.887
Other short-term accrued expenses	-	278.910.830
Total	-	35.168.347.717

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Notes to the Financial Statements (cont.)**17. Other short-term payables**

	<u>Ending balance</u>	<u>Beginning balance</u>
<i>Payables to related parties</i>	<i>173.922.792</i>	<i>50.878.973</i>
Remuneration of the Board of Management, the Supervisory Board and bonus fund for the Executive Officers	173.922.792	50.878.973
<i>Payables to other organizations and individuals</i>	<i>4.318.961.722</i>	<i>3.557.691.233</i>
Excess assets for treatment	1.012.253.081	1.197.980.000
Trade Union's Expenditure	3.246.230.952	2.299.233.544
Other short-term payables	60.477.689	60.477.689
Total	<u>4.492.884.514</u>	<u>3.608.570.206</u>

The Company has no other overdue payables.

18. Short-term/ long-term borrowings**18a. Short-term borrowings**

	<u>Ending balance</u>	<u>Beginning balance</u>
Short-term loans from banks	103.739.428.423	134.742.976.253
- <i>Joint Stock Commercial Bank for Foreign Trade of Vietnam (Vietcombank) - Khanh Hoa Branch</i> ⁽ⁱ⁾	<i>62.064.873.988</i>	<i>72.023.714.190</i>
- <i>Vietnam Joint Stock Commercial Bank for Industry and Trade (Vietinbank) - Khanh Hoa Branch</i> ⁽ⁱⁱ⁾	<i>41.674.554.435</i>	<i>43.101.272.745</i>
- <i>Military Commercial Joint Stock Bank (MB Bank) - Khanh Hoa Branch</i>	-	19.617.989.318
Current portion of long-term loans (see Note No. V.18b)	1.272.000.000	522.000.000
Total	<u>105.011.428.423</u>	<u>135.264.976.253</u>

The Company is solvent over short-term borrowings.

- (i) The loan from Vietcombank - Khanh Hoa Branch in line with credit line agreement No. 2024/HM-SANES dated 30 May 2024. This loan is used for supplementing working capital serving in business and manufacture activities excluding short-term demands serving in fixed asset investments. The credit line is VND 150 billion, the disbursement period is within 12 months starting from the date of credit agreement, the loan period is 6 months, loan interest rate is applied for each loan receipt. No collaterals are used for this loan.
- (ii) The loan from Vietinbank - Khanh Hoa Branch in line with credit line agreement No. 40/2024-HDCVHM/NHCT580-KHDNL dated 01 July 2024 for purpose of supplementing working capital. The credit line is VND 100 billion, the period maintaining credit line is until 30 June 2025, the loan period is 5 months starting from the date of loan disbursement. Loan interest rate is applied for each loan receipt. No collaterals are used for this loan.

Increases/ decreases of short-term loans during the year are as follows:

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	<u>Beginning balance</u>	<u>Increase</u>	<u>Amount already paid</u>	<u>Conversion from long-term loans</u>	<u>Ending balance</u>
Short-term loans	134.742.976.253	331.206.366.733	(362.209.914.563)	-	103.739.428.423
Current portion of long-term loans	522.000.000	-	(1.147.000.000)	1.897.000.000	1.272.000.000
Total	<u>135.264.976.253</u>	<u>331.206.366.733</u>	<u>(363.356.914.563)</u>	<u>1.897.000.000</u>	<u>105.011.428.423</u>

18b. Long-term borrowings

	<u>Ending balance</u>	<u>Beginning balance</u>
Joint Stock Commercial Bank for Foreign Trade of Vietnam (Vietcombank) - Khanh Hoa Branch	3.358.224.500	2.183.774.000
Total	<u>3.358.224.500</u>	<u>2.183.774.000</u>

The Company is solvent over long-term borrowings.

The long-term loan from Vietcombank - Khanh Hoa in line with medium - long term credit agreement for each time No. 2023/TDH-SANEST dated 31 July 2023 for purpose of paying expenses and offsetting expenses the Company paid expenses related to construction of Office House 2 at High Quality Salanganes Nest Soft Drink Factory. The loan credit is VND 10 billion, the loan term is 60 months. The loan interest as of the balance sheet date is 7,6%/ year.

This loan is secured by mortgaging some machinery and equipment in line with the mortgage agreement No. 0123/MMTB-SANEST dated 31 July 2023 and the amended one dated 6 May 2024 (see Note V.7).

Payment term of long-term loans is as follows:

	<u>Ending balance</u>	<u>Beginning balance</u>
From 01 year or less	1.272.000.000	522.000.000
More than 01 year to 05 years	3.358.224.500	2.183.774.000
Total	<u>4.630.224.500</u>	<u>2.705.774.000</u>

Details of increases/decreases of long-term loans during the year are as follows:

	<u>Current year</u>	<u>Previous year</u>
Beginning balance	2.183.774.000	-
Increases	3.071.450.500	2.792.774.000
Amount already paid	-	(87.000.000)
Conversion of short-term loans	(1.897.000.000)	(522.000.000)
Ending balance	<u>3.358.224.500</u>	<u>2.183.774.000</u>

18c. Overdue borrowings

The Company has no overdue loans and debts.

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Notes to the Financial Statements (cont.)**19. Bonus and welfare funds**

	Beginning balance	Increase due to appropriation from profit	Receipt of bonus	Funds paid during the year	Ending balance
Bonus fund	215.784.536	711.805.648	260.000.000	(1.140.900.000)	46.690.184
Welfare fund	26.337.483.234	8.394.632.537	151.080.000	(15.146.086.541)	19.737.109.230
Total	26.553.267.770	9.106.438.185	411.080.000	(16.286.986.541)	19.783.799.414

20. Owner' capital**20a. Statement of fluctuation in owner's capital**

	Owner's capital	Business promotion fund	Retained earnings	Total
Beginning balance of the previous year	330.000.000.000	21.880.009.883	63.860.613.995	415.740.623.878
Sharing 2022 dividends	-	-	(63.855.000.000)	(63.855.000.000)
Profit in the previous period	-	-	106.924.154.780	106.924.154.780
Provisional appropriation for business promotion fund	-	7.992.508.764	(7.992.508.764)	-
Provisional appropriation for bonus and welfare funds	-	-	(15.985.017.529)	(15.985.017.529)
Provisional appropriation for remuneration of the BOM, the Supervisory Board and of bonus fund for the Executive Officers	-	-	(1.598.501.752)	(1.598.501.752)
Ending balance of the previous year	330.000.000.000	29.872.518.647	81.353.740.730	441.226.259.377
Beginning balance in current year	330.000.000.000	29.872.518.647	81.353.740.730	441.226.259.377
Profit in current year	-	-	52.712.711.259	52.712.711.259
Sharing 2023 dividends	-	-	(69.696.000.000)	(69.696.000.000)
Provisional appropriation for business promotion fund	-	4.553.219.093	(4.553.219.093)	-
Provisional appropriation for bonus and welfare funds	-	-	(9.106.438.185)	(9.106.438.185)
Provisionally appropriation for remuneration of the BOM, the Supervisory Board and the Executive Officers	-	-	(910.643.819)	(910.643.819)
Ending balance in current year	330.000.000.000	34.425.737.740	49.800.150.892	414.225.888.632

20b. Details of owner's capital contribution

Details of capital contribution upon major shareholders are as follows:

	Ending balance	Beginning balance
Khanh Hoa Salanganes Nest Company	168.500.000.000	168.500.000.000
Other shareholders	161.500.000.000	161.500.000.000
Total	330.000.000.000	330.000.000.000



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20c. Shares

	<u>Ending balance</u>	<u>Beginning balance</u>
Number of shares registered to be issued	33.000.000	33.000.000
Number of shares already sold to the public	33.000.000	33.000.000
Number of outstanding shares	33.000.000	33.000.000

All shares are ordinary shares. Face value of outstanding shares: VND 10.000.

20d. Profit distribution

The Company's 2023 profit distribution plan has been approved in 2024 annual general meeting of shareholders in line with Resolution No. 01/2024/ĐHĐCĐ dated 6 June 2024 and Resolution of the Board of Management No. 07/NQ-SKH dated 24 September 2024 as follows:

	<u>Amount distributed in previous year</u>		<u>Amount already appropriated in previous year</u>	<u>Amount appropriated in current year</u>
	<u>Amount distributed upon Financial Statements</u>	<u>In which: distributed amount of parent company</u>		
Sharing dividends to shareholders	69.696.000.000	69.696.000.000	-	69.696.000.000
Appropriation for business promotion fund	10.250.098.384	7.992.508.764	7.992.508.764	-
Appropriation for bonus and welfare funds	20.500.196.773	15.985.017.529	15.985.017.529	-
Appropriation for remuneration of the Board of Management, the Supervisory Board and bonus fund of the Executive Officers	2.050.019.675	1.598.501.752	1.598.501.752	-

In addition, the Company has provisionally distributed profit of the year ended 2024 as follows:

	<u>Amount (VND)</u>
• Appropriation for business promotion fund	: 4.553.219.093
• Appropriation for bonus and welfare funds	: 9.106.438.185
• Appropriation for remuneration of the Board of Management, the Supervisory Board and bonus fund for the Executive Officers	: 910.643.819

21. Off-balance sheet items

As of the balance sheet date, the Company only holds USD 1,746.13 (Beginning balance: USD 53,814.17).

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Notes to the Financial Statements (cont.)**VI. ADDITIONAL INFORMATION ON THE ITEMS OF THE INCOME STATEMENT****1. Net revenue****1a. Net revenue**

	<u>Current year</u>	<u>Previous year</u>
Revenue from sales of merchandise, finished goods	1.129.408.584.712	1.830.265.050.970
Revenue from sales of materials	1.388.894.150	3.677.781.060
Other revenue	2.022.187.487	3.018.024.083
Gross revenue	<u>1.132.819.666.349</u>	<u>1.836.960.856.113</u>
Revenue deductions	<u>3.343.722.900</u>	<u>-</u>
Net revenue	<u>1.129.475.943.449</u>	<u>1.836.960.856.113</u>

1b. Revenue from sales of goods and provision of services to related parties

Apart from transactions on sales of goods and provision of services to subsidiaries in Notes No. V.10, the Company has had transactions on sales of goods and provision of services to other related parties which are not subsidiaries, details of net revenue are as follows:

	<u>Current year</u>	<u>Previous year</u>
Khanh Hoa Salanganes Nest Company	455.798.150.506	787.055.054.186
Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company	58.645.825.501	106.049.336.825
Sanna Khanh Hoa Beverage Joint Stock Company	892.736.364	8.139.859.900
North-South Route Service One Member Limited Liability Company	478.165.300	1.693.219.400
Sanatech Land Construction Designing One Member Limited Liability Company	716.559.600	5.370.978.100
Khanh Hoa Lam Dong Sanest Restaurant One Member Limited Liability Company	2.018.079.700	3.045.221.300
Cam Thinh Coconut Farm One Member Limited Liability Company	7.936.903.200	5.716.582.800

2. Costs of goods sold

	<u>Current year</u>	<u>Previous year</u>
Cost of goods and finished goods already sold	833.320.587.260	1.394.264.135.266
Costs of materials	1.387.957.318	3.672.593.655
Other costs	1.338.520.076	2.209.153.806
Total	<u>836.047.064.654</u>	<u>1.400.145.882.727</u>

3. Financial income

	<u>Current year</u>	<u>Previous year</u>
Gains from bank deposits	1.783.625.124	1.280.254.790
Dividends given	7.299.807.575	15.351.609.430
Gains from foreign exchange difference	97.288.793	116.754.742
Total	<u>9.180.721.492</u>	<u>16.748.618.962</u>

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Notes to the Financial Statements (cont.)

	<u>Current year</u>	<u>Previous year</u>
4. Financial expenses		
Loan interest expenses	3.598.410.432	4.509.084.651
Loss from foreign exchange difference	9.564.541	236.209.367
Total	<u>3.607.974.973</u>	<u>4.745.294.018</u>
5. Selling expenses		
Expenses for employees	16.658.720.617	34.831.920.245
Supplies, packaging, tools	21.438.402.561	14.565.099.543
Depreciation of fixed assets	182.648.463	156.058.735
External services rendered	24.955.150.873	25.783.727.448
Other expenses	118.139.432.054	166.612.788.627
Total	<u>181.374.354.568</u>	<u>241.949.594.598</u>
6. General and administration expenses		
Expenses for employees	29.037.376.013	47.068.857.088
Office supplies, tools	2.436.828.777	2.495.119.590
Depreciation of fixed assets	850.520.382	591.278.915
Taxes, fees and legal fees	317.099.322	256.965.696
External services rendered	6.328.706.019	11.866.125.898
Other expenses	14.626.388.819	14.339.796.418
Total	<u>53.596.919.332</u>	<u>76.618.143.605</u>
7. Other incomes		
Gains from treatment of physical count results	554.257.778	294.520.000
Gains from cooperation activities	29.613.961	59.226.604
Other gains	18.393.000	105.609.400
Total	<u>602.264.739</u>	<u>459.356.004</u>
8. Other expenses		
Other expenses	2.050.523	8.805.854
Total	<u>2.050.523</u>	<u>8.805.854</u>
9. Deferred corporate income tax expenses		
Deferred corporate income tax expenses arising from reversal of deferred income tax assets	-	6.413.956.885
Deferred corporate income tax expenses arising from temporarily taxable differences	(1.075.154.836)	-
Total	<u>(1.075.154.836)</u>	<u>6.413.956.885</u>

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10. Earnings per share

Earnings per share are presented in the Consolidated Financial Statements.

11. Operating costs by factors

	<u>Current year</u>	<u>Previous year</u>
Materials and supplies	738.147.120.956	929.742.092.146
Labors	134.830.875.353	242.259.695.628
Depreciation of fixed assets	25.498.126.506	27.724.052.089
External service rendered	49.519.440.730	59.689.595.250
Other expenses	134.875.411.851	184.940.158.331
Total	<u>1.082.870.975.396</u>	<u>1.444.355.593.444</u>

VII. ADDITIONAL INFORMATION ON THE ITEMS OF THE CASH FLOW STATEMENT

1. Non-cash transactions

During the year, the Company has offset receivable on dividends given against liabilities by an amount of VND 3.114.003.238 (those of the previous was VND 14.939.747.809).

2. Liabilities related to acquire, to construct fixed assets and other long-term assets

As of the balance sheet date, liabilities related to acquire, to construct fixed assets and other long-term assets are as follows:

	<u>Ending balance</u>	<u>Beginning balance</u>
Advances on acquisition and construction of fixed assets and other long-term assets	205.920.000	2.099.409.364
Payable for acquisition and construction of fixed assets and other long-term assets	3.209.979.979	2.947.433.476

VIII. OTHER INFORMATION

1. Balances and transactions with related parties

The related parties with the Company include key managers, their related individuals and other related parties.

1a. Balances and transactions with key managers and their related individuals

Key managers include members of the Board of Management and of the Executive Officers. Individuals related to key managers are their family members.

Transactions with key managers and their related individuals

The Company has not had the transactions on sales of goods and provision of services as well as the other transactions with key managers and their related individuals.

Liabilities with key managers and their related individuals

Liabilities with key managers and their related individuals are presented in Note V.17.



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Notes to the Financial Statements (cont.)*Income of key managers*

Total salary/ remuneration of key managers during the year is as follows:

	<u>Quantity (person)</u>	<u>Total salary and remuneration in current year</u>	<u>Total salary and remuneration in the previous year</u>
Full time Board of Management, Supervisory Board and Executive Officers			
General Director	01	88.744.000	642.240.000
Members of the Board of Management cum Deputy General Director	02	1.008.439.000	1.239.880.000
Deputy General Director	02	560.942.000	619.940.000
Head of the Supervisory Board	01	503.600.000	631.090.000
Chief Accountant	01	431.330.000	550.810.000
Part-time Board of Management, the Supervisory Board			
Chairman of the Board of Management	01	68.500.000	164.400.000
Member of the Board of Management	01	115.200.000	115.200.000
Member of the Board of Management	01	115.200.000	115.200.000
Members of the Supervisory Board	02	144.000.000	144.000.000
Total		<u>3.035.955.000</u>	<u>4.222.760.000</u>

1b. Balances and transactions with other related parties

Other related parties with the Company include:

<u>Other related parties</u>	<u>Relationship</u>
Khanh Hoa Salanganes Nest Company	Parent company, possessing 51,06% of charter capital
Sanest Khanh Hoa One Member Limited Liability Company	Subsidiary, the Company held 100% of its charter capital
Salanganes Nest Special Processing One Member Limited Liability Company	Subsidiary, the Company held 100% of its charter capital
Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company	The Company is possessed 51% of charter capital by Khanh Hoa Salanganes Nest Company
Khanh Hoa Material Supply One Member Co., Ltd.	Subsidiary of Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company
Sanna Khanh Hoa Beverage Joint Stock Company	The Company is possessed 51% of charter capital by Khanh Hoa Salanganes Nest Company
North-South Route Service One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Sanatech Land Construction Designing One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Sanest Tourist Travel One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company

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Notes to the Financial Statements (cont.)

<u>Other related parties</u>	<u>Relationship</u>
Khanh Hoa Lam Dong Sanest Restaurant One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Cam Thinh Coconut Farm One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Khanh Hoa Sanest Restaurant and Products Promoting One Member Co., Ltd.	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Khanh Hoa Sanest Restaurant One Member Limited Liability Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Fishsan Aquaculture One Member Limited Company	The Company is possessed 100% of charter capital by Khanh Hoa Salanganes Nest Company
Nam Anh Services & Trade Transport Company Limited	The Company is controlled by key managers' close family members

Transactions with other related parties

Apart from transactions with subsidiaries presented in Note V.10 and transactions on sales of goods and provision of services to other related parties presented in Note VI.1b, the Company has also had transactions with other related parties as follows:

	<u>Current year</u>	<u>Previous year</u>
<i>Khanh Hoa Salanganes Nest Company</i>		
The Company paid dividends	35.587.200.000	32.604.750.000
Purchase of goods, tools and other services	44.397.352.244	65.549.043.410
Leasing transport vehicles and fuel expenses	970.611.533	2.004.638.436
<i>Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company</i>		
Purchase of goods, tools and finished salanganes nest soft drink	57.091.282.546	102.499.566.235
<i>Khanh Hoa Material Supply One Member Co., Ltd</i>		
Purchase of goods	8.229.379	4.499.400.000
<i>Sanna Khanh Hoa Beverage Joint Stock Company</i>		
Purchase of goods, tools	7.592.164.818	7.528.629.899
<i>North-South Route Service One Member Limited Liability Company</i>		
Purchase of petro and other services	17.176.267.639	17.983.043.048
<i>Sanatech Land Construction Designing One Member Limited Liability Company</i>		
Purchase of supplies, consulting fee and repair expenses, etc.	1.577.982.985	1.279.064.756
Other transactions	22.301.831	-
<i>Sanest Tourist Travel One Member Limited Liability Company</i>		
Expenses for renting vehicles, tourist service, etc.	2.377.859.187	3.572.450.303



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Notes to the Financial Statements (cont.)

	<u>Current year</u>	<u>Previous year</u>
<i>Khanh Hoa Sanest Restaurant and Products Promoting One Member Co., Ltd.</i>		
Expenses for using services	188.276.705	285.332.327
<i>Khanh Hoa Sanest Restaurant One Member Limited Liability Company</i>		
Expenses for using services	46.698.517	503.471.482
<i>Fishsan Aquaculture One Member Limited Company</i>		
Purchase of goods	-	67.000.000
<i>Cam Thinh Coconut Farm One Member Limited Liability Company</i>		
Purchase of goods, tools	1.000.000	-
<i>Nam Anh Services & Trade Transport Company Limited</i>		
Transportation expenses	547.915.508	821.655.084

Liabilities with other related parties

Liabilities with other related parties are presented in Notes V.2, V.3, V.4 and V.12.

Accounts receivable from other related parties are un-secured and paid by cash. No provision is made for receivables from other related parties.

2. Segment information

The only business field of the Company is to process products and functional food from salanganes nests and is taken place in Vietnam.

3. Subsequent events

Pursuant to Resolution No. 13/NQ-SKH dated 31 December 2024 of the Board of Management, Sanest Khanh Hoa One Member Limited Liability Company and Salanganes Nest Special Processing One Member Limited Liability Company - subsidiaries - will merge (in which Sanest Khanh Hoa Company Limited is the merger recipient). After the merger, the charter capital of Sanest Khanh Hoa One Member Limited Liability Company will increase from VND 36 billion to VND 72 billion. The expected time to complete the merger is in the first quarter of 2025

Apart from the event said above, there have been no material events arising after the date of this statement which need to make adjustments on the figures or the disclosures in the Financial Statements.



Ngo Thi Xuan Nghia
Preparer/ Accountant in charge



Le Hoang Anh
General Director



Khanh Hoa, 23 January 2025



Le Duc Tien
Chairman
Legal representative