



LIX DETERGENT JOINT STOCK COMPANY

CREATING VALUE STANDING A STRONG FUTURE

ANNUAL REPORT 2024



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VISION, MISSION, AND CORE VALUE

VISION

To become the leading company in the production and business of family care products in Vietnam through sustainable development strategies, building a solid distribution system, and pioneering investment in technological innovation

MISSION

To provide high-quality products at reasonable prices to consumers, delivering the highest value to customers, shareholders, employees, and the community.

BUSINESS PHILOSOPHY

Customer-centric approach, respecting business ethics, working together to protect the environment, and complying with the law.

CORE VALUES

"To become the leading symbol of trust in Vietnam for cleaning products that serve human life".



01

GENERAL INFORMATION

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GENERAL INFORMATION



Company Name	: LIX DETERGENT JOINT STOCK COMPANY
Abbreviated Name	: LIXCO
Stock code	: LIX
English Name	: Lix Detergent Joint Stock Company
Charter Capital	: 648,000,000,000 VND
Paid-in Charter Capital	: 648,000,000,000 VND
Stock exchange	: HOSE
Telephone	: (028) 3896 3658
Website	: www.lixco.com
Certificate of Enterprise Registration	No. 0301444263 registered for the first time on September 30, 2003, and updated for the 13th time on July 30, 2024, issued by the Department of Planning & Investment of Ho Chi Minh City.
Headquarter	: 03, Street No. 02, Area 1, Linh Trung Ward, Thu Duc City, Ho Chi Minh City.

**“LIXCO
VIETNAM FAMILY CARE”**

“As the leading detergent manufacturer and supplier in Vietnam, LIXCO is proud to be a trusted companion of every family. With a mission to bring the highest quality products, LIXCO is committed to always standing alongside every Vietnamese family, striving to create a clean living environment, promoting happiness and health for all households.”

2024

KEY EVENTS



LIX BRAND PROUD TO BE A NATIONAL BRAND FOR THE SECOND CONSECUTIVE YEAR

Date: 04/11/2024

On November 4, 2024, in Hanoi, the National Brand Council and the Ministry of Industry and Trade held a ceremony to announce the businesses achieving the **National Brand status in 2024**. LIX Detergent Joint Stock Company was once again honored as a National Brand with flagship products such as Lix Detergent Powder, Lix Dishwashing Liquid, Lix Laundry Liquid, Lix Fabric Softener, and Lix Floor Cleaner.

This marks the second consecutive year that LIX Detergent Joint Stock Company has been recognized as a National Brand in 2024, which serves as great encouragement for the employees of LIXCO, affirming the company's capabilities and the trust in the LIX brand. This also provides momentum for LIXCO to continue developing the brand both domestically and internationally in the future.



TOP 50 MOST EFFECTIVE COMPANIES IN VIETNAM IN 2024

Date: 11/12/2024

Thanks to an effective business strategy and impressive growth, LIX Detergent Joint Stock Company was again recognized as one of the "Top 50 Most Effective Companies in Vietnam" (TOP 50) in 2024 on December 11, 2024. With products under brands such as Lix, On1, Iron & Stone, and Bondy Care, LIXCO has been successfully fulfilling its mission of taking care of Vietnamese families. LIXCO's products are known for their high quality and reasonable pricing export market, ensuring LIXCO's products are available nationwide and in over 20 countries in Asia, Africa, and Europe, including Japan, a market with high-quality standards.



LIX LAUNCHES LIX CLEAN & FRAGRANT LAUNDRY DETERGENT PODS WITH CONVENIENT PERFUME SCENT

12/2024

Lix Clean & Fragrant Laundry Detergent Pods launched in December 2024, provide an intelligent 2-in-1 laundry solution for busy lifestyles. With integrated washing and softening technology, the product not only removes stubborn stains but also leaves fabric soft, vibrant, and infused with a delicate fragrance that lasts throughout the day.



2024

KEY EVENTS

TOP 500 LARGEST VIETNAM ENTERPRISES

Date: 08/01/2025

On January 8, 2025, at the JW Marriott Hotel in Hanoi, Vietnam Report Joint Stock Company (Vietnam Report), in cooperation with VietNamNet, held a ceremony to announce the **VNR500 2024 Ranking**. LIXCO was honored to be listed among the **Top 500 Largest Vietnam Enterprises for 2024**.

This is the 18th year that the VNR500 – the Top 500 Largest Vietnam Enterprises – has been officially announced. The ranking is highly regarded, based on independent research and international standards by Vietnam Report and annually published by VietNamNet. VNR500 represents the key pillars of the Vietnamese economy, helping businesses build credibility both domestically and internationally.

The ranking is determined based on strict evaluation criteria such as financial capacity, actual revenue, revenue growth prospects, total assets, growth potential, media reputation, and expert and consumer surveys.

In 2024, this marks the fourth consecutive year that LIXCO has been listed in the ranking, **improving its position by 14 places compared to 2023**. LIXCO's consistent inclusion in this ranking and its continuous improvement not only reflect its operational efficiency but also demonstrate the trust that consumers place in its products and services. This result is also a driving force for LIXCO to continue pursuing the goal of providing quality products at reasonable prices for customers both domestically and internationally.



LIXCO LAUNCHES NEW FAMILY CARE COSMETICS BRAND – BONDY CARE

Having supported millions of Vietnamese families for over 50 years, the creators of LIXCO, especially those behind the Bondy Care brand, understand that family life is full of activity but also rich in experiences, and every moment together is worth cherishing.

Understanding this, Bondy Care conducted new research aimed at creating a product that can care for the skin and hair of all family members with just one product. After a long process of testing and continuously improving the formula, the new product ensures that skin and hair at any age are always healthy, nourished, protected, radiant, and full of vitality in the simplest way possible.

Bondy Care was initially launched with four products: Dandruff Shampoo, Smooth Shampoo, Antibacterial Shower Gel, Anti-Odor Shower Gel. This launch demonstrates Bondy Care's clear direction in building and developing the brand, offering basic but essential features needed by all consumers.



FORMATION AND DEVELOPMENT PROCESS

- 1972** Originally known as Huan Huan Chemical Factory, a private company designed with Italian technology.
- 1977** During industrial reform, the factory changed to a joint venture and was named Linh Xuan Joint Venture.
- 1978** The factory merged with Viso Detergent Factory.
- 1980** Split from Viso Detergent Factory and became Linh Xuan State-owned Detergent Factory, under the Southern Detergent Corporation.
- 1992** Became LIX Detergent Company, under the Industrial Chemical and Consumer Chemical Corporation.
- 1994** Opened the LIX Hanoi Branch in Gia Lam District, Hanoi, with a production capacity of 5,000 tons of detergent powder per year.

- 2003** Officially transitioned to LIX Detergent Joint Stock Company with a charter capital of 36 billion VND, as registered with the Department of Planning & Investment of Ho Chi Minh City.
- 2005** Acquired a detergent powder factory with a production capacity of 30,000 tons per year from the joint venture Unilever Vietnam in Thanh Xuan District, Hanoi, and moved the Hanoi branch to a new headquarters.
- 2008** Established the Binh Duong Branch and began constructing a liquid detergent plant with a capacity of 60,000 tons per year.
- 2009** On December 10, officially listed on the Ho Chi Minh Stock Exchange (HOSE).
- 2011** The LIX Binh Duong factory began operations and produced its first batches of products

- 2016** On December 30, 2016, the LIX Bac Ninh Branch was inaugurated.
- 2019** Launched the On1 brand – "Inspired by Nature" products.
- 2020** Introduced a product line exclusively for men (shower gels, shampoos, perfumes, etc.); Invested in a cosmetics manufacturing plant in Thu Duc; Invested in an automatic packaging line for detergent powder boxes with a capacity of 25,000 tons per year; Increased the capacity of the Binh Duong branch to 150,000 tons per year.

- 2022** Renovated and upgraded the LIX Bac Ninh Branch. The company was honored with the National Brand Certificate, ranked in the Top 500 Largest Vietnam Enterprises, and recognized as a High-Quality Vietnamese Goods Enterprise for the 17th consecutive year, along with many other prestigious awards
- 2024** The company issued shares to increase its capital from the owner's equity by 100%, raising its charter capital from 324 billion VND to 648 billion VND. Additionally, in 2024, LIXCO launched a new family care cosmetics brand – Bondy Care



Business lines



The company is permitted to operate in the sectors listed in its registration on the national business registration portal and the company's charter, in accordance with current laws, and implements appropriate measures to achieve the company's objectives.



Manufacture of cosmetics, soap, detergents, polishes, and sanitary products.
(Details: Production of detergent products and cosmetics)



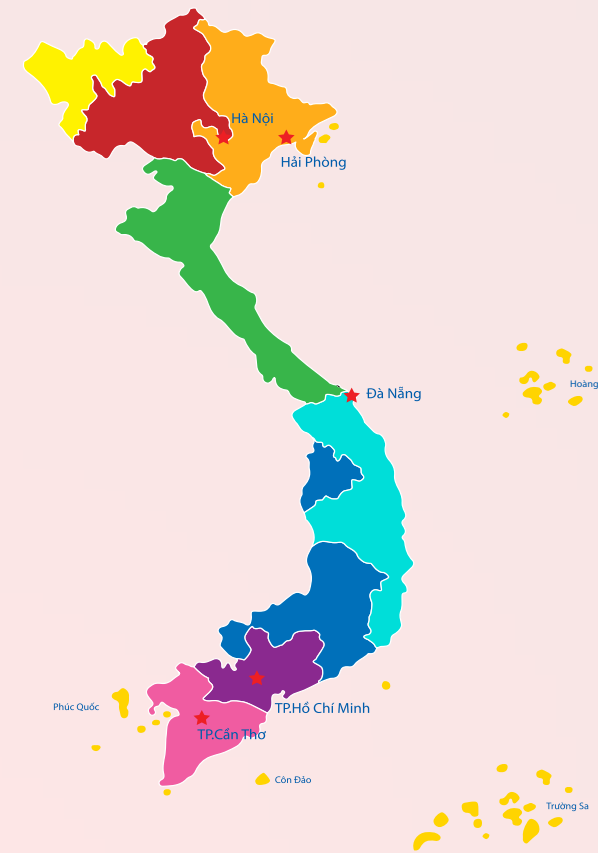
Manufacture of basic chemicals.
(Details: Production of various chemicals, excluding highly toxic chemicals)



Other specialized trade not classified elsewhere.
(Details: Trading in chemicals, excluding highly toxic chemicals, packaging, and import-export business)

120,000 retail points

Nearly 200 distributors



Domestic Market

Modern trade: With the rapid development of e-commerce and modern consumer trends, LIXCO has realized the importance of not only focusing on traditional sales channels but also leveraging modern sales channels. As of now, LIXCO is present in all major supermarket chains such as Saigon Co.op, Bach Hoa Xanh, MM Mega Market, Central Retail, Lotte, Aeon, Wincommerce, Satra, Emart, etc., to expand its market and serve consumer needs in the most timely and efficient manner. Additionally, the company also produces private labels for Saigon Co.op, MM Mega Market, Central Retail, Lotte, Wincommerce, Bach Hoa Xanh, Satra, etc.

General trade: With its long-standing development and the continuous efforts of the leadership team and all staff, LIXCO's distribution network now spans across the country. In 2024, LIXCO had 120,000 retail points, a 5% increase compared to 2023, and nearly 200 distributors to deliver LIX products directly to consumers.

Horeca Channel and E-commerce: The digital transformation to adapt to the economy is inevitable for every business,

and LIXCO is no exception. Recognizing both the challenges and the development potential in the near future, LIXCO has strengthened its presence on e-commerce platforms such as Shopee, Lazada, Tiki, and Tiktok. Moreover, LIXCO has distributed its products via the Horeca channel through reputable restaurant, hotel, and cafe chains.

Export Market

LIXCO has not only confirmed its position in the domestic market but has also expanded internationally with a diverse range of products such as detergent powder, dishwashing liquid, floor cleaner, laundry liquid, fabric softener, and bleach. Today, this Vietnamese brand has conquered over 20 international markets, from Southeast Asian countries such as CamBoDsia, the Philippines, and Brunei to distant markets like Togo, North Korea, and Mongolia.

Particularly, LIXCO is trusted to manufacture OEM products for demanding markets such as Japan, South Korea, Singapore, New Zealand, and Australia. 2024 marks a new milestone as LIXCO signs additional strategic partnerships, including two contracts in Japan (one for a private label and one OEM), expanding into Tanzania, and entering the promising Iran market.

TYPICAL PRODUCTS

With the mission "Taking Care of Vietnamese Families," LIXCO has developed high-quality products including: Detergent powder, laundry liquid, fabric softener, dishwashing liquid, floor cleaner, Javel bleach, glass cleaner, toilet cleaner, etc., under the LIX brand, becoming a familiar companion in every Vietnamese household.

In 2024, the Company introduced a new family care cosmetics brand – Bondy Care, which includes: Dandruff Shampoo - Features active ingredients that help keep the scalp healthy and effectively prevent dandruff.; Smooth Shampoo - Provides essential nutrients to nourish and protect hair from environmental and chemical damage; Antibacterial Shower Gel - Helps eliminate harmful bacteria up to 99.9%, protecting the skin from environmental harm and dirt; Anti-Odor Shower Gel - Gently cleanses and penetrates deep into pores, effectively removing bacteria and BoDsy odor quickly. The key goal of Bondy Care is to simplify the selection process for family members' skin and hair care while ensuring all basic and advanced benefits are provided.

LIX PRODUCTS

LIX LAUNDRY DETERGENT LIQUID

- Lix laundry detergent liquid dissolves quickly and penetrates deep into each fiber, helping to remove stains and leaving no detergent residue on clothes after washing.
- Suitable for both hand and machine washing, protecting washing machines better.
- Retains fragrance for up to 24 hours.
- Safe for users, non-allergenic, and gentle on the hands.



LIX PODS DETERGENT

- With just one step of dropping the pod into the washing machine, your clothes will be quickly cleaned of stubborn stains, softened, and fragranced with a floral scent while preserving the clothes' colors.
- Easy to use with just one step.
- Neatly stored and saves space.
- Suitable for both top-load and front-load washing machines.



LIX DETERGENT POWDER

- LIX Detergent Powder is produced with modern technology using high-quality raw materials, meeting strict input and output standards.
- Suitable for all water sources, including hard water and salty water.
- Offers diverse features to meet various customer needs.
- Environmentally friendly product.
- Retains fragrance for up to 24 hours.



LIX DISHWASHING DETERGENT LIQUID

- LIX Dishwashing Detergent Liquid, with its concentrated formula, quickly cleans dishes, pots, and pans, removing all odors in the shortest time.
- Features a refreshing lemon scent and Vitamin E to protect hands.



LIX FABRIC SOFTENER CLEAN & FRAGRANT

- Using LIX Fabric Softener Clean & Fragrant with its improved formula makes clothes even softer.
- LIX Fabric Softener Clean & Fragrant features new-generation fragrance technology with thousands of delicate, elegant, and alluring fragrance beads, keeping your clothes fresh throughout the day.
- Provides fabric-softening effects, making clothes easier to iron and resistant to wrinkles.



LIX FLOOR CLEANER

- LIX Floor Cleaner quickly cleans stains and dust from floors.
- The unique formula is effective in repelling insects and is safe for your health.
- Regular use keeps your floors looking new with a pleasant fragrance.



LIX JAVEL BLEACH

- White clothes often tend to get dirty, especially in areas like the collar, cuffs, or sleeves, even after soaking and scrubbing thoroughly. LIX Javel Bleach is an excellent helper for homemakers, restoring the whiteness of your clothes like new.
- Additionally, the product effectively eliminates bacteria and mold on clothes.



LIX GLASS CLEANER

- LIX Glass Cleaner removes dust from glass surfaces, leaving them crystal clear and shiny.
- Suitable for use on all types of mirrors and glass.



LIX TOILET CLEANER

- LIX Toilet Cleaner keeps your toilet fresh and clean, removing stains from the toilet bowl and eliminating harmful bacteria.



ON1 PRODUCTS

ON1 KITCHEN CLEANER

- ON1 Kitchen Cleaner, with Yuzu essential oil and an all-new formula, helps remove stubborn grease stains and restores a shiny new look to kitchen surfaces while effectively eliminating odors.



ON1 DISHWASHING LIQUID

- Using Shining Pro technology, ON1 Dishwashing Liquid helps clean and shine your dishes. The product is free from artificial colorants, parabens, and harmful chemicals.
- ON1 Dishwashing Liquid has a mild natural fragrance that effectively eliminates fishy odors while providing a pleasant experience during use. Additionally, it saves time and cost as only a small amount is needed to easily remove grease, leaving dishes sparkling clean, making household chores much easier.
- The product comes in 3 variants to suit different consumer needs: Green Tea & Pink Salt, Kiwi & Aloe Vera, Lemon & Lemongrass.



ON1 HAND WASH FOAM

- Features a rich, smooth lather formula, Aloe Vera extract combined with Glycerin to enhance moisture, and a multi-layer cleaning ability that keeps your hands clean and soft.
- 99.9% antibacterial formula* works quickly within 30 seconds of contact.
- Safe for baby skin

(* Based on test results for pathogenic bacteria: *S. typhi*, *S. aureus*, *E. coli*, *P. aeruginosa* in laboratory conditions.



ON1 HAND WASH

- Using hand wash regularly is a simple yet effective way to create a strong protective barrier for the body against harmful bacteria.
- The ability to eliminate 99.9%* of pathogenic bacteria, combined with an antibacterial formula, moisturizing Aloe Vera to keep the skin soft and smooth, and a refreshing, nature-inspired fragrance, makes On1 Hand Wash the perfect choice to protect you and your loved ones every day.

(* Based on test results for pathogenic bacteria: *S. typhi*, *S. aureus*, *E. coli*, *P. aeruginosa* under laboratory conditions.



ON1 ESSENTIAL OIL LIQUID

- With antibacterial abilities (*) derived from natural ingredients, ON1 Dishwashing Liquid is definitely a safe choice for your family, keeping your dishes free from germs.
- Now your dishes are not just free from grease, but also fresh-scented, bacteria-free, and filled with the love a mother sends to her family in the smallest things.

(*) Based on test results for bacteria: *S.typhi*, *S.aureus*, *E.coli*, *P.aeruginosa*, *S.flexneri*, *B.subtilis* under experimental conditions.



ON1 FABRIC SOFTENER

- On1 introduces its new fabric softener with comprehensive features: A new-generation fragrance retention technology that enhances fragrance retention multiple times, leaving clothes with a gentle natural floral scent, Non-wrinkle and easy-iron formula has been tested to ensure that clothes are soft, wrinkle-free, easy to iron instantly, and have optimal antibacterial protection with natural essential oils.



ON1 LIQUID DETERGENT

- Not only does it contain antibacterial agents that eliminate 99.9% of bacteria (*), On1 Laundry Detergent also combines natural essential oils for a fresh feeling all day. You can comfortably move around without worrying about odors on your clothes, thanks to On1, which specializes in eliminating odor-causing bacteria.
- On1 Liquid detergent comes in varieties like: Laundry Detergent (3 scents); Fabric Softener Detergent, Color Protect Laundry Detergent, and Matic Laundry Detergent.

(*) Kills 99.9% of bacteria *S.aureus*, *P.aeruginosa*, *S.flexneri*, *B.Subtilis*, *M.tuberculosis*, and fungi *C.albicans* under experimental conditions.



ON1 COLOR SAFE DETERGENT

- ON1 Color Safe Detergent – a detergent booster that enhances washing efficiency when combined with Laundry Detergent. Oxygen Bubbles eliminate 99.9% of bacteria (*), preserving fabric color with Oxygen Active for a fresh fragrance, and effectively removing musty odors.
- Experience an easy and relaxing laundry process with On1 Color Clothing Detergent in two refreshing scents: Tropical Blossom and Purple Freshness.

(*) Based on test results for pathogenic bacteria: *S.typhi*, *S.aureus*, *E.coli*, *P.aeruginosa* (under experimental conditions).



ON1 BATHROOM & TOILET CLEANER

- Featuring new-generation technology, it effectively kills 99.9% of harmful bacteria (*) by swiftly removing stains and grime, On1 Toilet and Bathroom Cleaner Gel is an effective solution that restores a shiny surface to your toilet and bathroom all day, every day.
 - A choice that protects and cares for your family's health comprehensively!
- (*) Based on test results for pathogenic bacteria: *S.typhi*, *S.aureus*, *E.coli*, *P.aeruginosa* (under laboratory conditions).



ON1 FLOOR CLEANER

- A slight fragrance will help you relax and reduce stress after a long day of "working hard". It will be wonderful if your home space can become as refreshing and soothing as bringing a spa into your home.
- Combining premium herbs such as clove & patchouli or lemongrass in On1 Floor Cleaner, your floor is not only clean and fresh but also fragrant with essential oils, creating a relaxing atmosphere like a spa right in your home.



ON1 GLASS CLEANER

- On1 Glass Cleaner, with its advanced formula, addresses three priorities: Helps clean and shine surfaces in no time, creating an anti-dust layer effectively. This keeps your glass surfaces clean and beautiful for a longer period against fine dust from the surrounding environment.
- The fragrance of tea tree essential oil will be an added benefit, making your family's glass surfaces shine and leaving the space with a refreshing and relaxing fragrance.



ON1 ESSENTIAL OILS

- If you've tried arranging your items neatly and decorating the space tastefully but still haven't found inspiration, what you might need now is a fragrance. A completely natural fragrance that helps to relax your mind and bring "vitality" to the space.
- With Aromatherapy essential oils, On1 not only helps you relax and regenerate positive energy but also has antibacterial, deodorizing, and mosquito-repellent properties.
- On1 essential oils are suitable for many spaces such as homes, offices, or to eliminate unpleasant odors in tough spaces. Moreover, you can use On1 Essential Oils for outdoor parties or camping to bring comfort and drive away insects.
- The product comes in two popular scents: Lemongrass & Lavender and Orange & Lemongrass.



IRON & STONE PRODUCTS

IRON & STONE SHAMPOO, SHOWER GEL, SHAMPOO & SHOWER GEL

- Iron & Stone Essential Oil Shampoo combines 100% natural essential oils and carefully selected fragrance, through in-depth research on fragrance therapy to bring the finest products that highlight “the unique quality” of men.
- The secret to the product is not only to provide physical value to help men retain their own scent but also to offer thorough mental care.
- Inspiration and Innovation are the first research results in the essential oil shampoo collection of Iron & Stone.

More than just a fragrance, the product line also serves as a “therapy” to nourish the spirit and relieve emotions for men.



IRON & STONE PERFUME

Classification: 2 fragrance groups

- Blue Ocean: A refreshing and mineral fragrance from the sea that helps you feel confident to conquer challenges.
- Aroma Santal: A deep, strong fragrance that adds dignity and decisiveness.



BONDY CARE PRODUCTS

BONDY CARE SHAMPOO

Bondy Care introduces 2 completely new shampoo products that meet the most basic and essential needs of every family:

- Bondy Care Dandruff Shampoo: Features active ingredients that help keep the scalp healthy and effectively prevent dandruff from returning, combined with a new-generation antibacterial formula to eliminate bacteria and dirt for dandruff-free hair after the first wash;
- Bondy Care Smooth Shampoo: Hydrolyzed Keratin formula provides essential nutrients to nourish and protect hair from environmental impacts, chemicals, and prevent damage, leaving the hair soft, shiny, and healthy.



BONDY CARE SHOWER GEL

Bondy Care introduces 2 completely new shower gel products that meet the most basic and essential needs of every family:

- Antibacterial Shower Gel - With mild cleaning ingredients, it helps eliminate harmful bacteria up to 99.9% and protect the skin from environmental and dirt impacts;
- Anti-Odor Shower Gel - contains mild cleaning ingredients that penetrate deep into pores, clean deeply, and eliminate odor-causing bacteria quickly, giving you healthy, fresh skin all day long.



BONDY CARE SCENTED SOAP

Bondy Care introduces two new scented soap products with two features:

- Prevents Odor: With Zinc Ricinoleate combined with Nano Silver to help eliminate odors, prevent odor, and protect the body from odor throughout the day.
- Antibacterial: With the new Nano Silver antibacterial ingredient, it helps deeply clean and eliminate bacteria, giving you healthy skin.



YES PRODUCTS

YES DETERGENT POWDER

- YES Detergent Powder offers an affordable solution with its improved formula that easily removes stains and makes clothes ultra-white.
- Suitable for all water sources.
- Retains a fresh floral fragrance.
- Competitive pricing to help save on household expenses.



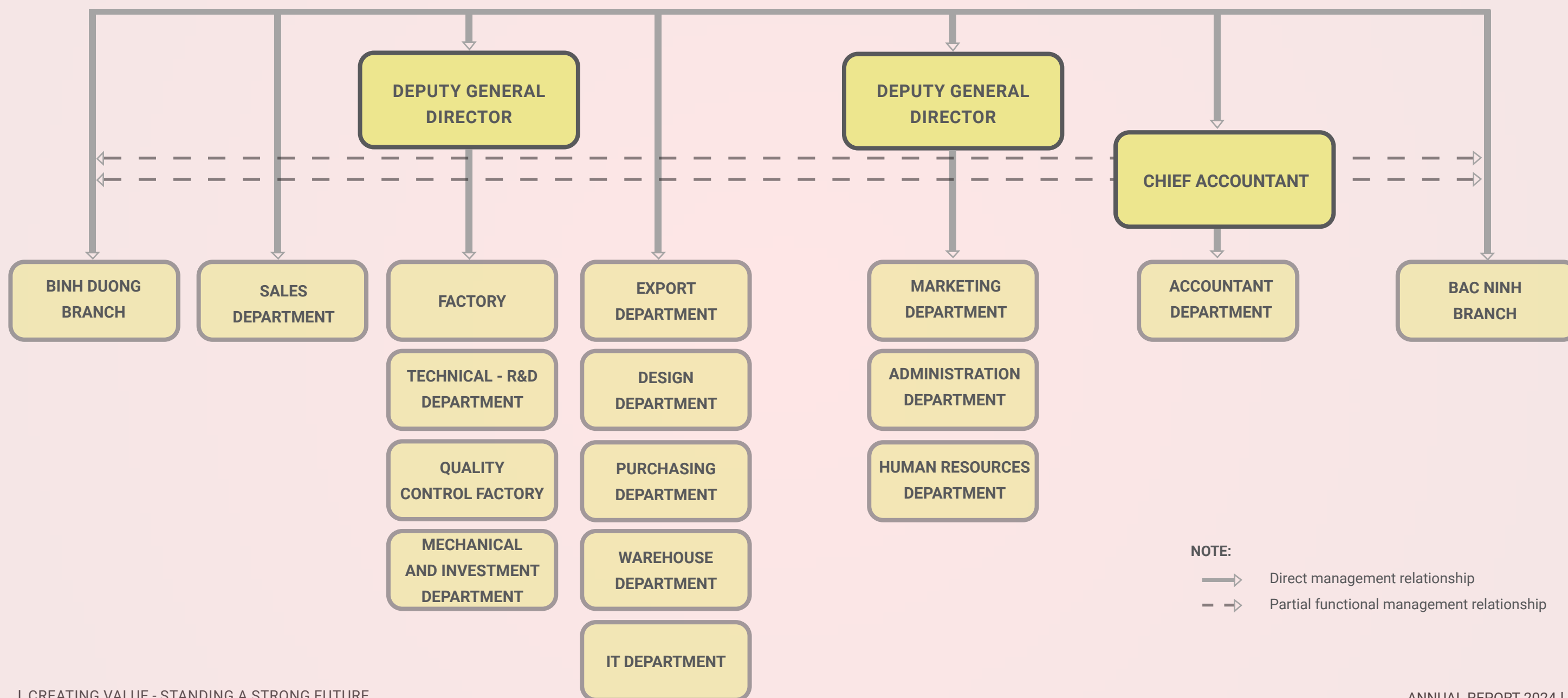
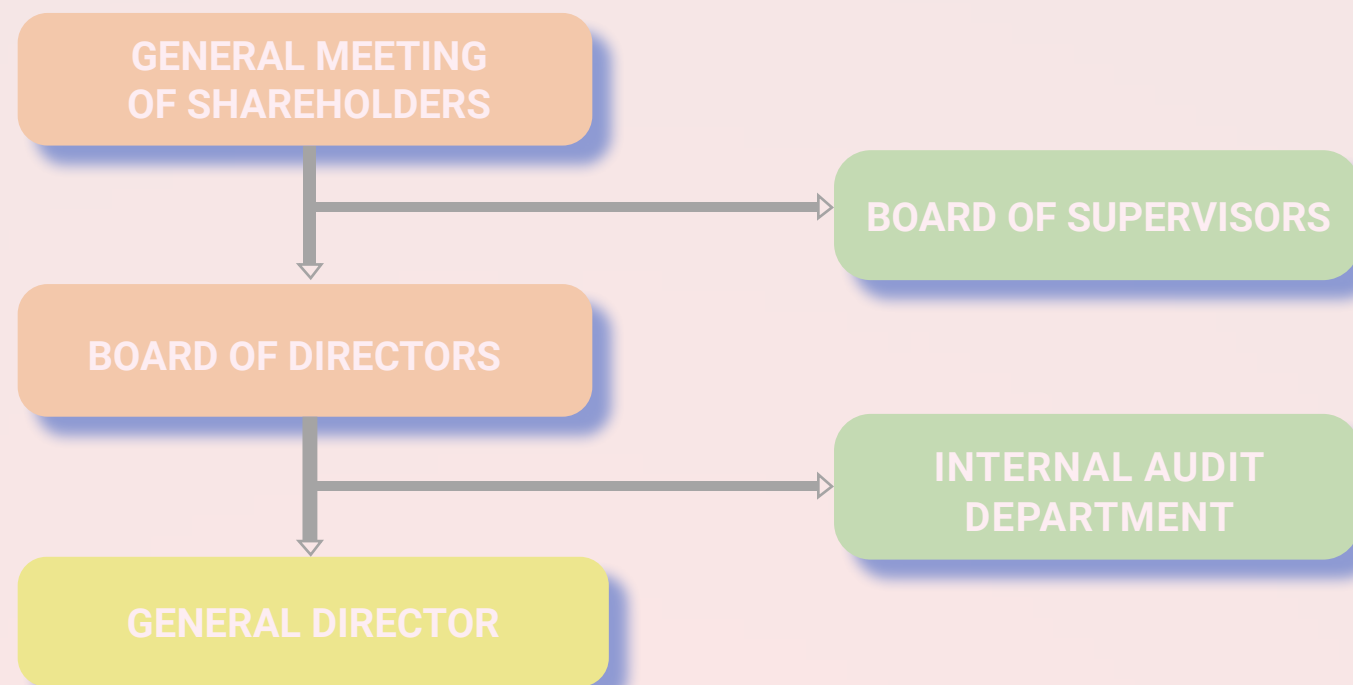
YES DISHWASHING DETERGENT LIQUID

- YES Dishwashing Detergent Liquid provides an effective solution for cleaning dishes, easily removing grease and odors.
- Refreshing lemon scent.
- Competitive pricing to help save on household expenses.



GOVERNANCE MODEL, BUSINESS ORGANIZATION AND MANAGEMENT APPARATUS

According to Clause 1, Article 137, the Law on Enterprises 2020 No. 59/2020/QH14, the Company's Corporate Governance Model comprises of: General Meeting of Shareholders, Board of Directors, Board of Supervisors, and General Director.



NOTE:
 —> Direct management relationship
 - -> Partial functional management relationship



SUBSIDIARIES, ASSOCIATES, BRANCHES



LIX DETERGENT JOINT STOCK COMPANY

Address: 03, Street No. 02, Area 1, Linh Trung Ward, Thu Duc City, Ho Chi Minh City

Area: 22,000 m²

Employees: 640 employees

Capacity: 150,000 tons/year

Product: Detergent powder, Cosmetics



Representative office in Ho Chi Minh City

Address: LD-02.05, Lexington Building, 67 Mai Chi Tho, An Phu Ward, Thu Duc City, Ho Chi Minh City

Area: 116m²

Function: Business Office



LIX Detergent Joint Stock Company – Binh Duong Branch

Address: A-6, A-12, Dai Dang Industrial Park, Phu Tan Ward, Thu Dau Mot City, Binh Duong Province

Area: 50,000m²

Employees: 270 employees

Capacity: 150,000 tons/year

Product: Liquid detergent



LIX Detergent Joint Stock Company – Bac Ninh Branch

Address: Lot II, 1.1, Que Vo 2 Industrial Park, Ngoc Xa Commune, Que Vo Town, Bac Ninh Province

Area: 20,000m²

Employees: 243 243 employees

Capacity: 85,000 tons/year

Product: Detergent powder, Liquid detergent



Xalivico Limited Liability Company - Associate

Address: 233 Nguyen Trai, Thuong Dinh Ward, Thanh Xuan District, Hanoi

Business Activities: Real estate business, sports club activities, trade promotion, advertising, etc.

Charter Capital: 211,538,000,000 VND

Contributed capital of LIX: 55,000,000,000 VND, equivalent to 26% of the charter capital.



GLOBAL ECONOMIC OVERVIEW: MANY INSTABILITIES BUT NOT FEW OPPORTUNITIES.

The global economy in 2024 has experienced a number of significant and unpredictable events, including prolonged geopolitical conflicts in Ukraine – Russia, the Middle East, and political instability in developed countries in Europe and Asia such as Germany, France, and South Korea, which have had a significant impact on international trade activities. Supply chain disruptions have occurred more frequently, coupled with severe natural disasters and climate change-related catastrophes, resulting in rising costs of many raw materials and fuels, directly impacting the business performance of companies. Global manufacturing activities have shown recovery but remain weak. The PMI manufacturing index in major economies like the US, Europe, and China remains below the 50 mark, due to sluggish consumption and the shrinking production activities in 2024, despite improvements in the latter months of the year.

However, the global economy in 2024 has also witnessed some positive signals. According to the IMF, global inflation decreased from 6.7% in 2023 to 5.8% in 2024, reflecting the effectiveness of the tightening monetary policies by many Central banks worldwide over an extended period to curb inflation. In 2024, major Central banks shifted towards easing policies to stimulate economic growth. Specifically, the FED cut interest rates three times in 2024, bringing the rate down to 4.25% – 4.5%, and the ECB also lowered its rate to 1.75%. These positive signals have somewhat alleviated the risk of localized recessions in many major economies, allowing businesses to regain confidence in continuing their investment and business activities.

OUTLOOK FOR THE CHEMICAL INDUSTRY, HOME & PERSONAL CARE INDUSTRY GLOBALLY

The global chemical industry has gone through a year of significant changes and noteworthy trends in 2024. After a recovery period from 2022 to 2023, 2024 saw modest growth with a global chemical output increase of about 2.9%, according to the The American Chemical Society. With rising raw material and fuel costs in 2024, particularly high energy costs in Europe and Asia, chemical companies worldwide have generally shown caution in investing in new production capacities, focusing instead on cost-cutting and improving production efficiency. As a result, the trend is shifting chemical plants from developed countries, where business conditions are challenging, to developing countries. Countries like Indonesia and Vietnam are becoming attractive destinations for manufacturers, thanks to low labor costs and favorable investment policies. In 2024 and in the future, reducing carbon emissions, digitizing processes, and circular production are considered key trends in the chemical industry. Therefore, chemical companies are still focused on sustainable development, technological innovation, and improving production operations to meet these emerging trends.

For the Home & Personal Care (HPC) industry, according to data from StartUs Insights, the global HPC market in 2024 is estimated to be worth approximately USD 560.32 billion and is projected to reach USD 1,151.25 billion by 2034, with a compound annual growth rate (CAGR) of 6.76% from 2024 to 2034. This indicates promising growth prospects for companies in the detergent, disinfectant, and personal care product sectors. Additionally, following the COVID-19 pandemic, the trend towards maintaining personal and household hygiene and the rise of

e-commerce platforms and global online shopping has facilitated easier access and higher sales in the HPC sector. Similar to the chemical industry, products in the Home & Personal Care sector are also focusing on sustainability, environmental friendliness, and consumer preferences for eco-friendly products. This requires companies to continuously improve formulas for more sustainable products, choose raw materials with less environmental impact, and develop biodegradable packaging, bottles made from paper, and eco-friendly recycled plastics.

VIETNAM'S ECONOMY: A COMPREHENSIVE OVERVIEW

In 2024, Vietnam's economy achieved impressive recovery after a year full of challenges. The government made significant efforts to implement various solutions to support the economy, such as: (1) coordinating with the State Bank to flexibly manage monetary policy, relaxing credit growth targets, using financial tools like foreign exchange buying and selling, and open market operations to support liquidity for banks and reduce exchange rate pressure.; (2) promoting fiscal policies, accelerating the disbursement of public investment packages worth VND 680 trillion, and adjusting taxes flexibly.; (3) flexibly adjusting legal regulations to support the stock market, corporate bond market, and assisting businesses with investment and business activities. Thanks to these continuous efforts, Vietnam's economy in 2024 recorded the following results:

- **GDP Growth:** According to the General Statistics Office, Vietnam's GDP grew by 7.09% in 2024, exceeding the government's target of 6.5% - 7.0%, placing Vietnam among the highest growth rates in Southeast Asia. Among the sectors, industry and construction recorded the highest growth rate at 8.19%, thanks to the strong recovery of the manufacturing, processing, and infrastructure sectors.
- **Industrial Index:** The industrial production sector also showed many positive signs. According to the General Statistics Office, the industrial production index in 2024 increased by 8.4% compared to the previous year, with the chemical manufacturing sector growing by 11.9%, higher than the average industry growth rate. The PMI index averaged 50.7 points for the year, above the 50-point threshold, indicating a recovery in Vietnam's manufacturing sector. However, the growth rate remained slow due to weakened international demand and the pressure of controlling input costs.
- **Retail Index:** According to the General Statistics Office, the total retail sales of goods and consumer services increased by a stable 9.0% compared to the previous year, meeting the target set in Resolution No. 01/NQ-CP by the government. This growth was driven by a significant increase in international visitors and a vibrant domestic business activity in 2024.



FUTURE DEVELOPMENT ORIENTATION

In 2025, Vietnam's economic outlook is expected to continue its strong growth trajectory, driven by key factors such as public investment, exports, domestic consumption, and FDI inflows. According to the National Assembly's Resolution to supplement the 2025 socio-economic development plan, the target growth rate is set to reach at least 8%. Some key indicators have been adjusted, with GDP growth expected to exceed 8%, GDP in 2025 projected to reach over USD 500 billion, per capita GDP estimated at over USD 5,000, and average CPI growth expected to be around 4.5% - 5%. International organizations forecast that Vietnam will continue to maintain the highest growth rate in Southeast Asia, at around 6.1% - 6.6%. For exports and imports, Vietnam may benefit from the U.S. trade protection policies and the trend of shifting supply chains away from China, with export and import turnover expected to continue rising sharply. Fitch Solutions estimates a +16% YoY growth in 2025. Retail revenue is forecast to grow by +12.2% YoY, supported by the recovery of domestic consumption driven by the government's stimulus policies. As for inflation, international organizations such as the IMF and World Bank expect Vietnam to manage inflation effectively, with the CPI expected to be between 3.5% - 4.0%, even though input material costs are predicted to continue fluctuating, exerting pressure on inflation in 2025, particularly for crude oil.

GROWTH PROSPECTS FOR THE DETERGENT PRODUCT INDUSTRY AND OTHER HOME & PERSONAL CARE PRODUCTS IN VIETNAM

According to Euromonitor, the Home & Personal Care (HPC) sector is one of the most attractive industries in Vietnam, with a market value of approximately USD 3.1 billion. Specifically for the cosmetics and personal care market, according to Statista's report Beauty & Personal Care – Vietnam, the market is expected to grow at an annual rate of 2.97% (CAGR 2024-2028). According to World Data, in 2024, about 56% of Vietnamese households have an income above VND 15 million per month. Over the next decade, Vietnam is expected to add 23.2 million people to the middle class. Moreover, the rapid urbanization and increase in the number of households create favorable conditions for the consumption of detergent products as well as high-quality home and personal care products.

In recent years, the detergent product market has seen domestic companies facing intense competition from large foreign corporations. The strong financial capabilities of these corporations significantly support advertising, media campaigns, and R&D efforts to improve formulas and develop new product lines. In contrast, local companies face difficulties as their budgets for such activities are relatively smaller compared to foreign companies. Additionally, the pressure from supermarket systems creates significant challenges for local businesses. This highlights the fierce competition in this market, requiring companies to continually innovate, improve products, and adapt their customer approach.

SWOT ANALYSIS



With the powerful impacts of macroeconomic factors, industry trends, and competition, identifying, assessing, and analyzing the strengths, opportunities, and risks is crucial. This allows the company to proactively establish strategic directions and form a system of appropriate solutions to achieve these strategic goals. This is an ongoing process at LIXCO.



Strengths

- Long-established and reputable brand: LIXCO has over 50 years of operation and has built a leading detergent powder brand in Vietnam. The company enjoys trust and support from consumers due to the consistent quality of its products and its strong reputation in the industry. Recognition through awards like "National Brand" shows LIXCO's strong position in the market.
- Extensive distribution network: LIXCO has built a large distribution network with over 150,000 retail points and nearly 200 distributors nationwide. This enables the company to reach customers from urban to rural areas while leveraging the development of modern sales channels, including supermarkets and e-commerce platforms.
- Diverse and high-quality products: LIXCO focuses on diversifying its product portfolio, including household care products (liquid detergent, dishwashing liquid, floor cleaner, laundry pods, fabric softener, toilet cleaner, detergent powder, Javel bleach, glass cleaner, color-safe bleach, toilet and bathroom cleaning gel, essential oils) and personal care products (shampoo, shower gel, 2-in-1 shampoo and body wash, foaming hand wash, liquid hand soap, perfume, scented soap). All products manufactured by the Company are of high quality and meet the consumption needs of various customer segments.
- Infrastructure and technology: The company's manufacturing plants have a capacity of over 150,000 tons per year at the headquarters, 150,000 tons per year at the Binh Duong branch, and 100,000 tons per year at the Bac Ninh branch, ensuring stable supply for both domestic and export markets. Research and development activities are also being boosted to improve product quality and meet market demands.
- Human resources and corporate culture: The company's leadership team has high levels of education and business management vision. The employees are dynamic, creative, and proactive in their work. The company has fostered a strong corporate culture, uniting collective efforts toward the common goal of the company. Additionally, the company continuously reviews, restructures, and adjusts the organizational structure and departmental functions according to the company's operational needs.
- Stakeholder relationships: LIXCO always receives support from the Vietnam National Chemical Group and its subsidiaries, as well as partners inside and outside the industry. The company prioritizes building credibility in all partnerships.



FUTURE DEVELOPMENT ORIENTATION



Weaknesses

- Business operations are directly affected by fluctuations in oil prices and other input materials, as these are key factors in the supply chain and production process. The prices of these inputs are also directly influenced by changes in macroeconomic outlook.



Opportunities

- Large Product Consumption Market: Not only is the domestic market showing positive signs, but the export market also offers many potential opportunities for the company to expand its consumer market globally.
- Sustainable and Environmentally Friendly Consumption Trends: Consumers today are increasingly prioritizing products that are environmentally friendly and safe for health. LIXCO has focused on developing products that meet the criteria of being clean, safe, and environmentally protective, in line with modern consumer trends.
- Diversity in Marketing and Sales Channels: With the growing demand for online shopping through social media platforms, in addition to traditional sales channels, the company is focusing on expanding Horeca and online sales channels.
- Market Expansion and Increased Export Volume: To leverage customer bases from large markets, the company is focusing on entering these promising markets.
- Digital transformation in business operations: The rapid advancement of digital technology presents opportunities to optimize the supply chain, enhance production efficiency, and diversify distribution channels. At the same time, adopting modern technologies enables the Company to improve management, elevate customer experience, and strengthen its competitive capacity in the market.



Threats

- Fluctuating Raw Material Prices and Difficulty in Forecasting: Most of the company's raw materials are directly affected by external factors, which presents a challenge for the company in tracking, updating, and managing risks associated with these factors.
- Fierce competition: Although the Lix brand is widely recognized by consumers, it still faces stiff competition from both domestic and international rivals, particularly from large corporations with robust financial capabilities. Maintaining and expanding market share in such a competitive environment poses a significant challenge for the Company.
- Legal Policies and International Regulations: Expanding into international markets means that LIXCO must face trade barriers and strict legal requirements in export markets. This demands that the company has strategies for cooperation and compliance with regulations protecting consumers and the environment.
- Environmental protection: Stricter regulations on environmental protection and waste management require the Company to invest in clean technology and improve management systems, necessitating a flexible strategy for effective compliance.
- Digital transformation: This trend creates a demand for investment in technology infrastructure and employee skill development. The Company needs to optimize production processes and information management to enhance operational efficiency and adaptability.





COMPANY MAIN OBJECTIVES



MID AND LONG-TERM DEVELOPMENT ORIENTATION

“LIXCO is making a strong breakthrough, moving at a faster pace, with greater internal strength, establishing new development foundations, and advancing toward ambitious goals with greater speed. Enhancing competency standards across the entire system and being ready to embrace challenges define LIXCO’s mindset on its journey of growth and advancement into the future.”



MID AND LONG-TERM DEVELOPMENT ORIENTATION

Quality improvement strategy

- Focus on training the production team to enhance skills and raise awareness and responsibility for ensuring product quality. Regularly organize skill assessment programs, skill contests, and level upgrades to filter and streamline the team's capabilities.
- Focus on process supervision and enhancing process capabilities while controlling quality risks.
- Streamline and enhance the quality of the Quality Control Staff (KCS).
- Invest in modern equipment and apply new technologies in product quality control.
- Continuously improve the quality management system and digitize processes



Competitive strategy

- Control materials and diversify the supply of raw materials to ensure competitive pricing.
- Implement JIT (Just In Time) production and inventory management.
- Manage materials under the quality management system.
- Aim to reduce emissions and greenhouse effects
- Training successor workforce

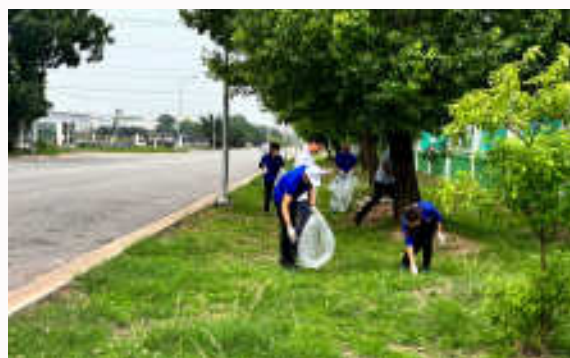




ENVIRONMENTAL, SOCIETAL, AND COMMUNITY OBJECTIVES

ENVIRONMENTAL OBJECTIVES

- At LIXCO, economic development goes hand in hand with environmental protection, aiming for sustainable development, which has been a guiding principle throughout the company's more than 50 years of growth
- Operating in the field of cosmetics and chemicals (excluding highly toxic chemicals), environmental protection is always one of LIXCO's top priorities. Therefore, the company continuously enhances the research of products with ingredients safe for nature and invests in modern, environmentally friendly equipment. Additionally, LIXCO builds dust and odor control systems and installs more air and wastewater treatment systems



SOCIAL AND COMMUNITY OBJECTIVES

We strive to fulfill our social obligations and responsibilities through the following objectives:

- The company implements a sustainable development policy that ensures a balance between production activities while minimizing environmental impacts, and benefiting society and the community.
- Ensure contributions to the community such as taxes, social obligations, and other social contributions.
- Furthermore, LIXCO always listens to and welcomes feedback from the public and employees. Specifically:
- We implement consumer responsibility policies, ensuring a clean and friendly working environment.
- Research and further improve welfare policies for employees.
- Implement multiple policies to ensure employment, care, and support for workers. At the same time, invest in automation and mechanization equipment to minimize the burdensome and hazardous tasks for workers.



Identifying potential risks that may arise in business operations, Lixco always emphasizes risk management, approaching risks scientifically and systematically to monitor, identify, and control them. This enables the Company's Board of Directors to make timely and sound decisions to enhance business safety, strengthen its reputation, and solidify its strategic position.

Industry-specific risks

Brand reputation:

Brand reputation is a key factor in enhancing the competitiveness of a business and determines the success of a brand in the minds of customers. Understanding this, LIXCO is continuously striving to build and strengthen its image as the leading detergent product manufacturer in Vietnam and expand further in the international market. In 2024, the company's Marketing department launched two major media campaigns for the Lix and Bondy Care brands. Specifically, for the Lix brand, a media campaign was conducted for the Lix Laundry Pods; for the Bondy Care brand, a media campaign was launched for the Bondy Care shampoo, shower gel, and perfumed soap product lines. In addition, for Digital Marketing, the Marketing department has also increased advertising on social media platforms such as Facebook, Youtube, and Tiktok to enhance online user reach, in conjunction with advertisements in newspapers like Economic & Urban Newspaper, Industry and Trade Magazine, Chemical Industry Magazine,...

Changes in consumer behavior:

Changes in Vietnamese consumer spending reflect a shift in priorities towards essential products and reduced spending on conventional products. However, factors influencing purchasing behavior still revolve around brand and product quality more than price. With increasing incomes, consumers tend to seek higher-quality alternatives

The company always places product quality as a critical factor in its path to sustainable development. At LIXCO, product research and development are carried out in parallel on two fronts: improving existing products while researching new products to meet consumer needs. For instance, in addition to existing products such as detergent powder, laundry liquid, dishwashing liquid, etc., under the LIX and On1 product lines, the company is currently focusing on liquid detergent products due to the general consumer shift from powdered to liquid products, researching and launching user-friendly product lines. Additionally, LIXCO is expanding its product portfolio to include personal care and cosmetics.

Counterfeit and imitation products risks

Detergent powder and cleaning products are frequently counterfeited and imitated in the market. Currently, the management and handling of counterfeit goods are receiving significant attention from legal authorities. However, there are still many cases where individuals intentionally violate the law to produce counterfeit products bearing LIXCO's brand. This greatly affects the company's reputation, brand, and business results.

To protect the legitimate rights and interests of the business and consumers, the company is actively cooperating with the authorities to address and clarify violations. The company also regularly advises consumers to purchase products from trusted distribution channels and to check products before accepting delivery.

Competition risks

Domestic market:

The home and personal care (HPC) industry is highly competitive in the Vietnamese market, so LIXCO faces pressure not only from local suppliers but also from fierce competition with large multinational corporations that have strong financial power.

Additionally, the increasing availability of products with diverse designs, scents, and prices creates significant challenges for the company in maintaining its market share and achieving planned growth. To strengthen its position, LIXCO needs to focus on product research and development, improve customer service quality, and build strong relationships with suppliers and customers to meet the increasingly diverse and demanding market needs.

Export market:

In the context of exports being a crucial pillar for Vietnam's economy in recent years, the government encourages enterprises to expand their export activities to international markets. Moreover, Vietnam is actively involved in global economic and trade organizations. These factors create balanced opportunities for Vietnamese businesses to export to neighboring countries. However, in addition to the domestic market, LIXCO faces competition from both domestic and international businesses in the global market. Nevertheless, with its established position in demanding export markets such as Japan, Taiwan, and South Korea, coupled with competitive pricing, LIXCO can maintain its position and minimize the impact of domestic and international competition

Legal risks

The stability of the political system, laws, and policies of a country significantly affects the stability and growth potential of industries in general and the home and personal care industry in particular. For LIXCO, the company's activities are subject to the legal framework of Vietnam, including the Enterprise Law, Investment Law, tax policies, customs regulations, and other related laws. As a listed company on the stock exchange, LIXCO is also impacted by the legal framework of the Vietnamese stock market. Therefore, any adverse changes in these legal documents can negatively affect the company's operations.

Furthermore, during the integration process, the company faces increasing trade barriers from large importing markets, with strict requirements regarding origin rules, social responsibility, ecological labeling, and environmental protection. These challenges pose significant risks for the company.

To mitigate legal risks, the company has established and strengthened its legal department to proactively update and research legal information related to the economy and industry specifics, and to adjust its operational mechanisms in compliance with state laws, avoiding potential risks that could negatively impact the company's business.



RISK FACTORS

Environmental risks

The chemical industry, including detergent product manufacturing, is one of the sectors with a high contribution to Vietnam's GDP growth over the years. However, it is also an industry that consumes significant amounts of energy and water and has substantial waste disposal activities, directly impacting the environment and human health. Detergent product manufacturing can generate air pollutants, wastewater affecting groundwater and surface water, and product packaging and other solid waste that contribute to land pollution.

Operating in international markets, LIXCO must meet stringent requirements regarding raw material sourcing, while also proving its social responsibility towards public health. Furthermore, LIXCO must comply with the environmental protection regulations set by the Vietnamese government. The company must strictly adhere to industrial wastewater and emissions standards, as well as limits on noise and vibration from production plants. Thus, the development of business activities must go hand in hand with selecting appropriate technology to improve product quality while minimizing environmental impact.

Recognizing this issue, the company has implemented the following specific measures:

- Operating, monitoring, and controlling environmental treatment systems (wastewater treatment, air pollution treatment, dust control) at production plants to ensure that environmental standards are met, including QCVN 40:2011/BTNMT for industrial wastewater, QCVN 19:2009/BTNMT for air emissions and industrial dust, QCVN 26:2010/BTNMT for noise, and QCVN 27:2010/BTNMT for vibration.
- Periodically organizing summaries, evaluations, and quarterly sampling for monitoring at the plants, completing environmental protection reports to submit to relevant authorities within the required deadlines.
- Annually conducting inspections, maintenance, and repairs for wastewater treatment systems and wastewater collection and drainage systems. Regular maintenance and calibration of equipment to minimize noise and vibration.
- Applying modern manufacturing technologies, enhancing the system of indicators, electromagnetic control systems, and automated controls, installing additional automated packaging lines, reducing manual labor, and increasing productivity and product reliability to ensure leadership in the detergent product manufacturing industry



Force majeure risks

In addition to industry-specific risks, the company also faces other impacts such as diseases, natural disasters, severe climate changes, and political issues. These are force majeure risks that can cause damage to both human lives and property.

In 2024, conflicts in the Middle East and the Red Sea disrupted crude oil supply chains and caused interruptions in maritime trade activities, directly affecting the prices of goods, which in turn impacted the company's business operations.

The company has proactively coordinated, assigned tasks to departments and personnel to develop contingency measures and response plans to mitigate the negative impacts of external risks, avoiding increased input costs and business operation disruptions.

Credit risks

Credit risk is the risk that one contractual party will cause a loss for the Company by its failure to pay for its obligations. The Company is exposed to credit risks mainly from trade receivables and cash in banks.

Trade receivables

In order to control the trade receivables, the Company's Board of Directors has released regulations on sales of goods with strict stipulations in details on purchase subjects, sales limits, credit limit and credit term. The Board of Directors will inspect the conformity with these regulations on sales of goods every month. Besides, the accountant follows up the receivables regularly to speed up the recovery.

Trade receivables of the Company are related to various entities operating in different fields of business and geographical areas, and therefore the credit risk exposed from trade receivables is low.

Cash in banks

The Company's term deposits and demand deposits are in local banks. The Board of Directors does not realize any material credit risk to these deposits. The maximum credit risk level on financial assets is their carrying values. All financial assets of the Company have not been overdue or devaluated.



Liquidity risks

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities. The Company's liquidity risk mainly arises from the differences in maturity dates of financial assets and financial liabilities.

The Company controls liquidity risk by regularly following up the current payment requests as well as estimated payment requests in the futures to maintain an appropriate amount of cash as well as loans, supervising the cash flows actually arisen in comparison with estimation to minimize the effects of the changes in cash flows to the Company.

The Board of Directors believes that the risk level associated with payments to financial liabilities is low. The Company has sufficient capacity to settle all financial obligations when they are due from its operating cash flows and from the amounts receivable from mature financial assets. The Company is able to approach capital sources and loans falling due within 12 months, which can be extended with the current creditors.

Market risks

Market risk is the risk that the fair value or cash flows in the future of a financial instrument will fluctuate due to changes in market prices. Market risks exposed to the operations of the Company include foreign currency risk, and merchandise, material price risk.

The sensitivity analyses and evaluations below are related to the Company's financial position as of 31 December 2024 and 31 December 2023 on the basis of net debt value. The changes of exchange rate, interest rate, merchandise, material price for analyses are assumed on the basis of the judgments of what can be happen in the next 1 year in the observable conditions of the current market.

Foreign currency risk

Foreign currency risk is the risk that the fair value or cash flows of a financial instrument will fluctuate due to changes in exchange rate. The Company imports materials and purchases machinery and equipment mainly by USD, so it has been affected by changes in exchange rate.

The Company controls the risk relating to the fluctuations in foreign exchange rate by optimizing the payment terms of debts, forecasting foreign

exchange rates, reasonably maintaining loan and debt structures between foreign currencies and VND, choosing the time of purchase and payment in foreign currencies when the foreign exchange rates are low, optimally using the available money to balance the foreign exchange risk and liquidity risk. The Company has not used any derivative financial instruments to hedge against foreign currency risk.

The Board of Directors assesses that the effects of the fluctuations in exchange rate on the profit after tax and owner's equity of the Company are unremarkable. Merchandise, material price risk

The Company is exposed to the risk related to fluctuations in merchandise, material prices. The Company manages the merchandise, material price risk by following up the market information and related situations to control the time for purchasing merchandise, materials, preparing manufacturing plan and keeping the volumes of inventories at reasonable level.

The Company has not used any derivative financial instruments to hedge against merchandise, material price risk.



02

BUSINESS OPERATIONS IN THE YEAR

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KEY NUMBERS

2024



BUSINESS PRODUCTION SITUATION

Business Performance in 2024

Unit: Million VND

Indicator	2024	2023	% YoY
Net revenue	2,876,943	2,800,559	2.73%
Net operating profit	256,028	253,755	0.9%
Other income	525	-7,712	-
Profit before tax	256,554	246,043	4.27%
Profit after tax	201,514	190,041	6.04%
Earnings per share (VND)	2,793	2,666	4.76%
Dividend Payout Ratio (%)	48.23%	56.95%	-

(*) The ratio is calculated based on the dividend payout proposed for 2024, which will be presented to the Annual General Meeting of Shareholders in 2025 (expected dividend payout ratio for 2024 is 15%).

In 2024, LIXCO recorded net revenue of VND 2,876.94 billion, an increase of 2.73% compared to 2023. The company's revenue mainly focuses on the sale of key detergent products such as detergent powder, laundry liquid, fabric softener, dishwashing liquid, floor cleaner, glass cleaner, etc. Additionally, personal care products under the Bondy Care brand, launched by LIXCO in 2024, such as shampoos, shower gels, BoDsy wash, and perfumed soaps, were well-received by consumers due to their standout features. Furthermore, in 2024, LIXCO intensified traditional and online media campaigns for its product lines, which helped raise brand awareness and increase consumer reach. As a result, LIXCO recorded a Profit after tax of VND 201.51 billion in 2024, a 6.04% increase compared to 2023. This growth reflects the company's strong focus on cost control in the face of rising raw material costs



This is an encouraging business result for LIXCO in 2024, as the company faced many challenges, such as:

- Frequent political conflicts, including the Russia-Ukraine conflict and the Middle East conflict between Hamas and Israel, significantly disrupted global supply chains, increasing transportation costs to foreign markets and raising raw material and fuel prices due to limited supply.
- The rising strength of the USD in 2024 caused the local currencies of some countries (such as Japan, South Korea, Taiwan) to depreciate against the USD, making it more difficult for foreign customers to import LIXCO products at competitive prices compared to local products.
- Changes in import policies in some countries increased the pressure to raise product prices in those markets, making it harder for the company to compete with local businesses in those regions.
- The domestic market faced fierce competition from international competitors with large financial resources, forcing the company to allocate significant budgets to support advertising activities and R&D to improve competitiveness in the industry



BUSINESS PERFORMANCE IN 2024

Revenue Structure

Unit: Billion VND

Indicator	2024		2023		% YoY
	Value	Proportion	Value	Proportion	
Revenue by sector	2,877	100.00%	2,801	100.00%	2.71%
LIX	2,594	90.16%	2,493	89.00%	4.05%
Contract Manufacturing Revenue	149	5.18%	155	5.53%	-3.87%
Other Revenue (Sale of materials, waste, transportation, etc.)	134	4.66%	153	5.47%	-12.42%
LIX revenue by distribution channel	2,594	100.00%	2,493	100.00%	4.05%
Export channel	409	15.77%	358	14.36%	14.25%
General trade	1,040	40.09%	1,120	44.93%	-7.14%
Modern trade (Supermarkets, Horeca, Online)	1,145	44.14%	1,015	40.71%	12.81%

Revenue structure by sector

LIX Brand revenue

VND **2,877** billion, up 2.71% year-over-year

In 2024, LIXCO's total revenue reached VND 2,877 billion, an increase of 2.71% compared to 2023. The breakdown of revenue by sector is as follows:

- Revenue from LIX-branded products accounted for 90.16%, amounting to VND 2,594 billion, a 4.05% increase compared to 2023. During the year, the company focused on developing and expanding the distribution network for its own brands like LIX, ON1, Iron&Stone, and Bondy Care. This remains the main contributor to the company's revenue, reflecting stable growth in its core business activities.
- Contract manufacturing revenue reached VND 149 billion, accounting for 5.18%, a 3.87% decrease compared to the previous year. This decline was due to fluctuations in contract manufacturing demand from partners, with LIXCO also proactively adjusting its strategy to focus on the LIX brand.
- Other revenue (sale of materials, waste, transportation, etc.) amounted to VND 134 billion, a 12.42% decrease, accounting for 4.66% of total revenue. The decrease was due to optimized supply chain management and stricter inventory control.

Revenue from LIXCO's core products continues to grow strongly, while auxiliary revenue streams are on the decline. This reflects the company's focus on expanding the market and enhancing sales performance for its core products.

Revenue Structure by Distribution Channel

LIXCO has effectively leveraged e-commerce platforms and digital marketing strategies to increase brand visibility and drive sales in a market where detergent products and cleaning products face intense competition. As a result, the Modern trade recorded significant growth, reaching 1,145 billion VND, accounting for 44.14% of total revenue, which is a 12.81% increase compared to the previous year. This growth was driven by the expansion of supermarkets, convenience stores, and the growing trend of online shopping, especially through livestream selling on platforms like Tiktok, Shopee, etc.

The General trade made the second-largest contribution, with revenue of VND 1,040 billion, accounting for 40.09% of total revenue, which is a decrease of 7.14% compared to the previous year. This decline reflects the consumer trend shifting towards modern sales channels.

The Export Channel achieved VND 409 billion in revenue, accounting for 15.77% of total revenue, marking a 14.25% increase compared to 2023. This impressive growth indicates that LIXCO's international market expansion strategy is yielding positive results, leveraging free trade agreements and increasing cooperation with international partners, especially in Japan, Tanzania, and Iran

Modern channel revenue

VND **1,145** billion, up 12.81% YoY

General channel revenue

VND **1,040** billion, down 7.14% YoY

Export channel

VND **409** billion, up 14.25% YoY



BUSINESS PERFORMANCE IN 2024

Performance Against the Planned Targets

Unit: Million VND

Indicator	2024 Plan	2024 Actual	% Actual vs Plan
Net revenue	2,872,000	2,876,943	100.17%
Profit before tax	240,000	256,554	106.90%

Under the efforts of all employees and the guidance of the leadership team, the business activities in 2024 yielded positive results, specifically:

- ▶ Increased product sales across many channels, especially in the Modern trade.
- ▶ Significant sales growth through the supermarket network.
- ▶ Stable growth in export markets such as Thailand, the Middle East, America, Asia, Australia, and Europe.
- ▶ The development of four new customers, including one promising customer from Japan who has placed an OEM order for collaboration.

Net revenue

2,877 billion VND,
achieving 100.17% of
the planned targets

As a result, net revenue and profit before tax in 2024 reached 2,876.94 billion VND and 256.55 billion VND, respectively, achieving 100.17% and 106.90% of the planned targets. Despite fluctuations in the export market due to macroeconomic factors and political conflicts, the domestic market showed positive signs, driven by increased domestic consumer demand. Additionally, the company's launch of new personal care products, aligning with consumer trends, contributed to boosting revenue in 2024.

Profit before tax

257 billion VND,
achieving 106.90% of the
planned targets

Although raw material prices fluctuated significantly and showed an upward trend during the year, the company effectively monitored raw material prices to make timely purchasing decisions, enabling better cost control for production and reducing pressure on cost of goods sold. Furthermore, the company continued to maintain a strategy of managing selling expenses, General and administration expenses well, which resulted in profits exceeding the plan set by the Annual General Meeting.

ORGANIZATION AND HUMAN RESOURCE

List of Company Leadership

Member	Position	Number of shares held, Percentage of holding (Shares, %)			
		Individual holding	Percentage	Representative holding	Percentage

Board of Directors

1. Pham Quoc Dai	Chairman of the BoDs	0	0%	13,608,000	21%
2. Cao Thanh Tin	Member of the BoDs	0	0%	9,720,000	15%
3. Bui Cong Than	Member of the BoDs	0	0%	9,720,000	15%
4. Le Dinh Vy	Member of the BoDs	0	0%	0	0%
5. Ha Phuoc Du	Member of the BoDs	0	0%	0	0%

Board of Supervisors

1. Truong Thi Tram	Head of the BoS	0	0%	0	0%
2. Nguyen Thi Thuy Van	Member of the BoS	7,200	0,011%	0	0%
3. Pham Thi Huyen	Member of the BoS	0	0%	0	0%

Board of Management

1. Cao Thanh Tin	General Director	0	0%	9,720,000	15%
2. Bui Cong Than	Deputy General Director	0	0%	9,720,000	15%
3. Le Dinh Vy	Deputy General Director	0	0%	0	0%
4. Pham Thi Kim Hong	Chief Accountant	4,880	0.0075%	0	0%

List of Company Leadership



Mr. PHAM QUOC DAI

Chairman of the Board of Directors

- Year of Birth: 1986
- Individual holding: 0 shares, accounting for 0% of Charter Capital.
- Representative holding: 13,608,000 shares, accounting for 21% of Charter Capital.
- Qualifications: Civil Engineer in 2010, majoring in Economics and Urban Management

Working experience

- 03/2010 – 07/2014: Senior staff at Investment Department - Construction JSC No. 1 (Vinaconex1).
- 07/2014 – 10/2016: Office Senior staff, General Director's Secretary at Vietnam National Chemical Group.
- 10/2016 – 07/2021: Deputy Chief of the secretariat, General Director's Secretary at Vietnam National Chemical Group.
- 07/2021 – 03/2023: Deputy and in charge of Human Resources Department, Vietnam National Chemical Group.
- 03/2023 – present: Head of Department and in charge of Human Resources Department, Vietnam National Chemical Group.
- 04/2018 – 04/2021: Representative of the Group's shares at Industrial Gas And Welding Electrode JSC, Chairman of the Company's BoDs.
- 04/2021 – present : Representative of the Group's shares at Lix Detergent JSC, Chairman of the Company's BoDs



Mr. CAO THANH TIN

Member of BoDs cum General Director

- Year of Birth: 1980
- Individual holding: 0 shares, accounting for 0% of Charter Capital
- Representative holding: 9,720,000 shares, accounting for 15% of Charter Capital
- Qualifications: Polymer Chemical Engineer of Ho Chi Minh City University of Technology in 2003 . Master of Business Administration - Columbia Southern University in 2013.

Working experience

- 03/2003 – 04/2003: Staff in QC Technical Department - Lix Detergent JSC.
- 05/2003 – 06/2009: Staff in Material Department - Lix Detergent JSC.
- 07/2009 – 01/2010: Assistant to Head of Consumption Department - Lix Detergent JSC.
- 02/2010 – 01/2011: Deputy of Consumption Department - Lix Detergent JSC.
- 02/2011 – 12/2014: Head of Consumption Department - Lix Detergent JSC.
- 12/2014 – 07/2015: Sales Manager - Lix Detergent JSC.
- 08/2015 – 07/2016: Deputy General Director - Lix Detergent JSC.
- 04/2016 – present: Member of BoDs - Lix Detergent JSC.
- 08/2016 – present: Member of BoDs, cum General Director of Lix Detergent JSC.



Mr. BUI CONG THAN

Member of BoDs cum Deputy General Director

- Year of Birth: 1976
- Individual holding: 0 shares, accounting for 0% of Charter Capital.
- Representative holding: 9,720,000 shares, accounting for 15% of Charter Capital.
- Qualifications: Bachelor of Science, majoring in Chemistry, University of Natural Sciences in 1999. Bachelor of Industrial Management, Ho Chi Minh City University of Technology, in 2004.

Working experience

- 09/1999 – 04/2002: Staff of Technical QC Department of Lix Detergent JSC.
- 05/2002 – 05/2007: Technical QC Team Leader Lix Detergent JSC.
- 06/2008 – 08/2009: Deputy of Technical QC Department LIX Detergent JSC.
- 08/2009 – 04/2011: Head of Technical QC Department of Lix Detergent JSC.
- 04/2011 – 12/2014: Member of BoDs cum Head of Technical QC Department of Lix Detergent JSC.
- 12/2014 – 07/2015: Member of BoDs cum Production Director of Lix Detergent JSC.
- 08/2015 – present: Member of BoDs cum Deputy General Director of Lix Detergent JSC.

Ms. TRAN PHAM THUY VY (wife): 73.248 shares, accounting for 0.113% of Charter Capital.



Mr. LE DINH VY

Member of BoDs cum Deputy General Director

- Year of Birth: 1977
- Individual holding: 0 shares, accounting for 0% of Charter Capital
- Qualifications: Master of Economics, major in corporate finance, University of Economics Ho Chi Minh City in 2010. Bachelor of Law, major in Economic Law, University of Economics Ho Chi Minh City in 2016 Bachelor of Economics, major in accounting and auditing, University of Economics Ho Chi Minh City in 2002. Auditor's Certificate by the Minister of Finance.

Working experience

- 06/2010 – 02/2011: Assistant to General Director - Lix Detergent JSC.
- 02/2011 – 06/2017: Head of Internal Auditing Department cum Head of Administration Department – Lix Detergent JSC.
- 04/2012 – 04/2016: Head of BoS - Lix Detergent JSC.
- 06/2017 – 06/2018: Head of Internal Audit Department cum Human Resource Manager - Lix Detergent JSC.
- 06/2018 – present: Deputy General Director - Lix Detergent JSC.
- 04/2022 – present: Member of BoDss cum Deputy General Director of Lix Detergent JSC.
- 07/2023 – present: Member of BoDss cum Deputy General Director, The person in charge of the Company's Administration, Individual authorized to disclose information of Lix Detergent JSC.



Mr. HA PHUOC DU

Member of the BoDs

- Year of Birth: 1972
- Individual holding: 0 shares, accounting for 0% of Charter Capital
- Qualifications: Bachelor degree of Business Administration.

Working experience

- 08/2002 – 08/2003: Staff of Consumption Department - Lix Detergent JSC.
- 09/2003 – 02/2010: Marketing Team Leader of Lix Detergent JSC.
- 02/2010 – 10/2016: Deputy of Consumption Department - Lix Detergent JSC.
- 10/2016 – 01/2019: Head of Consumption Department - Lix Detergent JSC.
- 01/2019 – present: Sales Manager - Lix Detergent JSC.
- 04/2022 – present: Member of the BoDs cum Sales Manager of Lix Detergent JSC.

List of Company Leadership



Ms. TRUONG THI TRAM

Head of the BoS

- Year of Birth: 1984
- Individual holding: 0 shares, accounting for 0% of Charter Capital
- Qualifications:
Bachelor of Economics, Major in Accounting Audit, University of Economics Ho Chi Minh City.
Bachelor of Laws, Major in Business Law.
Accounting Practice Certificate by the Minister of Finance

Working experience

- 08/2007 – 01/2011: Audit Assistant at KSI Vietnam Audit Company.
- 03/2011 – 04/2016: Internal Audit Staff - LIX Detergent JSC.
- 04/2016 – present: Head of the BoS - LIX Detergent JSC.



Ms. NGUYEN THI THUY VAN

Member of the BoS

- Year of Birth: 1975
- Individual holding: 7,200 shares, accounting for 0.011% of Charter Capital
- Qualifications: Bachelor of Economics, Major in Business Administration, University of Economics Ho Chi Minh City, graduated in 2002.

Working experience

- 04/1996 – 01/2010: Employee of the Consumption Department, LIX Detergent JSC.
- 02/2010 – 06/2017: Deputy of the Consumption Department, LIX Detergent JSC.
- 06/2017 – present: Head of the Warehouse Department, LIX Detergent JSC.
- 04/2010 – present: Member of the BoS, LIX Detergent JSC.



Ms. PHAM THI HUYEN

Member of the BoS

- Year of Birth: 1989
- Individual holding: 0 shares, accounting for 0 % of Charter Capital
- Qualifications: Master of Business Administration

Working experience

- 2013: Accountant at Jami Vietnam Limited Liability Company.
- 2014 – 2015: General Accountant, Procurement Manager, Executive Assistant to the Managing Director of Jami Vietnam Company Limited
- 01/2016 – 12/2017: In charge of Internal Control and Assistant to the Managing Director of Operations at Jami Vietnam Limited Liability Company.
- 07/2016 – 12/2017: Assistant to the General Director, in charge of the Accounting Department, and Head of the Human Resources Supply Project at Jami Vietnam Limited Liability Company.
- 03/2018 – present: Senior Business Planning at Vietnam National Chemical Group.
- 04/2018 – 04/2021: Representative of the Group's shares at Industrial Gas And Welding Electrode JSC, Member of the Company's BoDs.
- 04/2021 – present: Member of the BoS, LIX Detergent JSC.



Ms. PHAM THI KIM HONG

Chief Accountant

- Year of birth: 1981
- Individual holding: 4,880 shares, accounting for 0,0075 % of Charter Capital
- Qualifications: Bachelor of Economics, major in accounting, University of Economics Ho Chi Minh City in 2003.

Working experience

- 03/2003 – 2006: Accountant in Lix Detergent JSC.
- 2006 – 2009: General Accountant in Lix Detergent JSC.
- 2009 – 2010: General Accountant, Assistant to Head of Accounting Department - Lix Detergent JSC.
- 2010 – 2017: Deputy of Accounting Department – Lix Detergent JSC.
- 01/2018 – 12/2018: Head of Accounting Department - In charge of accounting of Lix Detergent JSC.
- 12/2018 – nay: Chief Accountant - Lix Detergent JSC.

Mr. Pham Huu Hiep (brother): 910 shares, accounting for 0.003% of Charter capital



ORGANIZATION AND HUMAN RESOURCES

Changes in Board of Management in 2024

In 2024, the Company did not make any change in the Board of Management personnel

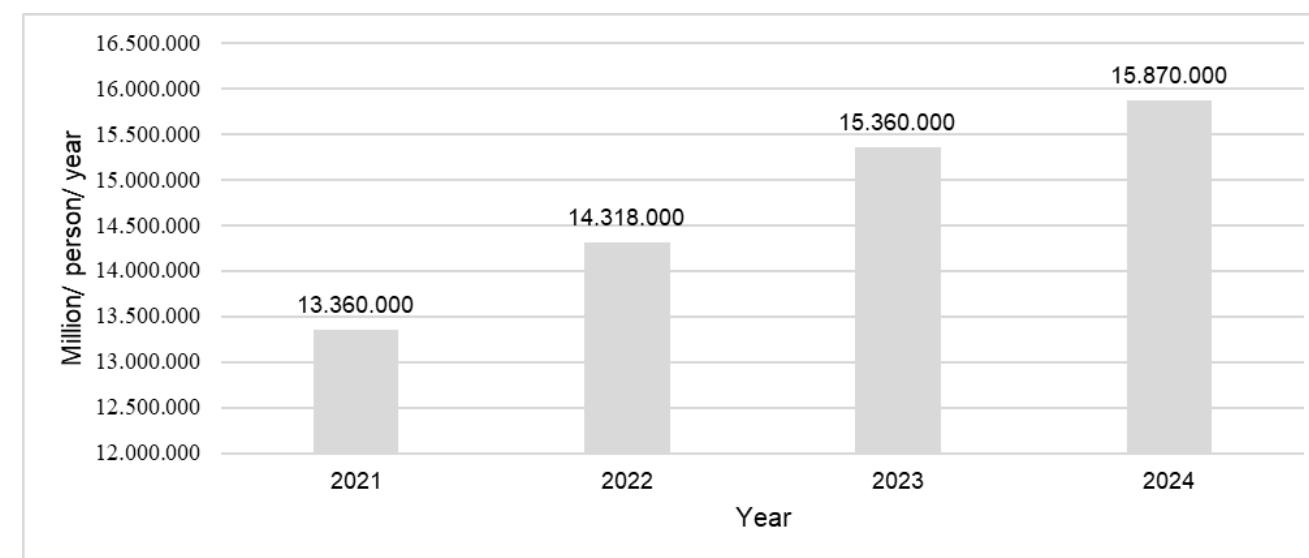
Statistics of the Company's employees

No.	Criteria	31/12/2023		31/12/2024	
		Number (person)	Percentage (%)	Number (person)	Percentage (%)
A	Classified by qualification	1,166	100.00%	1,153	100.00%
1	Graduate and Postgraduate	287	24.62%	306	26.54%
2	College, intermediate level	191	16.38%	194	16.83%
3	Elementary level and technical workers	23	1.97%	26	2.25%
4	Unskilled workers	665	57.03%	627	54.38%
B	Classified by gender	1,166	100.00%	1,153	100.00%
1	Male	746	63.98%	738	64.01%
2	Female	420	36.02%	415	35.99%
C	Classified by labor contract type	1,166	100.00%	1,153	100.00%
1	Temporary contract (less than 1 year)	13	1.12%	10	0.87%
2	Contract with terms between 1 - 3 years	370	31.73%	256	22.20%
3	Indefinite labor contract	783	67.15%	887	76.93%

Income on average

Targets	2021	2022	2023	2024
Total number of employees (person)	1.098	1.100	1.145	1.150
Income on average (VND/person/month)	13.360.000	14.318.000	15.360.000	15.870.000

Average income of employees from 2021 to 2024



ORGANIZATION AND HUMAN RESOURCES

Human resource policies

With the view that people are the core value of the organization, the most valuable asset, and play a central role in operating all resources and activities of the company, LIXCO continuously strives to create a working environment that fosters creativity and inspiration, encompassing various aspects:

01 Working environment

LIXCO strives to build a dynamic, safe, fair, and friendly working environment where every employee takes pride in being an essential part of the company. Each employee is provided with opportunities to fully utilize their professional expertise and creativity. The company creates an effective working environment to attract and retain high-quality human resources with the right qualifications and long-term experience for the company. The company also plans to implement a performance evaluation system based on KPIs, which helps assess the work performance of staff. Based on this, LIXCO will propose fair and reasonable reward policies to encourage employees to continue contributing and improve work productivity. Furthermore, the company places a strong emphasis on developing continuous training programs to ensure that all employees have opportunities to improve their skills and advance in their careers.



02 Recruitment

The company recognizes that creating a competitive advantage and differentiation largely depends on human resources. The recruitment policy is designed to attract and develop people with the right skills and expertise that align with LIXCO's culture. LIXCO's recruitment process is conducted transparently, fairly, and openly, providing a platform for healthy competition among candidates. Depending on the job position, the company sets different requirements regarding skills, knowledge, experience, and education. For leadership and management positions, recruitment is more stringent, with additional criteria such as experience, analytical abilities, independence, decisiveness, and other specific factors.

In addition to the highly skilled labor force, the company also places great emphasis on recruiting production workers and offers various salary support policies for new workers, along with reward policies for newly hired workers who remain with the company for more than six months.

03 Regarding personnel

The company implements a flexible HR policy, mobilizing and appointing personnel reasonably to meet production and business demands according to seasonal needs. The company enhances training to help employees improve their skills and qualifications, ensuring they can easily meet work requirements and future development goals. Furthermore, the salary payment plan has been revised and is now implemented flexibly to align with labor market trends within the industry and reflect employee performance accurately.

04 Salaries, Bonuses, Benefits, and Welfare

The company has implemented welfare policies and bonus schemes committed to employees. It has developed a salary and bonus policy suitable for each position, skill, and qualifications of employees. In addition, the company provides seniority allowances for employees, special provisions for female workers, and ensures full BHLĐ for employees.

The company's leadership has also organized various programs and activities to care for the health and life of employees:

- Comprehensive health insurance has been provided for all employees.
- Birthday parties have been organized for employees with birthdays in the month.
- Employees suffering from common illnesses are provided with medical examinations and medicine at the company's health station, along with other healthcare services.
- The company organizes annual employee trips, fully funded by the company.
- The trade union has a policy of providing loans to employees in need.
- Travel allowances for holidays and festivals are provided for employees.
- The company organizes clubs for employees, including Yoga, guitar, modern dance, dancing, football, badminton, etc.



05

Training and human resource development

Công The training activities have successfully completed their mission by implementing various programs aimed at enhancing both professional skills and management capabilities for all company staff, with a total of 502 training courses, attracting 18,818 participants. There were 31 external training classes organized with the aim of enhancing knowledge and qualifications for the company's staff across various fields, in line with the company's and employees' development needs. Internal training courses and external trainers were organized to meet the needs for training in knowledge and skills for staff, especially in areas such as Occupational Safety and Health, Firefighting and Rescue,... In total, 20 training sessions were held, attracting 2,143 participants in 2024, contributing to raising awareness and skills among staff and workers in OH&S and PCCN, aimed at ensuring safe and efficient production activities. In addition, internal

training activities have been consistently maintained and developed, with 451 internal training courses, totaling 1,592 training hours on professional knowledge and skills. These sessions were conducted by management staff to guide new employees or update work processes for junior staff, attracting 16,543 participants from across the company.



The Human Resources Department has implemented HR projects according to the plan set by the Board of Directors at the beginning of the year, ensuring timely completion and meeting the required quality standards. These include:

- Standardizing the company's organizational structure and its subsidiaries, completing the construction of regulations for the management and operational structure of the company, along with the functions, duties, and organizational structure of its units and branches;
- Organizing training on the "Cultural Commitment" for employees at Thu Duc and Binh Duong with 7 awareness training classes and 4 "Cultural Ambassador" experience training classes;
- Completing the development of a competency framework and organizing competency evaluations for employees across the company based on a 7-level competency model.;
- Organizing 2 rounds of professional knowledge assessments based on work instructions (SOPs) for indirect staff via multiple-choice testing;
- Organizing the annual operational plan (AOP) for 2025;
- Timely, transparent, and objective implementation of reward and recognition programs, as well as staff-related matters, in accordance with regulations.



ORGANIZATION AND HUMAN RESOURCES

Investment and Project Implementation

Unit: Million VND

No.	Name of project/bidding package	Value of investment
A	TRANSITION PROJECT	10,504,00
I	Lix Detergent JSC – Bac Ninh Branch	
1	Investment in Robot System for Palletizing (2 robots)	10,504,00
B	NEW INVESTMENT PROJECT	26,559,25
I	Lix Detergent JSC - Ho Chi Minh City Branch	6,031,80
1	Investment in 2.5-ton Oil Lift Trucks (04 units)	2,775,60
2	Investment in 132 kw Variable Frequency Oil Screw Compressor System, 2-stage compression	3,256,20
II	Lix Detergent JSC - Binh Duong Branch	17,399,93
3	Investment in Automatic Cap Feeding Machine for Line 4, Line 5	848,34
4	Investment in Automatic Bottle Feeding System for Line 3,4,5,6,7	5,372,81
5	Investment in Automatic Filling Machine for Refill Bags (800ml-4000ml)	2,150,00
6	Investment in Cooling Fan System for Bottle Filling Area, Floor 1	388,68
7	Investment in 750 KVA Transformer Substation	1,965,60
8	Investment in Automatic Flavor Measuring System	1,798,50
9	Investment in Solar Water Heating System for Production	2,500,00
10	Investment in Robot System for Palletizing (1 robot)	2,376,00
III	Lix Detergent JSC - Binh Duong Branch	3,127,52
11	Investment in Box Compression Test Machine	432,40
12	Investment in 7-seater Car (1 unit)	1,395,00
13	Investment in Production Workshop – Finished Goods Warehouse	1,300,12
	Total	37,063,25

FINANCIAL SITUATION

Major financial benchmarks

Indicator	UNIT	2024	2023
Liquidity ratios			
Current ratio (Current assets/Short-term liabilities)	Time	2.04	1.98
Current ratio (Current assets - Inventory)/Short-term liabilities	Time	1.52	1.4
Capital structure ratios			
Debt/Total asset	%	32.9	32.44
Debt/Owner's equity	%	49.04	48.02
Activity ratios			
Inventory turnover (Cost of goods sold/Average inventory)	Time	9.58	8.42
Receivables turnover (Net revenue/Average account receivables)	Time	13.56	13.93
Total asset turnover ratio (Net Revenue/Average total asset)	Time	2.13	2.21
Receivables days	Day	26.92	26.2
Inventory days	Day	38.1	43.35
Profitability ratios			
Profit after tax/Net revenue	%	7	6.79
Profit after tax/Average Owner's equity	%	22.15	22.23
Profit after tax/Average Total asset	%	14.91	14.97
Operating profit/Net Revenue	%	8.9	9.06

FINANCIAL SITUATION

Liquidity ratios

In 2024, the liquidity ratios of LIX Detergent Joint Stock Company slightly increased compared to 2023, reflecting financial stability and the ability to meet short-term obligations. Specifically, the current ratio and quick ratio reached 2.04 and 1.52 times, respectively, higher than the 1.98 and 1.40 times in 2023. The improvement primarily stemmed from current assets growing faster than current liabilities, with respective growth rates of 11.41% and 8.53%. The increase in current assets was mainly due to the company increasing bank deposits, including both demand deposits and deposits with a term of less than 3 months, which were aimed at ensuring timely payment obligations to suppliers and stakeholders in the business process and the development of new product lines. In addition, inventory decreased slightly due to an increase in input material prices during the year, and the company proactively managed inventory at a reasonable level. Short-term liabilities increased mainly due to outstanding dividend payments not yet due.

The liquidity ratios indicate that LIXCO is maintaining stable cash flow and effectively managing its debt obligations. The company has sufficient financial resources to meet short-term debts without liquidity pressure.

Capital structure ratios

In 2024, the Debt/Total asset and the Debt/Owner's equity ratio were recorded at 32.90% and 49.04%, respectively, compared to 32.44% and 48.02% in 2023. The company has consistently maintained a stable capital structure, mainly relying on its own resources to fund business operations. This approach helps reduce financial risks and the pressure from financial costs, while also reflecting the company's financial sustainability, minimizing the influence of complex market interest rate fluctuations. It allows the company to make more proactive investment and business decisions. Additionally, with its manufacturing plants operating stably, the need for borrowing to invest in construction is not significant

Activity ratios

In 2024, the company's average inventory turnover reached 9.58 times, up from 8.42 times in 2023. The number of days in inventory decreased from 43.35 days to 38.10 days, indicating a significant improvement in inventory turnover. At the same time, the company continues to implement flexible inventory management practices in line with market conditions, helping to mitigate the impact of raw material price fluctuations.

Receivables turnover was 13.56 times in 2024, slightly down from 13.93 times in 2023. The average days of receivables in 2024 were 26.92 days, up from 26.20 days in 2023. The primary reason for this increase was the significant expansion of the company's distribution system in supermarkets and traditional retail points, coupled with the adoption of more flexible sales policies for customers based on the ability to track and recover debts.

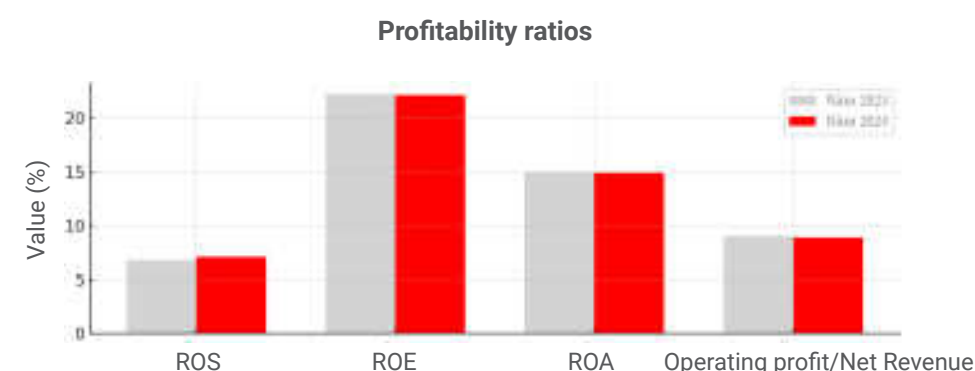
The total asset turnover ratio in 2024 was 2.13 times, slightly down from 2.21 times in 2023. Overall, the ratio remains stable, showing that the company is using its assets efficiently and focusing them on serving its business production purposes.



Profitability ratios

In 2024, the company paid special attention to controlling costs effectively, which helped the company's net profit reach VND 201.51 billion, an increase of 6.04% compared to 2023. As a result, the Profit after tax/Net revenue ratio reached 7.00% in 2024, higher than the 6.79% in 2023. The ROE ratio continued to maintain above 20%, and the ROA ratio remained stable at 15%. In the context of a fiercely competitive market for cleaning and personal care products in recent years, LIXCO's ability to maintain profit margin ratios and capital efficiency ratios higher than the industry average demonstrates that the company continues to perform well in sales revenue, cost optimization, and effective use of its capital in business operations.

The Operating profit/Net Revenue ratio was 8.9% in 2024, continuing to remain stable, with little change compared to 2023. Overall, the stable growth in profitability ratios in 2024 was due to both aspects of maintaining revenue growth and cost reduction by the company. Regarding revenue, the company has intensified new product development, maintained product promotion activities, increased customer service experience, and selected appropriate distribution channels, which helped achieve better revenue growth compared to 2023. Regarding costs, the company always strives to manage various costs most efficiently to ensure competitive product pricing while maintaining product quality. Moreover, the company was not heavily impacted by financial cost pressure and external market interest rate fluctuations, as it focused on operating based on its existing equity capital. As a result, the company's performance has been consistently strong over the years, ensuring high profitability ratios



FINANCIAL SITUATION

Assets status

Unit: Million VND

Indicator	31/12/2024		31/12/2023		%YoY
	Value	Proportion	Value	Proportion	
	Current Assets	918.555	65,78%	824.478	
Non-current Assets	477.913	34,22%	481.558	36,87%	-0,76%
Total Assets	1.396.468	100%	1.306.037	100%	6,92%

Total Assets 1.396.468

million VND, increase 6,92%
compared to 2023

As of 31/12/2024, the total assets of the Company amounted to 1,396.47 million VND, an increase of 6.92% compared to 1,306.04 million VND at the end of 2023. Current assets maintained a significant proportion, accounting for 65.78%, totaling 918.56 million VND, a rise of 11.41% compared to 31/12/2023. Within current assets, short-term deposits, mainly under 3 months, account for the majority. Due to the nature of the Company's manufacturing and retail activities, it is necessary to maintain a certain level of liquid cash to ensure working capital is available to respond to market fluctuations and business risks.

The Company's receivables are mostly outstanding and highly recoverable, so the Company does not need to set up provisions for bad debts. This reflects an effective credit management policy and stable cash flow from business activities. Non-current assets accounted for 34.22% of total assets, totaling 477.91 million VND, a decrease of 0.76% compared to 31/12/2023. Due to the nature of manufacturing, fixed assets always represent a large proportion of the Company's non-current assets. The Company continues to invest in machinery, equipment, and the automation of production processes in 2024.

Liabilities status

Unit: Million VND

Indicator	31/12/2024		31/12/2023		%YoY
	Value	Proportion	Value	Proportion	
Total Liabilities	459.504	32,90%	423.701	32,44%	8,45%
- Short-term Liabilities	451.099	98,17%	415.660	98,10%	8,53%
- Long-term Liabilities	8.405	1,83%	8.041	1,90%	4,53%
Owner's equity	936.964	67,10%	882.335	67,56%	6,19%
Total Liabilities and Owner's equity	1.396.468	100,00%	1.306.036	100,00%	6,92%

Owner's equity 936.964

million VND, increase of 6.92%
compared to 2023

Total Liabilities and Owner's equity LIX Detergent Joint Stock Company reached 1,396.47 million VND, an increase of 6.92% compared to 31/12/2023. In which:

- **Liabilities** accounted for 32.90%, totaling 459.5 million VND, an increase of 8.45% compared to 31/12/2023.
- **Owner's equity** accounted for 67.10%, reaching 936.96 million VND, an increase of 6.19% compared to 31/12/2023.

The Company's liabilities primarily consist of short-term debt, which accounts for over 98% of total liabilities. Due to the nature of the business, short-term liabilities frequently arise in the production process as the Company regularly imports goods and raw materials from suppliers. However, the liabilities owed to suppliers are interest-free, so the Company does not face

pressure on capital costs. Additionally, the Company does not use foreign currency loans, so it is not affected by exchange rate fluctuations. With effective business cash flow management and tight control over debts, the Company ensures its ability to pay suppliers. In 2024, the Company did not incur any new short-term debt and did not face overdue or bad debt situations. The Company aims to primarily use equity and non-interest-bearing capital to fund its business operations to minimize interest payment pressures and reduce the impact of external macroeconomic fluctuations on business performance. As a result, the proportion of equity in the capital structure has been consistently maintained at a high level over the years.

SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY

Shares: Shares of Lix Detergent JSC

Total Number of shares issued:

- Total Number of shares issued: 64.800.000 shares
- Number of treasury shares: 0 shares

Types of shares: Common shares

Share's par value: 10,000 VND/share

Shareholders structure

No.	Type of Shareholder	Number of shares	Percentage of holding
I	State shareholders	33,048,000	51%
II	Domestic shareholders	29,732,748	45.89%
1	Individuals	26,196,908	40.43%
2	Institutions	3,535,840	5.46%
III	Foreign shareholders	2,019,252	3.11%
1	Individuals	1,040,498	1.60%
2	Institutions	978,754	1.51%
Total		64,800,000	100.00%

Pursuant to the document No. 3470/UBCK-PTTT June 9, 2023, the maximum foreign ownership: 50%

Transaction of Treasury shares: None

Other securities: None

Changes in Owner's Paid-in Charter Capital

Unit: Million VND

No.	Capital Increase Time	Additional Charter Capital (VND)	Charter Capital After Increase (VND)	Capital Increase Method	Legal Basis
1	Equitization	-	36,000	-	-
2	2008	36,000	72,000	Issuance of bonus shares, ratio 1:1	Shareholders' Meeting Resolution No. 01/2008/NQ-ĐHĐCĐ in 2008; Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh City, change 03 on 06/06/2008.
3	2009	18,000	90,000	Issuance of shares for dividend payment, ratio 5:1	Shareholders' Meeting Resolution No. 01/2009/NQ-ĐHĐCĐ in 2009; Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh City, change 04 on 26/10/2009.
4	2012	18,000	108,000	Issuance of shares for dividend payment, ratio 2:1	Shareholders' Meeting Resolution No. 01/2012/NQ-ĐHĐCĐ on 30/03/2012; Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh City, change 05 on 28/06/2012.
5	2013	108,000	216,000	Issuance of shares for dividend payment, ratio 1:1	Shareholders' Meeting Resolution No. 02/2012/NQ-ĐHĐCĐ on 29/04/2013; Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh City, change 06 on 22/08/2013.
6	2016	108,000	324,000	Issuance of shares to increase capital from owner's equity, ratio 2:1	Shareholders' Meeting Resolution No. 01/2016/NQ-ĐHĐCĐ on 28/04/2016; Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh City, change 09 on 05/09/2016.
7	2024	324.000	648.000	Issuance of shares to increase capital from equity, ratio 1:1	Shareholders' Meeting Resolution No. 01/NQ-ĐHĐCĐ on 26/04/2024; Official Letter No. 4325/UBCK-QLCB on 12/07/2024. Certificate of Enterprise Registration No. 0301444263 issued by the Department of Planning and Investment of Ho Chi Minh , change 13 on 30/07/2024

REPORT OF ENVIRONMENT AND SOCIAL IMPACTS



Environmental impact

As a business operating in the cosmetics and detergent industry, LIXCO is fully aware of the environmental impacts arising from its production process, especially challenges related to water quality, air, and waste management. Therefore, the Company has been implementing a comprehensive environmental management strategy across its value chain, from input to output in its production and business activities.

This sustainable development strategy not only helps LIXCO build a clean and green working environment, ensuring safety and health for its workers, but also brings significant added value. Specifically, optimizing production processes to be environmentally friendly has allowed the Company to save significantly on operational costs, minimize environmental risks, and enhance its brand reputation in the market.

In particular, LIXCO's strong commitment to environmental protection not only meets domestic legal requirements but also creates a competitive advantage in attracting international partners and investors who prioritize ESG standards. This is a crucial foundation for the Company's continued market expansion and sustainable development in the future.

In 2024, the total volume of solid and hazardous waste recorded by the Company was as follows:

- Total household solid waste in 2024: 243.94 tons
- Total hazardous waste in 2024: 696.51 tons

To minimize the negative environmental impacts, in 2024, the Company proactively implemented measures to reduce greenhouse gas emissions, specifically as follows:

01 Focused on investing in modern equipment and using advanced technology in the production process as well as in wastewater treatment.

02 Raised employee awareness on environmental protection and encouraged employees not to litter and to comply with waste collection regulations; the Company is also researching and developing guidelines for waste management and establishing independent inspection teams to monitor production processes and wastewater treatment.

03 Continued operation, monitoring, and control of environmental treatment systems (wastewater treatment, air pollution treatment, dust control) at its plants to ensure that environmental standards for output quality meet QCVN 40:2011/BTNMT for industrial wastewater and QCVN 19:2009/BTNMT for air emissions and industrial dust before discharge into receiving sources.

04 Organized quarterly environmental monitoring and inspections (4 times/year) in compliance with the Law on Environmental protection 2020.



05 The Company has actively planted more trees and implemented 3R (Reuse - Reduce - Recycle) policies, encouraging employees to limit the use of disposable items in favor of long-lasting and environmentally friendly alternatives.

06 For hazardous waste: The Company applies proper collection, classification, and separate storage of each type of hazardous waste in accordance with legal regulations. The Company follows the collection, classification, and storage procedures for hazardous waste as per the Law on Environmental protection 2020, Decree 08/2022/NĐ-CP, Circular 02/2022/TT-BTNMT, and Circular 36/2015/TT-BTNMT. The Company also transfers hazardous waste to authorized treatment units and manages documentation properly. In 2024, the total amount of hazardous waste transferred for treatment was 696.51 tons, an 8.92% increase compared to 2023.

07 In 2024, the Company signed a contract with a competent unit to inventory greenhouse gas emissions at the facility level for 2023, review, develop, and implement measures to reduce greenhouse gas emissions in 2024 and the following years.

REPORT OF ENVIRONMENT AND SOCIAL IMPACTS



Raw material management

Raw materials are a core factor in the production and business process of any company, especially for companies with large-scale production. For the Company, these factors play a very important role and determine the effectiveness of its business operations. The main raw materials of the Company include LAS, Soude, Sulphate, Soda, surfactants, packaging, etc. The Company maintains the evaluation and selection of raw materials for production based on criteria such as low waste content, recyclability, and environmentally friendly biodiversity. Additionally, the Company has a stable supply from reputable suppliers in the market, which provides the Company with flexibility in selecting and adjusting the raw materials for the production process. The main raw materials and energy used in the Company's production process include:

Material Type	Quantity
Paper Labels (pieces)	59.896.805
Film Packaging (meters)	10.592.166
Bag Packaging (pieces)	13.039.982
Cardboard Packaging (pieces)	11.618.521
Plastic Bottle Packaging (pieces)	58.722.358
Liquid Raw Materials (kg)	41.584.504
Solid Raw Materials (kg)	42.152.489
Fragrance (kg)	659.066
Total	238.265.892

To ensure responsibility for recycling the raw materials and packaging used in the production and packaging processes, in 2024, the Company has implemented several measures as follows:

- Compiled and declared related information on the National EPR (Extended Producer Responsibility) Portal on March 28, 2024, for 5 types of packaging (Carton packaging; Hard PET packaging; HDPE packaging; Hard LDPE, PP, PS packaging; Single-material soft packaging; Multi-material soft packaging).
- For carton packaging, the Company signed a contract with a capable unit for collection and recycling, ensuring the collection and disposal process meets strict environmental standards.
- For the remaining 4 types of packaging, the Company has chosen the solution of contributing to Vietnam Environment Protection Fund, in accordance with the regulations of Decree 08/2022/NĐ-CP on the Extended Producer Responsibility.

In 2024, the Company successfully collected and recycled 2,006 tons of carton packaging, accounting for 35.5% of the total volume of carton packaging in products launched by the Company in the market



35,5% of materials are recycled for production



REPORT OF ENVIRONMENT AND SOCIAL IMPACTS

Energy consumption

The Company's leadership always focuses on and directs business activities towards optimization to reduce energy and fuel costs while minimizing negative environmental impacts. Some specific solutions the Company has implemented to save energy include:

- Investing in modern equipment, integrating technology at production plants, saving energy, and combining regular maintenance and checks of equipment and machinery in use. This helps significantly reduce energy consumption and improve operational efficiency within the Company.
- Prioritizing the use of clean and renewable energy. LIXCO has regulations on lighting standards at its plants, using energy-efficient lighting systems. Additionally, the Company has developed and is testing a solar panel installation project at both the Company's offices and production plants.
- Actively using natural gas and liquefied gas products in company operations, contributing to cost savings, reducing greenhouse gas emissions, and minimizing negative environmental impacts.
- Collaborating with departments within the Company to establish raw material consumption norms closely aligned with actual conditions based on the initial design parameters. The Board of Management regularly directs, urges, self-checks, and supervises the implementation of consumption norms. As a result, all departments make efforts to develop production plans, improve technology, and apply optimal production processes to reduce consumption norms in the production process, maximize cost savings, and increase business efficiency.
- The Company also enhances internal communication activities to raise awareness about environmental protection among employees. The programs are implemented regularly with various and practical forms, ensuring that every employee understands their role and responsibility in maintaining a green, clean, and sustainable working environment.



No.	Energy	Unit	Quantity Used in 2024
1	DO Oil	Liters	636.684
2	FO Oil	Liters	1.040.305
3	Electricity	kWh	8.843.758
4	CNG Gas	Sm ³	2.613.396
5	Gasoline	Liters	28.218

In 2024, LIX Detergent Joint Stock Company continued to push forward energy-saving initiatives to reduce environmental impact, aligning with its sustainable development strategy under ESG standards. Specifically, CNG consumption decreased by 1.76%, and FO Oil consumption decreased by 2.74% compared to 2023. This not only helps optimize operational costs but also contributes to reducing carbon emissions, reinforcing the Company's commitment to green production, energy savings, and environmental protection.

Gas (CNG) consumption

Decrease 1,76%

compared to 2023

FO Oil consumption

Decrease 2,74%

compared to 2023



REPORT OF ENVIRONMENT AND SOCIAL IMPACTS



Water consumption

The Company assigns specialized departments to monitor daily water balance, promptly detecting any discrepancies, controlling water usage, and preventing waste.

No.	Factory	Water source	Water supply unit
1	LIX Ho Chi Minh	Tap water (municipal water)	Di An Water Supply Branch - Binh Duong Water - Environment Corporation - Joint Stock Company
2	Binh Duong Branch	Tap water (municipal water)	Thu Dau Mot Water Supply Branch - Binh Duong Water - Environment Corporation - Joint Stock Company
3	Bac Ninh Branch	Tap water (municipal water)	Que Vo Idico Urban and Industrial Zone Development Investment Joint Stock Company



Water usage in 2024: The total amount of tap water (municipal water) used in 2024 was 174,493 m³, a decrease of 1.97% compared to 2023.



Wastewater: The Company has enhanced inspection, control, and monitoring of treatment equipment to ensure that 100% of generated wastewater is collected and treated according to standards before being discharged into the environment.



Percentage and Total Recycled and Reused Water: The percentage of recycled and reused water compared to the total water extracted in 2024 was 23.5%, an increase of 2.2% compared to 2023.



REPORT OF ENVIRONMENT AND SOCIAL IMPACTS



Compliance with Law on Environmental protection

As a leading company in the cosmetics and detergent industry, LIXCO not only emphasizes its responsibility for environmental protection but also fosters a culture of sustainable business practices. The Company has developed and implemented programs to raise environmental awareness, from management to employees, making environmental protection an inseparable part of its production and business operations. LIXCO not only strictly adheres to environmental laws but also takes the lead in applying advanced green standards, demonstrating its strong commitment to sustainable development.

Responding to World Water Day, World Meteorological Day, Earth Hour Campaign, and other environmental protection campaigns

LIXCO has actively participated in and led several globally significant environmental campaigns in 2024, demonstrating its strong commitment to the United Nations' sustainable development goals. The Company has implemented synchronized activities in response to important international environmental events such as World Water Day, World Meteorological Day, Earth Hour Campaign, World Environment Day, and Clean Up the World Campaign.



The activities were designed diversely, from awareness-raising communications and in-depth training programs on waste management to practical activities such as environmental cleanup campaigns. Through internal communication platforms, these activities have significantly contributed to building a green corporate culture and raising environmental protection awareness among all employees.

Compliance with the Law on Environmental protection No. 72/2020/QH14 of the National Assembly, Decree No. 08/2022/NĐ-CP of the Government, Circular No. 02/2022/TT-BTNMT of The Ministry of Natural Resources and Environment:

The Company applies and controls the contents as required by Law on Environmental Protection No. 72/2020/QH14 of the National Assembly, Decree No. 08/2022/NĐ-CP of the Government, Circular No. 02/2022/TT-BTNMT of the Ministry of Natural Resources and Environment, and the Environmental Protection Regulations within the Vietnam National Chemical Group.



Compliance with Decree No. 45/2022/NĐ-CP of the Government on Administrative Penalties for Environmental Protection Violations:

To comply with Decree No. 45/2022/NĐ-CP on administrative penalties for environmental protection violations, all employees in the Company work together to raise awareness, starting with small actions to create significant changes:

- **Energy Saving (Electricity):** "Turn off when not in use" – Electrical devices must be turned off when not in use, including computers, printers, air conditioners, fans, lights, etc.
- **Waste Sorting:** Collection points must have bins for waste sorting, and employees must sort and dispose of waste according to the guidelines at the collection points.
- **Reducing Plastic and Nylon Emissions:** Avoid using single-use plastic products such as plastic bags, straws, etc. Encourage the use of glass bottles and prioritize products in paper packaging.
- **Maintaining Clean Work Areas:** Regulation on implementing the 5S method:
 - Sort: Review, categorize, select, and discard unnecessary items.
 - Set in Order: Organize work materials in logical locations
 - Shine: Keep the workspace and surrounding areas clean
 - Sustain: Perform regular maintenance of tools, equipment, and the working environment.
 - Standardize: Prepare all necessary resources for the job.
- **Smoke-Free Workplace:** Smoking is prohibited in the work area.

Environmental regulations are strictly adhered to and implemented uniformly across the Company, with no violations related to the environment reported in 2024.

REPORT OF ENVIRONMENT AND SOCIAL IMPACTS

Policies related to employees

At LIXCO, we consider human resources as a strategic asset and the key driver for the sustainable development of the Company. With this vision, the Company has been and is continuing to create a professional working environment where each individual is given the opportunity for comprehensive development, both professionally and in career direction. To realize this commitment, LIXCO has developed a comprehensive human resources ecosystem with the following strategic solutions:

Ensuring employee safety:

The Company always prioritizes occupational health and safety to ensure the health and life of employees, minimize work accidents, and prevent occupational diseases.

- Fully equip employees with protective gear.
- Regularly inspect and review OH&S practices at all plants.
- Conduct regular testing and maintenance of machinery, equipment, and materials with strict safety requirements.
- Organize reviews and updates of workplace safety standards and improve the design of protective clothing for direct production employees, in line with the requirements of outsourcing partners and workshop working conditions.
- Develop safe working procedures, assign clear responsibilities, etc.
- Organize training programs to educate and raise awareness about Occupational Health and Safety.



Ensuring employee health and welfare

In 2024, LIXCO continues to reaffirm its commitment to placing employees at the center of its development by comprehensively implementing welfare policies and healthcare programs. These efforts not only improve the quality of life for employees but also contribute to building a sustainable working environment.

Comprehensive healthcare policy

LIXCO has implemented a multi-layered healthcare system, including comprehensive health insurance for 100% of employees, combined with an annual health check program conducted twice a year. In particular, the Company focuses on specialized workers with an additional in-depth health examination. The seasonal flu vaccination program and on-site healthcare services are regularly maintained, ensuring that employees receive timely and effective care.

Food safety and nutrition policy

The Company implements a strict food quality management system, with a tightly controlled process from raw material sourcing to processing. A significant achievement is maintaining a 100% food safety standard, with no reported cases of food poisoning.



Corporate culture activities

To create a cohesive working environment, the Company maintains traditional cultural activities during major holidays and festivals. Notably, the Company organizes Mid-Autumn Festival gift-giving, Tet calendars, and New Year's gifts for all employees, demonstrating care and appreciation for the workforce.

By implementing these policies comprehensively, LIXCO not only creates a professional working environment but also establishes a humane corporate culture, forming a solid foundation for the Company's sustainable development.

Welfare and employee support programs

LIXCO closely collaborates with the Union to implement a variety of support activities, from offering gifts to families in need to organizing domestic and international leisure trips. Carefully selected destinations include Nha Trang and Da Lat domestically, and international tours to Thailand and China.



REPORT OF ENVIRONMENT AND SOCIAL IMPACTS

Policies related to employees

Employee engagement

Employee engagement activities:

In 2024, LIXCO organized numerous events to engage employees, such as the "Tet Cleaning Contest – Generous Lucky Money," "Radiant LIXCO," "Long-Service Recognition," "Proud of My Favorite Product Contest," "Flag Road 2-9," and the "Happiness Tree 20/10" program. These events created a vibrant and competitive atmosphere, fostering enthusiasm for work, cultural and spiritual activities, and strengthening the sense of pride, unity, and solidarity among all employees members and employees of the Company.



Internal communication:

In 2024, internal communication continued to play a crucial role in connecting and engaging all employees members. The Company succeeded in building a multi-dimensional ecosystem, effectively connecting all employees through a series of meaningful and remarkable activities. Key activities included annual events such as regular newsletters, collective birthday

celebrations, and special programs like "Tet Cleaning Contest – Generous Lucky Money," "Radiant LIXCO," and "Proud of My Favorite Product." In terms of communication, the Company published 250 quality articles across various information channels, covering important corporate events and community activities. Notably, the internal communication platform attracted

1,100 active members, with an impressive engagement rate of 64%, averaging 703 interactions per post. The success of internal communication in 2024 is not only reflected in impressive figures but also demonstrated by the deepening connection between employees and the LIXCO team. This lays a strong foundation for LIXCO's sustainable development in the future.



More than 1,100 employees participated in the interaction



Average interaction rate 703 interactions/post.



Accounts for 64,0% of the total posts.



REPORT OF ENVIRONMENT AND SOCIAL IMPACTS

Employee training activities

517 training sessions

19.805 participations



Employee training in 2024 continued to receive attention and was implemented with diverse content, programs, and training formats, totaling 517 training sessions, attracting 19,805 participants. Notably, internal training activities were strengthened with 451 sessions (1,592 teaching hours), attracting 16,543 learners, demonstrating the Company's strong commitment to developing its professional workforce.

The Company successfully implemented three strategic focuses: A comprehensive Occupational Safety and Health Program, with in-depth training for 55 members of the First Aid Team and 133 members of the Fire Safety Team; The "Tận Tâm" Culture Program, with 1,200 employees participating and 400 employees members experiencing the corporate culture journey; A professional internal training system focused on developing professional skills and work processes.

Through these training activities, LIXCO not only enhances the professional capabilities of its workforce but also succeeds in building a sustainable corporate culture, laying a solid foundation for future development

Some images of training activities in 2024





REPORT OF ENVIRONMENT AND SOCIAL IMPACTS

Report on responsibility towards the local community

Responsibility towards the local community is a task that LIXCO always places at the forefront, as the success of a business is not only measured by profit but also by the tangible values it brings to the community.

Over 1.8 billion VND

Charity fund

In 2024, LIXCO allocated over 1.8 billion VND for social welfare activities, reaffirming its commitment to sustainable development and responsibility to the community. Key activities included supporting poor patients at Cho Ray and Cancer Hospitals, implementing the "Zero VND Market" program in An Binh Ward, and particularly the campaign supporting people in Northern Vietnam affected by the storm, with a total value of 783 million VND.

The Company also focuses on developing community infrastructure by equipping water filtration systems for An Phu District (An Giang), supporting housing construction in Chu Se District (Gia Lai), and sponsoring facilities for Hau Loc I High School (Thanh Hoa). Notably, during Tet, LIXCO donated 800 gift packages to poor households in An Binh, Linh Trung, and Phu Tan Wards. These activities not only reflect the spirit of "mutual support" but also affirm LIXCO's pioneering role in building a sustainable and prosperous community.



03

ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

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*NĂM MỚI CHỌN BLUE OCEAN
ĐỂ LUÔN PHỐI PHỐI*

ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Global economic overview in 2024

Global **GDP**

growth rate

3.2%



Global economic growth in 2024 showed many positive developments compared to 2023, although geopolitical risks remained. According to the Organisation for Economic Co-operation and Development, global GDP grew at a stable rate of 3.2%, slightly higher than the 3.1% in 2023. According to the IMF, global inflation decreased from 6.7% in 2023 to 5.8% in 2024. Central banks in many major economic regions have eased monetary policies to support the economy. However, economic recessions persist in some major economies like China and the European region due to political instability and rising energy prices. Additionally, geopolitical conflicts, especially the Russia-Ukraine war and the military escalation in the Middle East, have disrupted global supply chains and the energy market. At the same time, the trend of market fragmentation and global technological shifts is becoming more evident, as seen in the expansion of the BRICS bloc and the sanctions imposed by the US, which have weakened international cooperation and the effectiveness of global supply chains. These factors create a challenging global economic landscape, requiring countries to adopt flexible strategies and adapt in order to maintain sustainable growth in the new context.

Vietnam's economic situation in 2024

Despite facing many difficulties and challenges, especially in the context of the complex and unpredictable global economic outlook, prolonged geopolitical conflicts, political instability in many European and Asian countries, and the negative impacts of climate change, Vietnam's economy achieved many positive results in 2024 thanks to the involvement of the entire political system, timely and decisive leadership from the Government and the Prime Minister, and the efforts of various levels, sectors, localities, businesses, and people across the country. **According to the General Statistics Office, Vietnam's GDP grew by 7.09% in 2024, surpassing the Government's target of 6.5% - 7.0%.** Inflation remained stable, with the Consumer Price Index increasing by 3.63% compared to 2023, meeting the National Assembly's target. These encouraging results reflect the determination and efforts of the entire political system in implementing economic-social development solutions and adapting quickly to the fluctuations of the global economy.

In addition to positive economic progress, Vietnam's foreign relations and international trade activities in 2024 were vibrant. **Vietnam upgraded its relations to Comprehensive Strategic Partnership with three major partners: Australia, France, and Malaysia;** upgraded its relations to Strategic Partnership with Brazil; established frameworks for relations with 32 top partners; and **signed more than 170 cooperation agreements in various fields.** Additionally, Vietnam participated in important trade agreements including the Comprehensive and Progressive Agreement for CPTPP and EVFTA, which help access major markets and enhance international trade competitiveness.

Domestic **GDP**

growth rate

7.09%

ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Advantages and disadvantages of LIXCO in 2024

Advantages

- Vietnam is increasing trade relations with countries around the world, which is an advantage for businesses to expand export markets.
- The Company's domestic sales network is stable and widespread across 63 provinces/cities through nearly 200 distributors and all major supermarket chains nationwide, with diversity across channels, product codes, and product segments.
- The GT and MT sales networks are stable and well-managed in terms of coverage, sales employees management, product catalog management, and customer portfolio management. Notably, the Lix brand has gained a strong position in supermarket systems through an effective new product development strategy and sales-driving programs.
- The Vietnamese economy is still recovering and is expected to continue growing in the coming years. This will create favorable conditions for the Company to develop production and expand its market. Increasing trade relations with countries worldwide, leveraging free trade agreements (FTAs) to expand export markets, especially in regions with high demand for consumer goods, will benefit the Company.
- The Company's domestic sales are stable, with diversity across channels, product codes, and product segments, particularly with a strong increase in sales through supermarkets.
- LIXCO continues to be honored as the "Vietnam National Brand" in 2024, affirming its quality and reputation in the fast-moving consumer goods sector. This facilitates market expansion and strengthens customer trust.
- There is potential for the development of environmentally friendly products that meet the green consumer trend, which is a significant area with high potential in the current market.
- The Lix brand continues to maintain solid export volumes to traditional markets in Southeast Asia, island nations, and other countries worldwide.

"LIXCO continues to be honored as the "Vietnam National Brand" in 2024, affirming its quality and reputation in the fast-moving consumer goods sector."

Disadvantages

- The global political situation in 2024 is generally unstable, with the Russia-Ukraine conflict still ongoing and showing no signs of ending, along with emerging conflicts in the Red Sea between Hamas and Israel, and civil wars in Yemen, Myanmar, etc. This has led to rising and unstable shipping costs due to the crises and conflicts in these countries and regions.
- The local currency exchange rate in many countries has declined against the US Dollar, as the US Dollar remains high, coupled with monetary easing policies in many countries, putting downward pressure on local currencies. Additionally, changes in import policies in some markets have increased costs and selling prices, causing customers to reduce imports as the price of LIXCO's products becomes less competitive compared to other products.
- The domestic market faces intense competition from international competitors with significant financial power and large positions in the industry, along with other potential domestic brands increasing their market share.
- In the context of fierce competition in the retail cleaning products market, the Company has implemented many deep discount programs and increased trade discounts to attract more customers, raising the costs for these programs. Additionally, other costs, such as investment in new products and display shelf investments, are increasing, putting pressure on the Company's sales and business effectiveness.





ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Assessment on business and production outcomes

More than **465 thousands** fanpage followers



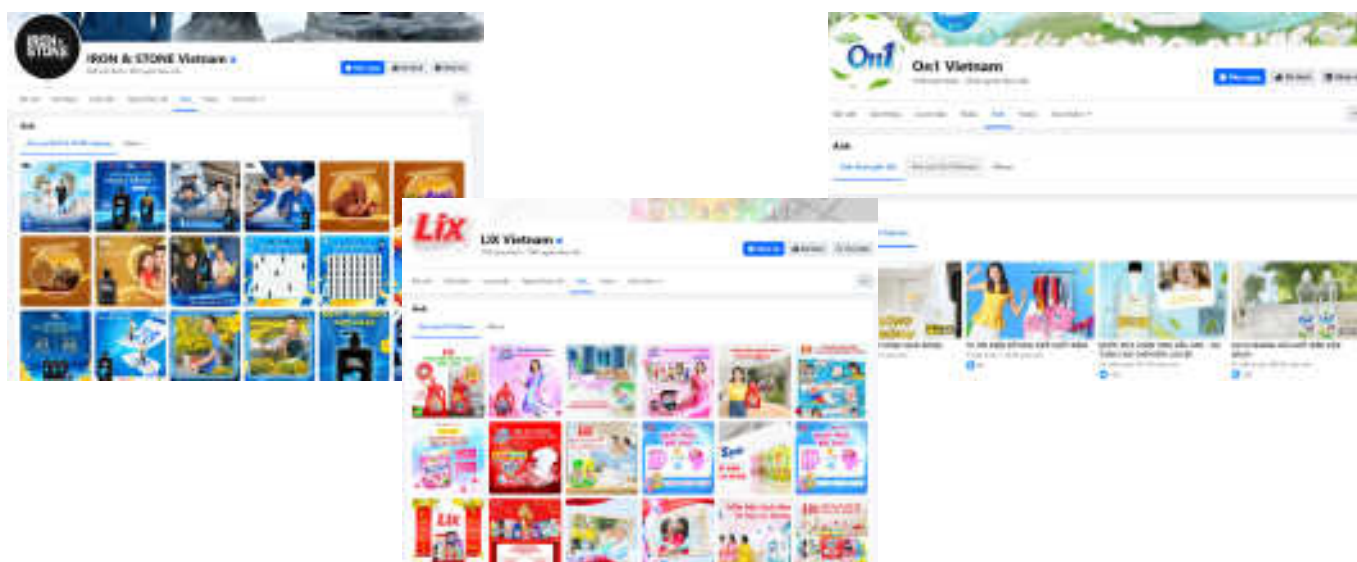
More than **454 millions** post views



Expanding brand presence to every vietnamese household

In 2024, LIXCO continued to implement numerous communication campaigns for its brands LIX, ON1, IRON&STONE, and Bondy Care on social media platforms such as Facebook, YouTube, TikTok, and in high-traffic areas such as shopping malls and office buildings. The Company published many promotional posts on its fanpage, with over 506 posts, more than 454 million post views, and over 465 thousand followers on the fanpages. The communication results in 2024 significantly outperformed those of 2023, helping to increase brand visibility for LIX's brands on online platforms.

Among these, the newly launched brand in 2024, Bondy Care, was given a major push in communication activities. The Company implemented a communication plan for Bondy Care with activities such as social media advertising (Facebook, Google, Adnetwork, Welcome Ads...), banner ads on Baomoi & Zing Mp3, and promotional activities at supermarkets in the Ho Chi Minh City and Binh Duong areas. Advertising was also placed on LCD screens in over 1,700 office buildings, shopping centers, and residential complexes nationwide. The Company consistently prioritizes boosting communication efforts for newly launched products, increasing brand recognition amidst the competitive landscape where rivals are continuously releasing new product lines



Lixco continues to focus on research and launching new products, keeping up with increasing consumer demand

LIXCO always strives to research and test new product formulas to fully meet consumer needs, aiming to provide comprehensive care for millions of Vietnamese households. In 2024, the Company successfully researched and launched the new family care cosmetic brand – Bondy Care, and released new products under the LIX brand, including the following products:

- Bondy Care Line: Dandruff Shampoo, Smooth Shampoo in 650g, 250g bottles, and 5g sachets; Antibacterial Shower Gel, Anti-Odor Shower Gel in 650g, 250g bottles; Scented Soap in 90g bars.
- LIX Line: Lix Clean & Fragrant Laundry Detergent Pods (34 pods per pack).

The research and development of new products by LIXCO not only expands the product portfolio but also creates additional value for the Company, helping it reach new customer segments, enhance market competitiveness, and especially meet the increasingly diverse needs of consumers.





ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Organizational structure, policy, and management improvements



Marketing activities

In 2024, LIXCO's marketing activities focused on brand communication strategies for the two brands LIX and Bondy Care, with the goal of expanding brand visibility and enhancing consumer connection. Key activities included introducing new products, implementing multi-channel communication campaigns to enhance brand recognition, strengthen the connection between the LIX brand and consumers, increase brand awareness, and consolidate LIXCO's position in the market.



• Traditional Marketing Activities:

LIXCO successfully implemented an integrated marketing strategy, focusing on major sports and cultural events. Notable events included the National Tien Phong Marathon, the VTV9-Binh Dien International Volleyball Tournament, and various brand connection events in Ho Chi Minh City. Alongside digital communication, these traditional marketing activities helped boost brand recognition and reinforce LIXCO's position in the market.

• Digital Marketing Activities:

The Marketing Department has strengthened advertising on social media platforms such as Facebook, YouTube, Google, TikTok, etc., to increase online user engagement through promotional posts and advertising videos. Additionally, the Company utilized electronic magazines to promote its image and convey LIXCO's core values to customers and partners. Specifically, in 2024, the Company ran advertisements in publications such as Economic & Urban Newspaper, Industry and Trade Magazine, Chemical Industry Magazine, Youth Newspaper, and Global Integration Publication,...



Investment activities

The Company continued to invest in machinery and equipment to automate production processes, reduce labor, increase productivity, and lower production costs. In 2024, the Company invested over 37 billion VND in machinery and equipment to automate production processes at the Binh Duong, Ho Chi Minh City, and Bac Ninh plants. This investment primarily focused on upgrading and adding robotic systems and automated machinery to support the Company's production processes.



Product research and development (R&D)

- The Company always prioritizes and creates favorable conditions for product research and development (R&D) to ensure continuous innovation and respond quickly to market demands. The adoption of advanced technologies and improved formulas is driven by close cooperation with partners and customers, helping the Company enhance product quality and keep up with modern consumer trends.
- The highly skilled and creative Technical - R&D team has actively researched, tested new products, and optimized formulas to deliver superior performance. As a result, the Company can quickly introduce breakthrough products to the market, better meet the diverse needs of consumers, and strengthen its brand position in the cosmetics industry.
- In 2024, to meet the needs of more diverse customer segments and focus further on the personal care cosmetics sector, in addition to household care products, LIXCO launched new product lines for shampoos, body wash, and soap under the completely new Bondy Care brand. Additionally, the Company developed a new product, laundry pods, under the LIX product line. In total, the Company developed and launched 33 new products, including 18 products under the Company's brands (LIX, Bondy Care), 9 private-label products for export customers, and 6 private-label products for domestic customers. The Company also improved formulas, packaging, and bottles for 13 products.



Quality management activities

Under the direction and supervision of the Board of Management, LIXCO has achieved significant results in quality management, as outlined below:

- Maintaining the Quality Management System according to ISO 9001:2015, Good Manufacturing Practices (GMP) according to ISO 22716:2007 for the detergent production plant, and GMPC standards for the cosmetics production plant. The Company also developed and evaluated the product safety system based on BRC CP 4 standards at the Bac Ninh branch.
- Regularly monitoring production processes and storage, evaluating and optimizing the supply chain, and implementing specialized training programs on quality management for the production team.
- Holding monthly "Quality Talk" sessions to promote quality behavior (QBO), aimed at raising workers' awareness and responsibility in adhering to product quality assurance regulations.
- In October 2024, the Company successfully organized Quality Week with the theme "We Are Quality," aimed at bringing outstanding quality products to consumers

ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Business production and operations plan for 2025

In the context of market fluctuations in 2025, with increasing domestic consumer demand, growing competition in key export markets, and challenges from climate factors, LIXCO has developed an action plan with the following key objectives and tasks:



Developing new product lines to meet the diverse needs of customers: The Company will focus on developing new product lines in 2025, including family shower gels, 3-in-1 shower gels for men, car care products, air fresheners, insect repellents, baby shower gels, herbal shampoos, and ultra-clean laundry detergents.



Investing in research, development, and application of modern technologies: The Company will continue to increase investments in research and development of high-quality products to meet the increasingly stringent market demands. Simultaneously, applying advanced technologies in production processes will improve efficiency and labor productivity, leading to superior product quality.



Expanding the market and boosting exports: The Company will continue to expand the domestic market while enhancing exports to potential regions and markets.



Optimizing cost management: The Company will develop effective material management, production, and sales strategies to enhance cost savings and improve business performance.

Specifically, the Board of Directors and Board of Management of LIXCO have outlined the following business production plan for 2025:

No.	Indicator	Unit	Actual 2024	Plan 2025	% Change
1	Production volume	Tons	315,622	313,000	-0.83%
2	Net revenue	Billion VND	2,877	2,968	3.17%
3	Profit before tax	Billion VND	257	242	-5.84%

Specific strategies for implementing the plan:



Business Activities

Domestic market

Products

- **Product development and diversification:** LIXCO will focus on launching and expanding new product lines such as Bondy Care and On1. The Company will collaborate with distributors to bring these products into various distribution channels, strengthen marketing and promotional activities, aiming to bring products closer to customers. In 2025, the Company will deploy 50 sales employees for Bondy Care and 350 general sales employees for LIXCO in the Southern region.
- **Maintaining and increasing production volume:** For existing products and cosmetics lines such as Iron & Stone and Bondy Care, which have high growth potential, the Company will maintain production volume and seek opportunities to increase market share.
- **Optimizing sales pricing:** The Company will research and analyze the market to set appropriate prices, helping to maximize profits while maintaining consumer attraction.

Sales activities

- **Review, expand, and maintain product portfolio, increasing**

market share: The Company will review and expand its product portfolio, while strengthening sales activities to increase market coverage and share. In 2025, the Company plans to increase the coverage of dishwashing products at spice sales counters in central Vietnam's markets to improve competitiveness compared to other products in the same industry.

- **Increasing product coverage:** The Company will continue to expand product coverage in the Northern market by deploying 150 sales employees per month to open 6 new points and accumulate 65 purchase points.
- **Developing the horeca sales channel:** The Company will enhance sales activities for the Horeca channel to expand the market and increase revenue.
- **Expanding online sales:** The Company will continue to develop online sales to meet the increasing demand for online shopping. The Company will invest further in affiliate marketing to increase the accessibility of the cosmetics brand On1 to consumers.

- **Strengthening collaboration with major retail systems:**

LIXCO will focus on the three major supermarket systems, including Bách Hóa Xanh, Saigon Co.op, and Wincommerce, by enhancing its strategy to increase points of sale, promoting products, adjusting prices, and expanding programs for key products.

Other activities

- **Ensuring the effectiveness of promotional programs:** The Company will research and evaluate the effectiveness of promotional programs to optimize costs and achieve the highest possible results.
- **Controlling costs by channel, area, and promotional program:** The Company will implement a cost management system to control costs effectively.
- **Improving customer service:** The Company will improve the quality of customer service by enhancing complaint handling processes, reducing response times, and increasing customer satisfaction.
- **Enhancing employee skills:** The Company will improve the standards of sales employees with uniforms, sample products, and sales skills.



ASSESSMENT REPORT OF THE BOARD OF MANAGEMENT

Business production and operations plan for 2025

Export market

- **Maintaining and developing current customers:** The Company focuses on implementing market solutions for two groups of brands: LIX and OEM. For the LIX brand, the Company collaborates with distributors in key markets such as Cambodia, the Philippines, and the Caribbean to implement marketing strategies and enhance brand recognition. For the OEM brand, the Company monitors raw material price fluctuations to adjust prices in a timely manner, providing price support, shipping costs in difficult market conditions, and proposing product improvements to reduce costs.
- **Strengthening the search for new customers and new markets:** The Company focuses on entering markets such as China, Guyana, the USA, Nigeria, and Ghana. It combines finding new customers through e-commerce platforms like Alibaba, Go4worldbusiness, etc., and promoting products/company through Social Media: Facebook, Tiktok, LinkedIn, Yellow Pages, trade counselors, trade promotion, online and offline trade fairs, etc.



Marketing activities

- Continue to direct and invest in building the brand for personal care and household products by maintaining and increasing brand recognition for LIX, On1, and Iron & Stone, and strengthening advertising for new products through communication campaigns, online advertising, and outdoor advertising.
- Maintain advertising for the LIX, On1, and Bondy Care fanpages to increase reach and attract more customers, maintaining advertising activities on social media platforms (Google, YouTube, TikTok, etc.) and e-commerce sites to drive brand awareness and convert customers into purchasing and using the Company's products.
- Enhance outdoor (out-of-home) communication activities to maintain brand presence and reach a wide range of consumers.
- Research, survey, and test new advertising ideas that align with current trends and increase cost-effectiveness.

Quality management activities

- Continue to maintain effective product quality control activities at all three factories.
- Coordinate with the production department to carry out advanced training programs on quality, prepare content, and organize monthly quality talks, as well as organize Quality Day events to build a quality mindset and culture, and raise quality awareness among production workers at all three factories.
- Maintain supervision of compliance with quality assurance regulations on production lines, combined with observing and evaluating quality control behaviors (QBO – Quality Behavior Observation) to prevent and address quality issues and reduce customer complaints.
- Build and apply a BRC CP 4 Standard quality management system for all three factories in 2025.

Procurement activities

- To ensure the adequate and timely supply of raw materials in 2025, the Company will implement the following actions:
- Proactively develop and implement effective solutions for managing raw material procurement, track production plans to adjust purchase quantities accordingly, and strengthen inventory stockpiling within the company's storage capacity.
- Increase efforts to find new suppliers capable of meeting LIX's needs, diversify the supplier portfolio, and update the material usage list. Monitor market price fluctuations and increase the stockpiling of fragrances. Negotiate with suppliers to extend delivery times to reduce storage pressure.

Product improvement and development activities

- Continue researching and testing new product formulas, carrying out product development projects according to the company's product development plan and customers' new product development plans in 2025. Focus on researching and developing personal care cosmetics product lines. Maintain ongoing research and development of new homecare products.
- Continue improving product formulas, using alternative ingredients in detergent powders and laundry liquids, while adjusting and improving packaging to optimize costs.
- Implement the digitization of forms and update data related to material quality and packaging by material codes, and provide guidance on packaging procedures by product codes in the management system.
- Continue to monitor and control the usage rates of raw materials at the factories, ensuring consumption levels do not exceed the permissible limits, while maintaining efficiency in product quality control.



04

ASSESSMENT OF THE BOARD OF DIRECTORS

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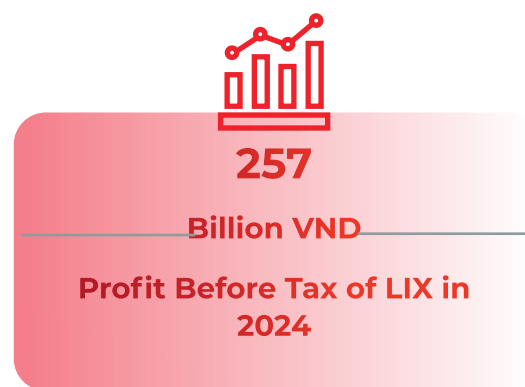


ASSESSMENT OF THE BOARD OF DIRECTORS ON THE COMPANY'S BUSINESS PERFORMANCE

Assessment of the Board of Directors on the Company's Business performance

Assessment of the Board of Directors on the Company's Business performance

The Board of Directors has always closely monitored market fluctuations, the macroeconomic outlook domestically, and the Company's production and business activities to provide appropriate, flexible guidance, ensuring safety in business operations, expanding the market, and maximizing effectiveness. With the support of our shareholders, customers/partners, and the collective efforts, unity, and determination of the entire staff, the Company has successfully completed the tasks and business objectives assigned by the General Meeting of Shareholders



Production safety activities

The Company always considers labor safety as a top priority in its business operations. To ensure the safety of its employees, the Company has continuously maintained and improved its operational methods, implementing cost-cutting measures to create optimal and safe production results.

Additionally, the Company regularly organizes occupational safety and health training for employees, conducts occupational safety training for employees performing high-risk tasks, and maintains daily checks for unsafe actions and conditions within the Company. The Company also coordinates with local authorities to conduct fire drills at the factory. Through these activities, the Company aims to raise awareness and improve safety skills for its employees, contributing to the prevention of labor accidents and fires



Corporate governance

Corporate governance activities are given special attention as the Company is gradually realizing its development strategy until 2030 and vision for 2040. Accordingly, LIXCO has strengthened the implementation of digital transformation efforts and continuously developed corporate culture to promote the potential of the Company's core values and increase the effectiveness of business operations.



Customer relations

In 2024, the Company enhanced its distribution network across various sales channels, which significantly improved business results compared to the previous year. In addition to expanding points of sale, the Company also focused on researching, testing, and operating new sales management software, coupled with managing and developing supermarket, HRC, and traditional distributor customer portfolios



Human resource management

Human resource management activities were a key focus for the Company this year. The Company has implemented the monitoring and updating of advanced human resource management methods and technologies applied to its management model to ensure a rigorous and synchronized human resource management system.

The Company has systematically applied advanced human resource management methods on the market, specifically:

- Annual operation planning (AOP) system with supporting methods: SWOT, OGSM.
- Management by objectives system and employee performance evaluation using BSC – KPIs.
- Employee competency evaluation system based on the ASK model; 3Ps wage system...

In human resource management, the Company has independently developed and efficiently operated software to improve work efficiency. Specifically:

- C&B (Compensation & Benefits): Timekeeping and payroll software; employee data management software; leave, training, and overtime registration software; salary information software.
- Performance management: KPI software, competency evaluation software, and quiz software.
- Training and recruitment: Recruitment software, E-learning software.
- Employee satisfaction survey program.



Quality management

Quality management activities have been carried out effectively with many positive results. The entire Company continues to maintain the effectiveness of the Quality Management System according to ISO 9001:2015. Raw materials, packaging, and finished products are 100%

inspected, with a quality acceptance rate of over 99.6%. Additionally, the Quality Management Department has conducted 70 inspections of compliance with processes and regulations at production stages and storage; coordinated with the Materials Planning Department to evaluate 53 suppliers, identifying and addressing non-compliant issues to ensure the quality of incoming materials and avoid disruptions to production schedules. The Company maintains the effective operation and continuous improvement of the ISO 9001:2015 Quality Management System, Good Manufacturing Practices (GMP) standards according to ISO 22716:2007 for detergent production, and GMPC standards for cosmetics production. The company has also established and evaluated product safety systems based on BRC CP 4 standards at the Bac Ninh branch.

The Company has developed and operates Quality Management Software, a software for recording and resolving customer complaints, which facilitates easy and quick data entry, improves collaboration across departments, and helps reduce paperwork and printing costs.



Investor relations

In 2024, the Company continued to enhance interactions with investors, not only improving the quality of information disclosure but also strengthening connectivity and transparency in shareholder relations. The Company ensured full, accurate, and timely disclosure of information in compliance with legal regulations, while expanding communication channels to diversify information access methods. Digital platforms such as the website, email, online meetings, and social media channels were leveraged to quickly and effectively deliver information. As a result, shareholders and investors can access information conveniently, accurately, and timely, enhancing the Company's transparency and effectiveness, as well as the Board of Directors and Board of Management's reputation.

ASSESSMENT OF THE BOARD OF DIRECTORS ON THE COMPANY'S BUSINESS PERFORMANCE

Assessment of the Board of Directors on the Company's Business performance



Corporate social responsibility

The Company always shares and supports charitable programs, assisting and helping those in difficult circumstances. In 2024, LIXCO carried out many social welfare activities with clear impact, such as: "Supporting poor patients to celebrate Tet at Cho Ray Hospital", "Providing housing for families with revolutionary merits, near-poor and poor households in Chu Se District, Gia Lai Province", "Buying gifts for poor households in 3 wards for Tet 2025", "Supporting people in the Northern region severely affected by storm No. 3", etc. Through these activities, the Company demonstrates its responsibility and commitment to sustainable community development.

Assessment of the Board of Directors on Board of Management performance

Pursuant to the Company's Charter and internal regulations on corporate governance, the Board of Directors has carried out regular and periodic monitoring and supervision of the activities of the Board of Management and other management operations through discussions, questions, and reports at regular Board of Directors' meetings to ensure effectiveness, appropriateness, and timeliness, working with the Board of Supervisors to check the implementation of the following matters:

- Successfully organizing the Annual General Shareholders' Meeting in 2024;
- Monitoring the progress of implementing the resolutions of the Annual General Shareholders' Meeting in 2024;
- Implementing the business plan targets set by the General Shareholders' Meeting and the Board of Directors;
- Closely monitoring strategies, objectives, production, business plans, and related economic targets;
- Selecting an independent audit firm for 2024;
- Complying with the provisions of the Law on Enterprise, the Company's Charter, and current state regulations.

Results of implementation:

- Members of the Board of Management have fully carried out their assigned rights and duties, effectively utilizing and leveraging the Company's resources, including capital, assets, labor, and brand. The decisions made by the Board of Management are valid, authorized, and timely.
- The procedures for coordinating activities between the Board of Directors, the Board of Supervisors, and the Board of Management were followed correctly. The operations of the Board of Management in managing production and business activities were carried out smoothly, with regular and rigorous supervision by the Board of Directors, ensuring that the Company's activities were conducted in accordance with the resolutions of the General Shareholders' Meeting and the Board of Directors.



Plan and direction of the Board of Directors

01 THE BoDs' PERFORMANCE

In 2025, the Board of Directors decided to continue with the following four governance directions:

- Ensure that the activities of the BoDs comply with the laws and the Company's charter.
- Hold regular and periodic meetings to promptly monitor the Company's business activities, providing timely guidance to ensure the completion of the production and business plan assigned by the General Shareholders' Meeting.
- Complete and implement internal audit activities in accordance with legal regulations.
- Continue improving and refining the BoDs's structure to comply with legal governance regulations applicable to public companies and move towards international standards.



02 BUSINESS ACTIVITIES

- Ensure the effectiveness of business operations, focus on market development, and strengthen the promotion of the LIX brand.
- Continuously update the global economic situation and fluctuations in raw material input prices, and develop timely policies to adjust business production solutions in response to actual conditions.
- Strengthen monitoring and supervision of investment projects and implement effective and practical solutions in various operational areas to achieve the best possible results for the 2025 business plan.
- Restructure and reorganize the Company's organizational structure, functions, and responsibilities based on actual production and business conditions; improve the utilization of human resources to meet production business needs.



05

CORPORATE GOVERNANCE

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Board of Directors

Composition of the Board of Directors

Member	Position	Number of shares held, Percentage of holding (Share, %)			
		Individual holding	Percentage	Representative holding	Percentage
1. Pham Quoc Dai	Chairman of the Board of Directors	0	0%	13,608,000	21%
2. Cao Thanh Tin	Member of the Board of Directors	0	0%	9,720,000	15%
3. Bui Cong Than	Member of the Board of Directors	0	0%	9,720,000	15%
4. Le Dinh Vy	Member of the Board of Directors	0	0%	0	0%
5. Ha Phuoc Du	Member of the Board of Directors	0	0%	0	0%

Changes in the members of the Board of Directors in 2024

In 2024, there were no changes in the personnel of the Board of Directors of the company.

Activities of the Board of Directors

In addition to the provisions of the Law on Enterprises and the Company's operational charter, LIXCO continuously strives to adopt the best governance practices and advanced international governance standards. With diverse and in-depth experience in the manufacturing sector, the BoDs members have discussed and advised on many Company matters democratically, transparently, and scientifically, providing timely solutions to ensure the highest interests for shareholders and related parties.

Number of Meetings of the Board of Directors:

No.	Member of the Board of Directors	Position	Numbers of Meetings attended of the BoDs	Attendance rate	Reason for absence
1	Pham Quoc Dai	Chairman of the BoDs	7/7	100%	
2	Cao Thanh Tin	Member of the BoDs	7/7	100%	
3	Bui Cong Than	Member of the BoDs	7/7	100%	
4	Le Dinh Vy	Member of the BoDs	6/7	85,71%	Going on business
5	Ha Phuoc Du	Member of the BoDs	7/7	100%	

The Board of Directors held 07 meetings. The specific contents of the meetings and Resolutions thereof are as follows:

No.	Number of Decision	Date	Contents
01	01/2024/NQ-HĐQT	18/01/2024	Regarding the approval of the 2023 Financial Statements of LIX Detergent Joint Stock Company
02	02/2024/NQ-HĐQT	26/01/2024	Regarding the authorization to sign loan agreements and ensure credit provision at Vi-etinbank, Thu Duc Branch
03	03/2024/NQ-HĐQT	29/01/2024	Regarding the approval of the business results for the fourth quarter of 2023 and the entire year of 2023; business plan for the first quarter of 2024
04	04/2024/NQ-HĐQT	29/01/2024	Regarding the approval of the 2024 investment and construction plan
05	05/2024/NQ-HĐQT	29/01/2024	Regarding the approval of the 2024 major repair plan
06	06/2024/NQ-HĐQT	29/01/2024	Regarding the salary fund proposal for the year 2024
07	07/2024/NQ-HĐQT	01/02/2024	Regarding the 2023 salary funding decision
08	08/2024/NQ-HĐQT	21/02/2024	Regarding the establishment of the Internal Audit Department under the Board of Directors
09	09/2024/NQ-HĐQT	04/03/2024	Regarding the finalization of the list of shareholders attending the 2024 Annual General Meeting of Shareholders
10	10/2024/NQ-HĐQT	05/04/2024	Regarding the approval of documents for the 2024 Annual General Meeting of Shareholders
11	11/2024/NQ-HĐQT	19/04/2024	Regarding the approval of the Financial Statements for the First Quarter of 2024 of LIX Detergent Joint Stock Company
12	12/2024/NQ-HĐQT	25/04/2024	Regarding the approval of the business results for the First Quarter of 2024 and the business plan for the Second Quarter of 2024
13	13/2024/NQ-HĐQT	25/04/2024	Regarding the approval of the supplementary construction investment plan for 2024
14	14/2024/NQ-HĐQT	26/04/2024	Regarding the approval of the 2024 Internal Audit Plan of LIX Detergent Joint Stock Company
15	15/2024/NQ-HĐQT	08/05/2024	Regarding the Implementation of the Share Issuance Plan to Increase Charter Capital from Equity
16	16/2024/NQ-HĐQT	09/05/2024	Regarding the Approval of the Share Issuance Registration Dossier
17	17/2024/NQ-HĐQT	28/05/2024	Regarding the selection of the auditing firm for the 2024 Financial Statements
18	18/2024/NQ-HĐQT	30/05/2024	Regarding the reappointment of the Representative of LIX Detergent Joint Stock Company's capital contribution at Xalivico Limited Liability Company
19	19/2024/NQ-HĐQT	06/06/2024	Regarding the finalization of the shareholder list for the distribution of dividends at the end of 2023

Board of Directors

Activities of the Board of Directors

No.	Number of Decision	Date	Contents
20	20/2024/NQ-HĐQT	11/06/2024	Regarding the finalization of the shareholder list for issuing shares to increase equity capital from retained earnings
21	21/2024/NQ-HĐQT	10/07/2024	Regarding the approval of the Financial Statements for the First Half of 2024 of LIX Detergent Joint Stock Company
22	22/2024/NQ-HĐQT	16/07/2024	Regarding the amendment of the Charter, updates to enterprise registration details (due to an increase in Charter Capital) in the Enterprise Registration Certificate, registration of additional securities with VSDC, and registration for the listing of additional securities with HOSE
23	23/2024/NQ-HĐQT	22/07/2024	Regarding the approval of the business results for the first half of 2024 and the business plan for the third quarter of 2024
24	24/2024/NQ-HĐQT	26/08/2024	Regarding the review and supplementation of the leadership and management personnel planning for the 2021-2026 period and the 2026-2031 period of LIX Detergent Joint Stock Company
25	25/2024/NQ-HĐQT	08/10/2024	Regarding the Approval of Supplemental Capital Construction Plan for 2024
26	26/2024/NQ-HĐQT	14/10/2024	Regarding the approval of the Third Quarter 2024 Financial Statements of LIX Detergent Joint Stock Company.
27	27/2024/NQ-HĐQT	22/10/2024	Regarding the Approval of the "Investment in Production Workshop - Finished Goods Warehouse" Project at LIX Detergent Joint Stock Company - Bac Ninh Branch
28	28/2024/NQ-HĐQT	07/11/2024	Regarding the approval of the business results for the first nine months of 2024 and the business plan for the Fourth Quarter of 2024.
29	29/2024/NQ-HĐQT	07/11/2024	Approval of the policy to enter into transaction contracts between LIX Detergent Joint Stock Company and "Related Parties" in 2025
30	30/2024/NQ-HĐQT	18/11/2024	Regarding the Approval of the Supplier List for 2025
31	31/2024/NQ-HĐQT	19/11/2024	Regarding the approval for implementing adjustments to the Investment Registration Certificate at the Lix Factory - Bac Ninh.
32	32/2024/NQ-HĐQT	10/12/2024	Regarding the Approval of the Contractor Selection Plan for the Implementation Phase of the Project "Investment in Production Workshop - Finished Goods Warehouse" at LIX Detergent Joint Stock Company - Bac Ninh Branch.
33	33/2024/NQ-HĐQT	13/12/2024	Regarding finalizing the list of shareholders for the 2024 interim dividend payment
34	34/2024/NQ-HĐQT	17/12/2024	Regarding the approval of the Internal Audit Plan for 2025 of LIX Detergent Joint Stock Company

Sub-committees under the Board of Directors:

In the year, the Company established an Internal Audit Department under the Board of Directors. The Internal Audit Department plays a key role in ensuring transparency and effectiveness in corporate governance with functions such as monitoring, evaluating, and advising to enhance the effectiveness of the internal control system, risk management, and corporate governance, while supporting the BoDs in overseeing management operations.

Performance of the independent member of the Board of Directors

With the goal of contributing to limiting, preventing and controlling risks in Lixco's operation, the Company has been currently looking for qualified personnel as the independent members of the Board of Directors.

List of the Board of Directors' members with certificates on Corporate governance

The members of the leadership team regularly participate in Corporate Governance programs to enhance their operational capabilities and contributions to Lixco's activities. Recognizing the critical role of the leadership team, the Company places great emphasis on the training of certifications and programs in corporate governance. List of Board of Directors members with Corporate Governance training certificates.

No.	Member of the Board of Directors	Position
1	Pham Quoc Dai	Chairman of the Board of Directors
2	Cao Thanh Tin	Member of the Board of Directors
3	Bui Cong Than	Member of the Board of Directors
4	Le Dinh Vy	Member of the Board of Directors
5	Ha Phuoc Du	Member of the Board of Directors



Board of Supervisors

Members and composition of the Board of Supervisors

Member	Position	Number of shares held, Percentage of holding (Share, %)			
		Individual holding	Percentage	Representative holding	Percentage
1. Truong Thi Tram	Head of BoS	0	0%	0	0%
2. Nguyen Thi Thuy Van	Member	7,200	0.011%	0	0%
3. Pham Thi Huyen	Member	0	0%	0	0%

List of Changes in the Board of Supervisors Members in 2024

In 2024, there were no changes in the personnel of the Board of Supervisors.

Activities of the Board of Supervisors

Supervision activities of the Board of Supervisors over the BoDs and Board of Management:

- The BoDs held meetings in accordance with the provisions of the Company's Charter and internal governance regulations. The Board of Supervisors evaluated the BoDs' activities in 2024 as being in compliance with legal regulations and the Company's requirements, effectively responding to the Company's business operations.
- The BoDs issued several Resolutions and Decisions related to the Company's activities within the scope of the BoDs' responsibilities and authority. The Resolutions and Decisions of the BoDs were issued following proper procedures, within authority, and in compliance with legal and Company regulations.
- The Board of Supervisors has confirmed that there were no abnormalities in the activities of the BoDs, General Director's Team, or other management departments of the Company.
- The Board of Supervisors acknowledges that the Company's reporting and information disclosure in 2024 was in accordance with regulations

Activities of the Board of Supervisors

Assessment of coordination between the Board of Supervisors, BoDs, Board of Management, and Shareholders:

- In 2024, the Board of Supervisors was provided with full information on the Company's business operations and financial status by the BoDs and the General Director's Team.
- The Board of Supervisors was invited to attend all BoDs meetings and contributed opinions in line with its responsibilities and duties.
- The Board of Supervisors worked closely with the BoDs and the General Director's Team while maintaining its independence in carrying out its assigned functions and responsibilities, coordinating internal controls, inspections, and supervision activities.
- The Board of Supervisors did not receive any complaints or recommendations from shareholders regarding any misconduct by the BoDs, the General Director's Team, or the Board of Supervisors during the execution of their duties.

Number of Board of Supervisors Meetings

No.	Member of the Board of Directors	Position	Numbers of Meetings attended of te BoS	Attendance rate	Reason for absence
1	Truong Thi Tram	Head of BoS	5/5	100%	
2	Nguyen Thi Thuy Van	Member	5/5	100%	
3	Pham Thi Huyen	Member	5/5	100%	

The Board of Supervisors held 05 meetings. The specific contents of the meetings are as follows:

No.	Contents	Date	Details	Results
01	Meeting 1	19/02/2024	<ul style="list-style-type: none"> Reviewing the 2023 Financial Report of LIX Detergent Joint Stock Company, prepared by the Company on February 19, 2024, and audited by A&C Auditing and Consulting Company Limited on the same date. Developing the working plan of the Board of Supervisors (BoS) for 2024. Approving the BoS's 2023 activity report to be presented at the 2024 Annual General Meeting of Shareholders. 	All meeting contents were unanimously agreed upon by 100% of the supervisors.

Activities of the Board of Supervisors

Hoạt động của Board of Supervisors

No	Contents	Date	Details	Results
2	Meeting 2	23/04/2024	<ul style="list-style-type: none"> Approving the BoS report on controlling the monitoring of receivables collection, provisioning for bad debts, and the establishment and use of company funds in 2023. Approving the BoS report on monitoring capital investments in Xalivico Limited Liability Company in 2023. Approving the BoS report on monitoring the implementation of recommendations from inspection and audit teams in 2023. 	All meeting contents were unanimously agreed upon by 100% of the supervisors.
3	Meeting 3	26/04/2024	<ul style="list-style-type: none"> Reviewing the BoS's 2024 action plan. Finalizing the assignment of tasks for BoS members in 2024. 	All meeting contents were unanimously agreed upon by 100% of the supervisors.
4	Meeting 4	26/08/2024	<ul style="list-style-type: none"> Approving the BoS report on its control activities in the first half of 2024. Reviewing the 2024 first-half financial report of LIX Detergent Joint Stock Company, prepared by the Company on July 17, 2024, and reviewed by A&C Auditing and Consulting Company Limited on the same date. Finalizing the BoS report on monitoring receivables collection, provisioning for bad debts, and establishing and using company funds in the first half of 2024. 	All meeting contents were unanimously agreed upon by 100% of the supervisors.
5	Meeting 5	26/11/2024	<ul style="list-style-type: none"> Approving the BoS report on capital investments in Xalivico Limited Liability Company in the first half of 2024. Reviewing, updating, and considering the revision or issuance of new regulations for the Company. 	All meeting contents were unanimously agreed upon by 100% of the supervisors.

Transactions, remuneration and interests of the Board of Directors, Board of Management and the Board of Supervisors

Unit: VND

No.	Full Name	Position	Total salaries, remunerations, benefits
I The Board of Directors and Board of Management			
1	Pham Quoc Dai	Chairman of the Board of Directors	440,555,555
2	Cao Thanh Tin	Member of BoDs cum General Director	1,190,763,998
3	Bui Cong Than	Member of BoDs cum Deputy General Director	1,040,952,002
4	Le Dinh Vy	Member of BoDs cum Deputy General Director	1,041,952,002
5	Ha Phuoc Du	Member of the Board of Directors	1,854,462,000
6	Pham Thi Kim Hong	Chief Accountant	936,643,787
II Board of Supervisors			
1	Truong Thi Tram	Head of Board of Supervisors	982,863,192
2	Nguyen Thi Thuy Van	Member of the Board of Supervisors	986,519,164
3	Pham Thi Huyen	Member of the Board of Supervisors	201,444,444
III Other managers			
1	Dao Chau Minh Khang	Head of Internal Audit	902,985,334

Shares transactions made by internal persons: None



CORPORATE GOVERNANCE

Contracts or transactions with related persons

Transactions between the Company and related persons of the company; or between the company with major shareholders, internal persons, related persons of internal persons:

No.	Name of organizations/ individuals	Relationship with the Company	No. NSH
1	South Chemicals Import - Export Joint Stock Company	Member in the same Group	305083191
2	South Basic Chemicals Joint Stock Company	Member in the same Group	301446260
3	Vietnam Chemicals Import And Export Joint Stock Company	Member in the same Group	100102414
4	Viet Tri Chemical Joint Stock Company	Member in the same Group	2601040339
5	Hanoi Soap Joint Stock Company	Member in the same Group	100100311

Address	Time of transactions with the Company	Resolution No. or Decision No.	Content, quantity, total value of transaction (Unit: VND)
130 Tran Hung Dao, Pham Ngu Lao Ward, District 1, Ho Chi Minh City, Vietnam	2024	Resolution 25/2022/Resolution-HĐQT dated 30/12/2022	Purchase of Sulfate, STPP: 42,734,023,200 VND
22 Ly Tu Trong, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam	2024	Resolution 25/2022/Resolution-HĐQT dated 30/12/2022	Purchase of Javel, Soud: 25,149,365,000 VND Sale of detergent powder: 307,412,480 VND
No. 4 Pham Ngu Lao, Phan Chu Trinh Ward, Hoan Kiem District, Hanoi City, Vietnam	2024	Resolution 25/2022/Resolution-HĐQT dated 30/12/2022	Purchase of silicate: 1,287,784,000 VND
Song Thao Street - Tho Son Ward - Viet Tri City - Phu Tho.	2024	Resolution 25/2022/Resolution-HĐQT dated 30/12/2022	Purchase of Soude 32%: 1,140,171,200 VND
No. 233B, Nguyen Trai Street, Thuong Dinh Ward, Thanh Xuan District, Hanoi City, Vietnam	2024	Resolution 17/2023/Resolution-HĐQT dated 08/06/2023	Purchase of supplies, goods: 1,769,206,500 VND Sale of supplies: 709,639,140 VND

Transaction between internal persons of the Company and its subsidiaries, or the Company in which the Company has controlling interest: None

Assessment of the corporate governance situation

In 2024, Lix Detergent Joint Stock Company strictly complies with legal regulations related to corporate governance, including specific governance regulations for listed companies.



Assessment of the corporate governance situation

LIX Detergent Joint Stock Company has always strived to build its governance system based on the best governance practices and align with international standards. The corporate governance framework at LIXCO is built upon 4 core principles widely accepted globally:

FAIRNESS

Protecting the rights of shareholders and ensuring fair treatment for all shareholders, including minority and foreign shareholders.

TRANSPARENCY

Ensuring timely and accurate disclosure of important information concerning the company, including financial performance, governance structure, operations, and ownership.

CREATING VALUE STANDING A STRONG FUTURE

ACCOUNTABILITY

Acknowledging the rights of stakeholders as defined by law, encouraging active cooperation between the company and stakeholders in creating assets, jobs, and ensuring stability.

RESPONSIBILITY

The Board of Directors must ensure the company's strategic direction, supervise the General Director's Team effectively, and be accountable to the company and its shareholders

SEVEN PRINCIPLES OF CORPORATE GOVERNANCE OF LIX DETERGENT JOINT STOCK COMPANY ARE CLEARLY DEFINED IN THE COMPANY'S INTERNAL GOVERNANCE REGULATIONS AND ARE APPROVED BY THE ANNUAL GENERAL MEETING OF SHAREHOLDERS. THESE PRINCIPLES ARE:



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STATEMENT OF THE BOARD OF DIRECTORS

The Board of Directors of Lix Detergent Joint Stock Company (hereinafter referred to as “the Company”) presents this statement together with the Combined Financial Statements for the fiscal year ended 31 December 2024.

Business highlights

Lix Detergent Joint Stock Company has been operating in accordance with the Business Registration Certificate No. 0301444263, registered for the first time on 30 September 2003 and amended for the 13th time on 30 July 2024, granted by Ho Chi Minh City Department of Planning and Investment.

On 10 December 2009, the Company’s stocks were officially listed in the Ho Chi Minh City Stock Exchange under stock code of LIX in line with the Decision No. 150/QĐ-SGDHCM dated 01 December 2009 of the Ho Chi Minh City Stock Exchange.

Charter capital as in the Business Registration Certificate is VND 648.000.000.000.

Head office

- Address : No. 03, Road No. 02, Quarter 1, Linh Trung Ward, Thu Duc City, Ho Chi Minh City, Vietnam.
- Tel. : (84-28) 38.966.803
- Fax : (84-28) 38.967.522
- Website : www.lixco.com

The Company has the following affiliates:

Affiliates	Address
Binh Duong Branch	A-6, A-12, Dai Dang Industrial Park, Phu Tan Ward, T u Dau Mot City, Binh Duong Province.
Bac Ninh Branch	Lot II – 1.1, Que Vo 2 Industrial Park, Ngoc Xa Commune, Que Vo Town, Bac Ninh Province.
Representative office in Ho Chi Minh City	LD-02.05, Lexington Building, No. 67 Mai Chi Tho Street, An Phu Ward, Thu Duc City, Ho Chi Minh City.

Principal business activities of the Company as in the Business Registration Certificate are to manufacture synthetic cleansers and cosmetics; to manufacture and to trade chemicals of all kinds (except for high toxic chemicals) and packages; to trade import-export activities (except for export, import and distribution of goods in the list of goods that foreign investors and foreign-invested economic organizations are not allowed to exercise the right of export, import and distribution); to trade real estate (except for investment in construction of infrastructure of cemeteries and graveyards to transfer land use right attached to infrastructure).

Board of Management and Executive Board

The Board of Management and the Executive Board of the Company during the year and as of the date of this statement include:

The Board of Management

Full name	Position	Appointing/re-appointing date
Mr. Pham Quoc Dai	Chairman	Re-appointed on 28 April 2022
Mr. Cao Thanh Tin	Member	Re-appointed on 28 April 2022
Mr. Bui Cong Than	Member	Re-appointed on 28 April 2022
Mr. Le Dinh Vy	Member	Appointed on 28 April 2022
Mr. Ha Phuoc Du	Member	Appointed on 28 April 2022

Internal Audit Department under the Board of Management

The Company’s person in charge of internal audit during the year and as of the date of this statement is Mr. Dao Chau Minh Khang (appointed on 01 March 2024).

The Supervisory Board

Full name	Position	Re-appointing date
Ms. Truong Thi Tram	Chief of the Board	Re-appointed on 28 April 2022
Ms. Nguyen Thi Thuy Van	Member	Re-appointed on 28 April 2022
Ms. Pham Thi Huyen	Member	Re-appointed on 28 April 2022

The Board of Directors

Full name	Position	Re-appointing date
Mr. Cao Thanh Tin	General Director	Re-appointed on 15 February 2023
Mr. Bui Cong Than	Deputy General Director	Re-appointed on 16 April 2022
Mr. Le Dinh Vy	Deputy General Director	Re-appointed on 22 June 2021

Legal Representative

The Company’s legal representative during the year and as of the date of this statement is Mr. Cao Thanh Tin – General Director (re-appointed on 15 February 2023).

Auditors

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

Responsibilities of the Board of Directors

The Company’s Board of Directors is responsible for the preparation of the Combined 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 these Combined Financial Statements, the Board of Directors must:

- select 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 Combined Financial Statements;
- prepare the Combined Financial Statements of the Company on the going-concern basis, except for the cases that the going-concern assumption 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 Combined Financial Statements.

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

Approval of the Financial Statements

The Board of Directors hereby approves the accompanying Combined Financial Statements, which give a true and fair view of the financial position as of 31 December 2024 of the Company, 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 Combined Financial Statements.

For and on behalf of the Board of Directors,



Cao Thanh Tin
General Director

Date: 20 February 2025

INDEPENDENT AUDITOR'S REPORT

To: THE SHAREHOLDERS, THE BOARD OF MANAGEMENT AND THE BOARD OF DIRECTORS
LIX DETERGENT JOINT STOCK COMPANY

We have audited the accompanying Combined Financial Statements of Lix Detergent Joint Stock Company (hereinafter referred to as "the Company"), which were prepared on 20 February (from page 06 to page 40), including the Combined Balance Sheet as of 31 December 2024, the Combined Income Statement, the Combined Cash Flow Statement for the fiscal year then ended and the Notes to the Combined Financial Statements.

Responsibility of the Board of Directors

The Company's Board of Directors is responsible for the preparation, true and fair presentation of these Combined 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 Combined Financial Statements; and responsible for such internal control as the Company's Board of Directors determines necessary to enable the preparation and presentation of the Combined Financial Statements to be free from material misstatements due to frauds or errors.

Responsibility of Auditors

Our responsibility is to express an opinion on these Combined 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 Combined Financial Statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Combined Financial Statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Combined 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 Combined 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 Board of Directors, as well as evaluating the overall presentation of the Combined 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 the Auditors

In our opinion, the Combined Financial Statements give a true and fair view, in all material respects, of the financial position as of 31 December 2024 of Lix Detergent Joint Stock Company, 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 Combined Financial Statements.

For and on behalf of
A&C Auditing and Consulting Co., Ltd.



Ho Van Tung
Partner

Audit Practice Registration Certificate No. 0092-2023-008-1
Authorized Signatory

Ho Chi Minh City, 20 February 2025

Phan Cao Huyen
Auditor

Audit Practice Registration Certificate No. 3523-2021-008-1

FINANCIAL STATEMENTS 2024

Unit: VND

ITEMS	Code	Note	Ending balance	Beginning balance
A- CURRENT ASSETS	100		918.555.014.948	824.478.273.899
I. Cash and cash equivalents	110		373.276.791.759	269.584.941.284
1. Cash	111	V.1	33.276.791.759	19.584.941.284
2. Cash equivalents	112	V.1	340.000.000.000	250.000.000.000
II. Short-term financial investments	120		-	-
1. Trading securities	121		-	-
2. Provisions for devaluation of trading securities	122		-	-
3. Held-to-maturity investments	123		-	-
III. Short-term receivables	130		212.002.209.044	212.286.337.733
1. Short-term trade receivables	131	V.2	203.195.441.893	207.122.349.568
2. Short-term prepayments to suppliers	132	V.3	4.337.080.978	853.346.027
3. Short-term inter-company receivables	133		-	-
4. Receivables according to the progress of construction contract	134		-	-
5. Receivables for short-term loans	135		-	-
6. Other short-term receivables	136	V.4	4.469.686.173	4.310.642.138
7. Allowance for short-term doubtful debts	137		-	-
8. Deficit assets for treatment	139		-	-
IV. Inventories	140	V.5	230.963.578.690	241.123.963.921
1. Inventories	141		230.963.578.690	241.123.963.921
2. Allowance for devaluation of inventories	149		-	-
V. Other current assets	150		102.312.435.455	101.483.030.961
1. Short-term prepaid expenses	151	V.6a	2.132.455.234	1.754.141.572
2. Deductible VAT	152		96.644.863.821	96.214.732.574
3. Taxes and other receivables from the State	153	V.14	3.535.116.400	3.514.156.815
4. Trading Government bonds	154		-	-
5. Other current assets	155		-	-

ITEMS	Code	Note	Ending balance	Beginning balance
B- NON-CURRENT ASSETS	200		477.913.397.800	481.558.383.355
I. Long-term receivables	210		-	-
1. Long-term trade receivables	211		-	-
2. Long-term prepayments to suppliers	212		-	-
3. Working capital in affiliates	213		-	-
4. Long-term inter-company receivables	214		-	-
5. Receivables for long-term loans	215		-	-
6. Other long-term receivables	216		-	-
7. Allowance for long-term doubtful debts	219		-	-
II. Fixed assets	220		415.503.443.604	418.689.611.366
1. Tangible fixed assets	221	V.7	377.663.023.777	379.616.618.247
- Historical cost	222		824.004.016.667	772.022.360.514
- Accumulated depreciation	223		(446.340.992.890)	(392.405.742.267)
2. Financial leased assets	224		-	-
- Historical cost	225		-	-
- Accumulated depreciation	226		-	-
3. Intangible fixed assets	227	V.8	37.840.419.827	39.072.993.119
- Initial cost	228		54.389.873.118	54.389.873.118
- Accumulated amortization	229		(16.549.453.291)	(15.316.879.999)
III. Investment property	230		-	-
- Historical costs	231		-	-
- Accumulated depreciation	232		-	-
IV. Long-term assets in process	240		2.003.258.609	1.099.437.888
1. Long-term work in process	241		-	-
2. Construction-in-progress	242	V.9	2.003.258.609	1.099.437.888
V. Long-term financial investments	250		55.000.000.000	55.000.000.000
1. Investments in subsidiaries	251		-	-
2. Investments in joint ventures and associates	252	V.10	55.000.000.000	55.000.000.000
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		5.406.695.587	6.769.334.101
1. Long-term prepaid expenses	261	V.6b	2.636.220.642	4.590.707.464
2. Deferred income tax assets	262	V.11	2.770.474.945	2.178.626.637
3. Long-term components and spare parts	263		-	-
4. Other non-current assets	268		-	-
TOTAL ASSETS	270		1.396.468.412.748	1.306.036.657.254

FINANCIAL STATEMENTS 2024

ITEMS	Code	Note	Ending balance	Beginning balance
C - LIABILITIES	300		459.504.526.410	423.701.253.584
I. Current liabilities	310		451.098.988.008	415.660.286.025
1. Short-term trade payables	311	V.12	208.700.968.604	231.038.725.502
2. Short-term advances from customers	312	V.13	31.450.677.114	21.257.165.202
3. Taxes and other obligations to the State Budget	313	V.14	28.180.192.628	22.123.617.547
4. Payables to employees	314	V.15	54.585.554.155	57.696.908.357
5. Short-term accrued expenses	315	V.16	13.852.374.726	10.893.133.186
6. Short-term inter-company payables	316		-	-
7. Payables according to the progress of construction contracts	317		-	-
8. Short-term unearned revenue	318		-	-
9. Other short-term payables	319	V.17a,c	45.340.088.072	8.914.250.839
10. Short-term borrowings and financial leases	320	V.18	55.000.000.000	55.000.000.000
11. Provisions for short-term payables	321		-	-
12. Bonus and welfare funds	322	V.19	13.989.132.709	8.736.485.392
13. Price stabilization fund	323		-	-
14. Trading Government bonds	324		-	-
II. Non-current liabilities	330		8.405.538.402	8.040.967.559
1. Long-term trade payables	331		-	-
2. Long-term advances from customers	332		-	-
3. Long-term accrued expenses	333		-	-
4. Inter-company payables for working capital	334		-	-
5. Long-term inter-company payables	335		-	-
6. Long-term unearned revenue	336		-	-
7. Other long-term payables	337	V.17b,c	8.405.538.402	8.040.967.559
8. Long-term borrowings and financial leases	338		-	-
9. Convertible bonds	339		-	-
10. Preferred shares	340		-	-
11. Deferred income tax liability	341		-	-
12. Provisions for long-term payables	342		-	-
13. Science and technology development fund	343		-	-

ITEMS	Code	Note	Ending balance	Beginning balance
D - OWNER'S EQUITY	400		936.963.886.338	882.335.403.670
I. Owner's equity	410		936.963.886.338	882.335.403.670
1. Owner's capital	411	V.20	648.000.000.000	324.000.000.000
- Ordinary shares carrying voting rights	411a		648.000.000.000	324.000.000.000
- Preferred shares	411b		-	-
2. Share premiums	412		-	-
3. Bond conversion options	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	97.441.219.809	370.674.065.760
9. Business arrangement supporting fund	419		-	-
10. Other funds	420		-	-
11. Retained earnings	421	V.20	191.522.666.529	187.661.337.910
- Retained earnings accumulated to the end of the previous period	421a		22.408.799.178	187.661.337.910
- Retained earnings of the current period	421b		169.113.867.351	-
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		1.396.468.412.748	1.306.036.657.254

Ho Chi Minh City, 20 February 2025



Nguyen Thi Yen Phuong
Preparer



Pham Thi Kim Hong
Chief Accountant



Cao Thanh Tin
General Director

FINANCIAL STATEMENTS 2024

Unit: VND

ITEMS	Code	Note	Current year	Previous year
1. Revenue from sales of goods and provisions of services	01	VI.1	3.009.025.905.833	2.891.076.118.000
2. Revenue deductions	02	VI.2	132.082.441.759	90.517.105.991
3. Net revenue	10		2.876.943.464.074	2.800.559.012.009
4. Cost of sales	11	VI.3	2.260.576.913.731	2.187.835.898.087
5. Gross profit	20		616.366.550.343	612.723.113.922
6. Financial income	21	VI.4	15.109.439.471	14.621.043.724
7. Financial expenses	22	VI.5	6.048.418.505	4.766.294.978
In which: Loan interest expenses	23		3.860.547.942	3.849.999.997
8. Selling expenses	25	VI.6	206.147.893.413	230.590.034.749
9. General and administration expenses	26	VI.7	163.251.323.930	138.233.135.745
10. Net operating profit	30		256.028.353.966	253.754.692.174
11. Other income	31	VI.8	790.060.560	926.751.372
12. Other expenses	32	VI.9	264.735.427	8.638.375.645
13. Other profit/(loss)	40		525.325.133	(7.711.624.273)
14. Total accounting profit before tax	50		256.553.679.099	246.043.067.901
15. Current income tax	51	V.14	55.631.660.056	54.630.834.001
16. Deferred income tax	52	V.11	(591.848.308)	1.371.129.456
17. Profit after tax	60		201.513.867.351	190.041.104.444
18. Basic earnings per share	70	VI.10	2.793	2.666
19. Diluted earnings per share	71	VI.10	2.793	2.666

Ho Chi Minh City, 20 February 2025

Nguyen Thi Yen Phuong
Preparer

Pham Thi Kim Hong
Chief Accountant




Cao Thanh Tin
General Director

Unit: VND

ITEMS	Code	Note	Current year	Previous year
I. Cash flows from operating activities				
1. Profit before tax	01		256.553.679.099	246.043.067.901
2. Adjustments				
- Depreciation/(amortization) of fixed assets and investment properties	02	V.7, V.8	58.048.623.757	56.897.274.503
- Provisions and allowances	03		-	-
- Exchange gain/(loss) due to revaluation of monetary items in foreign currencies	04	VI.4, VI.5	(23.477.794)	214.212.596
- Gain/(loss) from investing activities	05	VI.4, VI.8, VI.9	(8.482.750.433)	(9.232.378.188)
- Interest expenses	06	VI.5	3.860.547.942	3.849.999.997
- Others	07		-	-
3. Operating profit before changes of working capital	08		309.956.622.571	297.772.176.809
- Increase/(decrease) of receivables	09		525.093.252	(24.148.031.572)
- Increase/(decrease) of inventories	10		10.160.385.231	37.364.252.981
- Increase/(decrease) of payables	11		5.999.564.821	29.574.461.766
- Increase/(decrease) of prepaid expenses	12		1.576.173.160	(1.211.762.712)
- Increase/(decrease) of trading securities	13		-	-
- Interests paid	14	V.17, VI.5	-	-
- Corporate income tax paid	15	V.14	(55.908.297.820)	(66.293.298.668)
- Other cash inflows	16		-	-
- Other cash outflows	17	V.19	(12.032.737.366)	(26.151.852.016)
Net cash flows from operating activities	20		260.276.803.849	246.905.946.588
II. Cash flows from investing activities				
1. Purchases and construction of fixed assets and other non-current assets	21	V.7, V.9, VII	(68.417.346.322)	(66.510.907.484)
2. Proceeds from disposals of fixed assets and other non-current assets	22	V.7, VI.8	230.558.924	117.496.634
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 in other entities	25		-	-
6. Withdrawals of investments in other entities	26		-	-
7. Interest earned, dividends and profits received	27	V.4, VI.4	8.763.246.454	8.640.678.305
Net cash flows from investing activities	30		(59.423.540.944)	(57.752.732.545)

ITEMS	Code	Note	Current year	Previous year
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. Proceeds from borrowings	33		-	-
4. Repayment for loan principal	34		-	-
5. Payments for financial leased assets	35		-	-
6. Dividends and profit paid to the owners	36	V.17, V.20	(97.200.000.000)	(113.400.000.000)
<i>Net cash flows from financing activities</i>	40		(97.200.000.000)	(113.400.000.000)
Net cash flows during the year	50		103.653.262.905	75.753.214.043
Beginning cash and cash equivalents	60	V.1	269.584.941.284	193.849.654.151
Effects of fluctuations in foreign exchange rates	61		38.587.570	(17.926.910)
Ending cash and cash equivalents	70	V.1	373.276.791.759	269.584.941.284


 Nguyen Thi Yen Phuong
 Preparer


 Pham Thi Kim Hong
 Chief Accountant


 Ho Chi Minh City, 20 February 2025

 Cao Thanh Tin
 General Director

I. GENERAL INFORMATION

1. Ownership form

Lix Detergent Joint Stock Company (hereinafter referred to as “the Company”) is a joint stock company.

2. Operating fields

Operating fields of the Company are industrial manufacturing and trading.

3. Principal business activities

Principal business activities of the Company are to manufacture synthetic cleansers and cosmetics; to manufacture and to trade chemicals of all kinds (except for high toxic chemicals) and packages; to trade import-export activities (except for export, import and distribution of goods in the list of goods that foreign investors and foreign-invested economic organizations are not allowed to exercise the right of export, import and distribution); to trade real estate (except for investment in construction of infrastructure of cemeteries and graveyards to transfer land use right attached to infrastructure).

4. Normal operating cycle

Normal operating cycle of the Company is within 12 months.

5. Structure of the Company

Affiliates that are not legal entities and do accounting works dependently

Affiliates	Address
Binh Duong Branch	A-6, A-12, Dai Dang Industrial Park, Phu Tan Ward, Thu Dau Mot City, Binh Duong Province
Bac Ninh Branch	Lot II – 1.1, Que Vo 2 Industrial Park, Ngoc Xa Commune, Que Vo Town, Bac Ninh Province
Representative office in Ho Chi Minh City	LD-02.05, Lexington Building, No. 67 Mai Chi Tho Street, An Phu Ward, Thu Duc City, Ho Chi Minh City

6. Headcount

As of the balance sheet date, the Company’s headcount is 1.153 (headcount at the beginning of the year: 1.145).

II. FISCAL YEAR AND ACCOUNTING CURRENCY

1. Fiscal year

The fiscal year of the Company is from 01 January to 31 December annually.

2. Accounting currency unit

The accounting currency unit is Vietnamese Dong (VND) because of transactions of the Company are primarily made in VND.

III. ACCOUNTING STANDARDS AND SYSTEM

1. Accounting 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, the Circular No. 53/2016/TT-BTC dated 21 March 2016, and other Circulars guiding the implementation of Vietnamese Accounting Standards of the Ministry of Finance in the preparation and presentation of the Combined Financial Statements.

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

The Board of 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, the Circular No. 53/2016/TT-BTC dated 21 March 2016, and other Circulars guiding the implementation of Vietnamese Accounting Standards of the Ministry of Finance in the preparation and presentation of the Combined Financial Statements.

IV. ACCOUNTING POLICIES

1. Accounting convention

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

The Company's affiliates have their own accounting sections but cannot do the accounts recording independently. The Combined Financial Statements of the whole Company are prepared on the basis of the combination of the Financial Statements of the Company's affiliates. Revenue and balances among affiliates are excluded when the Combined Financial Statements are prepared.

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 date.

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, future contract, option contract, currency swap): the exchange rate stipulated in the contracts of trading foreign currency between the Company and the Bank.
- For capital contribution made or received: the buying rate ruling as at the date of capital contribution of the bank where the Company opens its account to receive contributed capital.
- For receivables: the buying rate ruling as at the time of transactions of the commercial bank where the Company designates the customers to make payments.
- For payables: the selling rate ruling as at the time of transactions of the commercial bank where the Company supposes to make payment.
- For acquisition of assets or immediate payments in foreign currency (not included into payables): the buying rate of the commercial bank where the Company makes payments.

The exchange rates used to re-evaluate the ending balances of monetary items in foreign currencies are determined according to the following principles:

- 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 Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank), where the Company frequently conducts transactions.
- For monetary items in foreign currencies classified as liabilities: the selling rate of Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank), where the Company frequently conducts transactions.

3. Cash and cash equivalents

Cash includes cash on hand and demand deposits in banks. 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. Investments in associates

An associate is an entity which the Company has significant influence but not the control to govern the financial and operating policies. Significant influence is the right to participate in making the associate's financial and operating policies but not control those policies.

Investments in associate are initially recognized at cost including the purchase cost 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 profits incurred prior to the purchase of investments are deducted to the costs of such investments. Dividends and profit incurred after the purchase of investments are recorded into the Company's financial income. Particularly, the dividends paid in form of shares are not recorded as an increase in values, but the increasing quantity of shares is followed up.

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

Increases/(decreases) in the provisions for impairment of investments in associate as of the balance sheet date are recorded into financial expenses.

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:

- 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.
- 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 ages of debts after offsetting against liabilities (if any) or estimated loss as follows:

- As for overdue debts:
 - 30% of the value of debts overdue between 6 months and less than 1 year.
 - 50% of the value of debts overdue between 1 year and less than 2 years.
 - 70% of the value of debts overdue between 2 years and less than 3 years.
 - 100% of the value of debts overdue from 3 years or more.
- 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, merchandise and tools: Costs comprise costs of purchases and other directly relevant costs incurred in bringing the inventories to their present location and conditions.
- Work-in-process: Costs only comprise costs of main materials.
- For finished goods: Costs comprise costs of materials, direct labor and directly relevant general manufacturing expenses allocated on the basis of normal operations.

Stock-out costs 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 devaluation of 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 devaluation of 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 accounting periods. Prepaid expenses of the Company include expenses of tools, asset insurance premiums and other expenses. These prepaid expenses are allocated over the prepayment period or period in which corresponding benefits are realized.

Tools

Expenses of tools being put into use are allocated into expenses in accordance with the straight-line method for the maximum period of 2 years.

Asset insurance premiums

Insurance premiums are allocated into expenses in accordance with the straight-line method for the maximum period of 3 years.

8. 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 year.

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	05 - 12
Vehicles	06 - 10
Office equipment	03 - 10

9. 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 assets include:

Land use right

Land use right includes all the actual expenses paid by the Company directly related to the land being used such as expenses to obtain the land use right, expenses for house removal, land clearance and ground leveling, registration fees, etc. The land use right is amortized according to the straight-line method in 50 years.

Land use right reflects the land rental that the Company paid once for many years, so it was granted the Land Use Right Certificate. This land use right is amortized over the land leasing period (i.e. 45-50 years).

Computer software

Expenses attributable to computer software, which is not a part associated with the relevant hardware, will be capitalized. 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 3 years.

10. Construction-in-progress

Construction-in-progress reflects the expenses (including relevant loan interest expenses following the accounting policies of the Company) directly attributable to assets under construction, machinery and equipment under installation for purposes of production, leasing and management as well as the repair of fixed assets in progress. These assets are recorded at historical costs and not depreciated.

11. Payables and accrued expenses

Payables and accrued expenses are recorded for the amounts payable in the future associated with the goods and services received. 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, of which the seller is an independent entity with the Company.
- 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 or long-term items in the Combined Balance Sheet on the basis of their remaining term as of the balance sheet date.

12. Owner's capital

The contributed capital is recorded according to the actual amounts invested by shareholders.

13. Profit distribution

Profit after corporate income 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 Meeting of Shareholders.

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.

Dividends are recorded as payables upon approval of the General Meeting of Shareholders and notification of dividend payment of the Board of Management.

14. 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 merchandise or products to customers.
- The Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the merchandise, products sold.
- The amount of revenue can be measured reliably. Where the contracts stipulate that buyer is entitled to return products or merchandise purchased under specific conditions, revenue is recorded only when those specific conditions are no longer exist and buyers retains no right to return merchandise, products (except for the case that such returns are in exchange for other merchandise or services).
- The Company received or shall probably receive the economic benefits associated with sale transactions.
- The cost incurred or to be incurred in respect of the sale transaction can be measured reliably.

Revenue from provisions of services

Revenue from provisions of services shall be recognized when all of the following conditions are satisfied:

- The amount of revenue can be measured reliably. When the contract stipulates that the buyer is entitled to return the services rendered under specific conditions, revenue is recognized only when these specific conditions are no longer existed and the buyer is not entitled to return the services rendered.
- The Company received or shall probably receive the economic benefits associated with the rendering of services.
- The stage of completion of the transaction at the end of reporting period can be measured reliably.
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

In the case that the services are provided in several accounting periods, the determination of revenue is done on the basis of the volume of work done as of the balance sheet date.

Revenue from processing service

Revenue from processing materials, goods is the actual amount received, exclusive of the value of materials and goods.

Interest

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

15. Revenue deductions

Revenue deductions include trade discounts, sales returns incurred in the same period of providing products, merchandise, in which revenue is derecognized.

In case of products, merchandise provided in the previous years but trade discounts, sales returns incurred in the current year, revenue is derecognized as follows:

- If trade discounts, sales returns incur prior to the release of the Combined Financial Statements, revenue is derecognized on the Combined Financial Statements of the current year.
- If trade discounts, sales returns incur after the release of the Combined Financial Statements, revenue is derecognized on the Combined Financial Statements of the following year.

16. 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.



17. 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.

18. 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.

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:

- 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.

19. 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.

20. 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.

Segment information is prepared and presented in accordance with accounting policies applied to preparation and presentation of the Company's Combined Financial Statements.

21. Financial instruments

Financial assets

The classification of financial assets depends on their nature and purposes and is determined at the date of initial recognition. The financial assets of the Company include cash and cash equivalents, trade receivables and other receivables.

At the date of initial recognition, financial assets are recognized at original cost plus other costs directly attributable to those financial assets.

Financial liabilities

The classification of financial liabilities depends on their nature and purposes and is determined at the date of initial recognition. The financial liabilities of the Company include trade payables, borrowings and other payables.

At the date of initial recognition, financial liabilities are recorded at original cost less other costs directly attributable to those financial liabilities.

Offsetting financial instruments

Financial assets and financial liabilities will be offset against each other and reflected at their net values in the Balance Sheet when, and only when, the Company:

- has a legal right to offset the recognized amounts; and
- has intention either to settle on a net basis, or to recognize the asset and to settle the liability simultaneously.

V. ADDITIONAL INFORMATION ON THE ITEMS OF THE COMBINED BALANCE SHEET

1. Cash and cash equivalents

	<u>Ending balance</u>	<u>Beginning balance</u>
Cash on hand	1.016.063.000	1.986.053.095
Demand deposits in banks	32.260.728.759	17.598.888.189
Cash equivalents (bank deposits of which the principal maturity is from 3 months or less)	340.000.000.000	250.000.000.000
Total	<u>373.276.791.759</u>	<u>269.584.941.284</u>

2. Short-term trade receivables

	<u>Ending balance</u>	<u>Beginning balance</u>
<i>Receivables from related parties</i>	-	<i>511.177.947</i>
The Southern Rubber Industry Joint Stock Company	-	384.716.447
Hanoi Soap Joint Stock Company	-	126.461.500
<i>Receivables from other customers</i>	<i>203.195.441.893</i>	<i>206.611.171.621</i>
Saigon Co.op	27.429.082.728	28.171.585.361
Hoang Nam Production Co., Ltd.	11.327.225.000	8.620.891.250
Bach Hoa Xanh Trading Joint Stock Company	39.557.846.727	38.493.333.013
Toyota Tsusho Corporation	11.021.948.453	16.326.564.339
Vincommerce General Commercial Services Joint Stock Company	22.410.206.911	33.501.904.483
Unique Plastics Co., Ltd.	23.458.720.725	12.623.300.000
Unique Plastics Co., Ltd.- Dong Nai Branch	-	3.000.000.000
Other customers	67.990.411.349	65.873.593.175
Total	<u>203.195.441.893</u>	<u>207.122.349.568</u>

3. Short-term prepayments to suppliers

	<u>Ending balance</u>	<u>Beginning balance</u>
Bac Nam Viet Development and Construction Investment Joint Stock Company	-	516.000.000
IDNV Company Limited	180.000.000	180.000.000
Ha Le Consultancy Company Limited	-	128.200.000
Vietnam Travel and Marketing Transports Joint Stock Company - Vietravel – Lam Dong Branch	1.126.481.000	-
Sang Tao Machine Manufacturing Limited Company	750.277.778	-
Hoa Vinh Mechanical Import Export and Manufacture Company Limited	742.170.000	-
Thang Long Consultant and Transfer Environment Technology Company Limited	647.552.200	-
Song Hiep Loi Technology Trading Co., Ltd	618.100.000	-
Other suppliers	272.500.000	29.146.027
Total	<u>4.337.080.978</u>	<u>853.346.027</u>

4. Other short-term receivables

	<u>Ending balance</u>		<u>Beginning balance</u>	
	Value	Allowance	Value	Allowance
Savings deposit interest to be received	491.216.437	-	931.301.382	-
Short-term deposits	25.000.000	-	20.000.000	-
Other short-term receivables	3.953.469.736	-	3.359.340.756	-
Total	<u>4.469.686.173</u>	<u>-</u>	<u>4.310.642.138</u>	<u>-</u>

5. Inventories

	<u>Ending balance</u>		<u>Beginning balance</u>	
	Original costs	Allowance	Original costs	Allowance
Goods in transit	782.243.865	-	-	-
Materials and supplies	142.880.499.501	-	142.069.788.167	-
Tools	5.787.299.884	-	5.600.992.529	-
Work-in-process	2.870.695.168	-	3.453.540.162	-
Finished goods	76.876.709.784	-	89.602.678.278	-
Merchandise	1.766.130.488	-	396.964.785	-
Total	<u>230.963.578.690</u>	<u>-</u>	<u>241.123.963.921</u>	<u>-</u>

6. Prepaid expenses

6a. Short-term prepaid expenses

	<u>Ending balance</u>	<u>Beginning balance</u>
Tools	1.674.676.746	836.051.320
Asset insurance premiums	65.950.250	160.988.676
Other short-term prepaid expenses	391.828.238	757.101.576
Total	<u>2.132.455.234</u>	<u>1.754.141.572</u>

6b. Long-term prepaid expenses

	<u>Ending balance</u>	<u>Beginning balance</u>
Tools	231.861.000	2.712.890.109
Other long-term prepaid expenses	2.404.359.642	1.877.817.355
Total	<u>2.636.220.642</u>	<u>4.590.707.464</u>

7. Tangible fixed assets

	<u>Buildings and structures</u>	<u>Machinery and equipment</u>	<u>Vehicles</u>	<u>Office equipment</u>	<u>Total</u>
Historical costs					
Beginning balance	277.854.878.503	451.387.718.819	26.388.835.343	16.390.927.849	772.022.360.514
Acquisition during the year	11.048.298.591	33.923.838.836	3.834.485.027	1.727.197.338	50.533.819.792
Completed construction	4.399.606.203	-	-	-	4.399.606.203
Liquidation and disposal	(58.840.000)	(1.107.632.000)	(1.583.809.524)	(201.488.318)	(2.951.769.842)
Ending balance	<u>293.243.943.297</u>	<u>484.203.925.655</u>	<u>28.639.510.846</u>	<u>17.916.636.869</u>	<u>824.004.016.667</u>
<i>In which:</i>					
Assets fully depreciated but still in use	60.439.315.119	108.144.201.833	10.167.238.552	5.204.096.757	183.954.852.261
Assets waiting for liquidation	-	-	-	-	-
Depreciation					
Beginning balance	135.032.177.010	230.320.755.763	18.110.481.597	8.942.327.897	392.405.742.267
Depreciation during the year	16.006.845.802	36.173.791.871	2.695.570.187	1.939.842.605	56.816.050.465
Liquidation and disposal	(58.840.000)	(1.107.632.000)	(1.512.839.524)	(201.488.318)	(2.880.799.842)
Ending balance	<u>150.980.182.812</u>	<u>265.386.915.634</u>	<u>19.293.212.260</u>	<u>10.680.682.184</u>	<u>446.340.992.890</u>

	Buildings and structures	Machinery and equipment	Vehicles	Office equipment	Total
Net book values					
Beginning balance	142.822.701.493	221.066.963.056	8.278.353.746	7.448.599.952	379.616.618.247
Ending balance	142.263.760.485	218.817.010.021	9.346.298.586	7.235.954.685	377.663.023.777
<i>In which:</i>					
Assets temporarily not in use	-	-	-	-	-
Assets waiting for liquidation	-	-	-	-	-

8. Intangible fixed assets

	Land use right	Computer software	Total
Initial costs			
Beginning balance	54.261.691.300	128.181.818	54.389.873.118
Ending balance	54.261.691.300	128.181.818	54.389.873.118
<i>In which:</i>			
Assets fully amortized but still in use	-	48.181.818	48.181.818
Amortization			
Beginning balance	15.243.250.155	73.629.844	15.316.879.999
Amortization during the year	1.205.906.628	26.666.664	1.232.573.292
Ending balance	16.449.156.783	100.296.508	16.549.453.291
Net book values			
Beginning balance	39.018.441.145	54.551.974	39.072.993.119
Ending balance	37.812.534.517	27.885.310	37.840.419.827
<i>In which:</i>			
Assets temporarily not in use	-	-	-
Assets waiting for liquidation	-	-	-

9. Construction-in-progress

	Beginning balance	Increase during the year	Inclusion into fixed assets during the year	Other decreases	Ending balance
Acquisition of fixed assets	-	1.264.485.027	(1.264.485.027)	-	-
Construction-in-progress	1.099.437.888	5.553.426.924	(4.399.606.203)	(250.000.000)	2.003.258.609
Upgrading Lix plant in Bac Ninh Branch	94.437.888	1.290.000.000	(1.384.437.888)	-	-
Production workshop and finished goods warehouse in Bac Ninh Branch	665.000.000	280.000.000	-	-	945.000.000
Renovation of main gate of Bac Ninh Branch	60.000.000	1.212.601.852	(1.012.000.000)	-	260.601.852
Material and package warehouse	250.000.000	-	-	(250.000.000)	-
Renovation and expansion of main gate of Lix Thu Duc	30.000.000	449.886.535	(479.886.535)	-	-
Water tank installation for fire protection	-	1.094.000.000	(1.094.000.000)	-	-
Other projects	-	1.226.938.537	(429.281.780)	-	797.656.757
Total	1.099.437.888	6.817.911.951	(5.664.091.230)	(250.000.000)	2.003.258.609

10. Investments in joint ventures and associates

This item reflects the investment in Xalivico Limited Liability Company.

According to the Business Registration Certificate No. 0106872723 dated 09 June 2015, amended for the 4th time on 15 July 2022, granted by Hanoi City Department of Planning and Investment, the Company invests in Xalivico Limited Liability Company an amount of VND 55,000,000,000, equivalent to 26% of charter capital. As of the balance sheet date, the Company fully contributed capital as in the Business Registration Certificate.

Fair value

The Company has not measured fair value of investments because there is no specific guidance on measurement of fair value.

Operations of the associate

The associate is still in the preparation stage of implementing investment projects with no major changes against the previous year.

Investments in other entities used as collaterals

The Company has used its actual capital investments on the basis of face value into the charter capital of Xalivico Limited Liability Company determined from time to time as collaterals to secure the loan from Vingroup Joint Stock Company.

Transactions with the associate

The Company has no transactions with Xalivico Limited Liability Company.

11. Deferred income tax assets

Deferred income tax assets are related to temporarily deductible differences. Details are as follows:

	Current year	Previous year
Beginning balance	2.178.626.637	3.549.756.093
Inclusion into operation results	591.848.308	(1.371.129.456)
Ending balance	2.770.474.945	2.178.626.637

The corporate income tax rate used for determining deferred income tax assets is 20%.

12. Short-term trade payables

	Ending balance	Beginning balance
Payables to related parties	10.777.949.388	6.692.514.840
South Chemicals Import-Export Joint Stock Company	6.295.523.220	5.133.628.800
Viet Tri Chemical Joint Stock Company	134.577.072	-
South Basic Chemicals Joint Stock Company	4.025.082.240	1.530.950.760
Hanoi Soap Joint Stock Company	70.902.216	27.935.280
Vietnam Chemicals Import and Export Joint Stock Company	251.864.640	-
Payables to other suppliers	197.923.019.216	224.346.210.662
UIC Vietnam	18.832.077.000	25.769.761.600
Gulf Polymers Distribution Company Fzco	6.678.009.360	14.145.738.750
Branch of Tico Joint Stock Company	5.707.768.000	15.322.806.400
Thanh Phu Plastic Packaging Company Limited	10.237.229.123	13.410.078.547
Soft Industry Corporation	18.425.015.400	8.611.905.500
Manuchar Vietnam Limited	12.378.037.248	13.872.263.185
Other suppliers	125.664.883.085	133.213.656.680
Total	208.700.968.604	231.038.725.502

The Company has no overdue trade payables.

13. Short-term advances from customers

	Ending balance	Beginning balance
Hadramout Al Wadi Trading Co., Ltd.	424.742.310	824.828.562
Chip Mong Group., Ltd.	11.061.104.534	448.630.211
Ajnsons Enterprises	23.177.705	500.911.950
Other customers	19.941.652.565	19.482.794.479
Total	31.450.677.114	21.257.165.202

14. Taxes and other obligations to the State Budget

Increases/(decreases) of taxes and other obligations to the State Budget are presented in the attached Appendix.

Value added tax (VAT)

The Company has to pay VAT in accordance with the deduction method. The VAT rates applied are as follows:

- Exports	0%
- Detergent, liquid cleansers	10%

Export-import duties

The Company has declared and paid these duties in line with the Customs' notices.

Corporate income tax

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

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

	Current year	Previous year
Total accounting profit before tax	256.553.679.099	246.043.067.901
Increases/(decreases) of accounting profit to determine profit subject to corporate income tax:		
- Increases	32.497.754.368	44.596.307.292
- Decreases	(10.893.133.186)	(17.748.780.469)
Taxable income	278.158.300.281	272.890.594.724
Corporate income tax rate	20%	20%
Corporate income tax payable at common tax rate	55.631.660.056	54.578.118.945
Adjustments of corporate income tax of the previous years	-	52.715.056
Corporate income tax payable	55.631.660.056	54.630.834.001

Determination of corporate income tax liability of the Company is based on currently applicable 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 Combined Financial Statements can be changed upon the inspection of tax authorities.

Land rental

Land rental is paid according to the notices of the tax department.

Other taxes

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

15. Payables to employees

The Company has set up the salary fund for the year 2024 on the basis of productivity over total output production.

The ending balance of this item includes the salary of December and salary payable under the salary fund to employees.

16. Short-term accrued expenses

	Ending balance	Beginning balance
Transportation support expenses	3.797.702.298	2.854.100.116
Marketing support expenses	104.560.331	93.520.258
Bonuses for meeting sales targets	2.311.370.334	789.710.311
Advertising, marketing expenses	297.860.160	-
Other short-term accrued expenses	7.340.881.603	7.155.802.501
Total	13.852.374.726	10.893.133.186

17. Other payables

17a. Other short-term payables

	Ending balance	Beginning balance
Payables to related parties	28.084.547.936	7.699.999.994
Vingroup - Loan interest expenses	11.560.547.936	7.699.999.994
Vinachem - Dividends payable	16.524.000.000	-
Payables to other organizations and individuals	17.255.540.136	1.214.250.845
Trade Union's expenditures	515.887.645	495.209.845
Dividends payable	15.876.000.000	-
Other short-term payables	863.652.491	719.041.000
Total	45.340.088.072	8.914.250.839

17b. Other long-term payables

This item reflects long-term deposits received from customers.

17c. Overdue debts

The Company has no other overdue payables.

18. Short-term borrowings

This is the current portions of long-term loan from Vingroup Joint Stock Company (a related party) to invest in Xalivico Limited Liability Company (an associate) at the interest rate of 7%/year with the loan term of 3 years. The loan is secured by mortgaging the investment in this associate.

The Company is solvent over short-term loans.

19. Bonus and welfare funds

	Beginning balance	Increase due to appropriation from profit	Disbursement during the year	Ending balance
Bonus fund	5.849.628.908	7.131.953.873	(7.799.200.000)	5.182.382.781
Welfare fund	2.886.856.484	10.153.430.810	(4.233.537.366)	8.806.749.928
Total	8.736.485.392	17.285.384.683	(12.032.737.366)	13.989.132.709

20. Owner's equity

20a. Statement of fluctuations in owner's equity

	Owner's capital	Investment and development fund	Retained earnings	Total
Beginning balance of the previous year	324.000.000.000	306.714.124.165	196.609.155.593	827.323.279.758
Profit in the previous year	-	-	190.041.104.444	190.041.104.444
Appropriation for bonus and welfare funds in the previous year	-	-	(21.628.980.532)	(21.628.980.532)
Appropriation for investment and development fund in the previous year	-	63.959.941.595	(63.959.941.595)	-
Dividend distribution in the previous year	-	-	(113.400.000.000)	(113.400.000.000)
Ending balance of the previous year	324.000.000.000	370.674.065.760	187.661.337.910	882.335.403.670
Beginning balance of the current year	324.000.000.000	370.674.065.760	187.661.337.910	882.335.403.670
Capital increase from investment and development fund	324.000.000.000	(324.000.000.000)	-	-
Profit in the current year	-	-	201.513.867.351	201.513.867.351
Appropriation for bonus and welfare funds in the current year	-	-	(17.285.384.683)	(17.285.384.683)
Appropriation for investment and development fund in the current year	-	50.767.154.049	(50.767.154.049)	-
Dividend distribution in the current year	-	-	(129.600.000.000)	(129.600.000.000)
Ending balance of the current year	648.000.000.000	97.441.219.809	191.522.666.529	936.963.886.338

20b. Details of owner's capital

	Ending balance	Beginning balance
Capital of the State	330.480.000.000	165.240.000.000
Capital of other shareholders	317.520.000.000	158.760.000.000
Total	648.000.000.000	324.000.000.000

Shares

	Ending balance	Beginning balance
Number of shares registered to be issued	64.800.000	32.400.000
Number of shares sold to the public	64.800.000	32.400.000
- Common shares	64.800.000	32.400.000
- Preferred shares	-	-
Number of shares repurchased	-	-
- Common shares	-	-
- Preferred shares	-	-
Number of outstanding shares	64.800.000	32.400.000
- Common shares	64.800.000	32.400.000
- Preferred shares	-	-

Face value per outstanding share: VND 10.000.

20c. Profit distribution

During the year, the Company distributed 2023 profit in accordance with the Resolution No. 01/2024/NQ-ĐHĐCĐ dated 26 April 2024 of 2024 Annual General Meeting of Shareholders as follows:

	Amount (VND)
• Dividend distribution to shareholders	97.200.000.000
• Appropriation for investment and development fund	50.767.154.049
• Appropriation for bonus and welfare funds	16.922.384.683
• Appropriation for bonus fund for the Executive Board	363.000.000

Additionally, the Resolution of 2024 Annual General Meeting of Shareholders approved the plan for issuance of shares to the existing shareholders to increase share capital from owner's equity.

The Company implemented the plan for issuance of shares to increase share capital according to the Resolution No. 15/2024/NQ-HĐQT dated 08 May 2024 of the Board of Management. The number of shares expected to be additionally issued is 32.400.000 shares from the investment and development fund.

On 02 July 2024, the Company submitted the Report on results of the share issuance to the State Securities Commission of Vietnam according to Official Letter No. 25/2024/CV-HĐQT.

On 12 July 2024, the Company received the Official Letter No. 4325/UBCK-QLCB of the State Securities Commission regarding the receipt of the Report on results of share issuance. The State Securities Commission of Vietnam accordingly requested the Company to contact Ho Chi Minh City Stock Exchange and Vietnam Securities Depository and Clearing Corporation to carry out procedures for registration, depository and listing of additional shares as prescribed.

The Company was granted the 13th amended Business Registration Certificate dated 30 July 2024 regarding the increase in charter capital to VND 648.000.000.000.

According to the Resolution No. 33/2024/NQ-HĐQT dated 13 December 2024 of the Board of Management, the Company advanced 2024 dividends in cash to the shareholders at the rate of 5% (VND 500/share). The closing date of the shareholder list is 27 December 2024, and the scheduled dividend payment date is 14 January 2025.

21. Off-Combined Balance Sheet items

21a. Foreign currencies

	Ending balance	Beginning balance
US Dollar (USD)	404.154,04	415.499,83
Euro (EUR)	3.517,82	3.516,31

21b. Treated doubtful debts

	Ending balance	Beginning balance	Reasons for writing off
Head office	719.357.115	719.357.115	Customers have left their business location and declared to be insolvent
Hanoi Branch	473.072.580	473.072.580	
Total	1.192.429.695	1.192.429.695	

VI. ADDITIONAL INFORMATION ON THE ITEMS OF THE COMBINED INCOME STATEMENT

1. Revenue from sales of goods and provisions of services

1a. Gross revenue

	Current year	Previous year
Revenue from sales of finished goods	2.875.429.406.058	2.738.143.882.138
Revenue from other activities	133.596.499.775	152.932.235.862
Total	3.009.025.905.833	2.891.076.118.000

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

During the year, the Company has sales of goods and service provisions to related parties as follows:

	<u>Current year</u>	<u>Previous year</u>
<i>Dry Cell and Storage Battery Joint Stock Company</i>		
Sales of finished goods	-	12.796.800
<i>The Southern Rubber Industry Joint Stock Company</i>		
Sales of finished goods	-	349.742.224
<i>Hanoi Soap Joint Stock Company</i>		
Sales of finished goods	709.639.140	1.325.520.000
<i>South Chemicals Import-Export Joint Stock Company</i>		
Sales of finished goods	-	24.107.958
<i>South Basic Chemicals Joint Stock Company</i>		
Sales of finished goods	307.412.480	286.540.120
<i>Lam Thao Fertilizers and Chemicals Joint Stock Company</i>		
Sales of finished goods	-	81.817.600
2. Revenue deductions		
	<u>Current year</u>	<u>Previous year</u>
Trade discounts	130.298.420.093	88.842.825.837
Sales returns	1.784.021.666	1.674.280.154
Total	<u>132.082.441.759</u>	<u>90.517.105.991</u>
3. Costs of sales		
	<u>Current year</u>	<u>Previous year</u>
Costs of finished goods sold	2.136.797.668.067	2.050.236.725.529
Costs of other activities	123.779.245.664	137.599.172.558
Total	<u>2.260.576.913.731</u>	<u>2.187.835.898.087</u>
4. Financial income		
	<u>Current year</u>	<u>Previous year</u>
Term deposit interest	8.323.161.509	9.392.801.603
Demand deposit interest	47.891.976	45.327.535
Proceeds from the sale of foreign currencies	3.163.196.705	1.640.208.564
Exchange gain arising	3.551.711.487	3.542.602.653
Exchange gain due to the revaluation of monetary items in foreign currencies	23.477.794	-
Other financial income	-	103.369
Total	<u>15.109.439.471</u>	<u>14.621.043.724</u>
5. Financial expenses		
	<u>Current year</u>	<u>Previous year</u>
Loan interest expenses	3.860.547.942	3.849.999.997
Exchange loss arising	2.187.870.563	702.082.385
Exchange losses due to the revaluation of monetary items in foreign currencies	-	214.212.596
Total	<u>6.048.418.505</u>	<u>4.766.294.978</u>

6. Selling expenses

	<u>Current year</u>	<u>Previous year</u>
Expenses for employees	31.565.452.795	28.646.565.614
Materials, tools	7.876.724.229	10.623.213.295
Depreciation/(amortization) of fixed assets	4.525.468.782	4.331.412.406
Expenses for external services	127.397.960.259	120.896.356.177
Other expenses	34.782.287.348	66.092.487.257
Total	<u>206.147.893.413</u>	<u>230.590.034.749</u>

7. General and administration expenses

	<u>Current year</u>	<u>Previous year</u>
Staff costs	60.146.972.632	58.413.578.811
Materials and office supplies	18.867.248.777	17.329.191.797
Depreciation/(amortization) of fixed assets	9.391.860.237	8.085.119.350
Taxes, fees and legal fees	8.064.526.355	4.545.588.970
Expenses for external services	20.586.153.154	14.540.101.493
Other expenses	46.194.562.775	35.319.555.324
Total	<u>163.251.323.930</u>	<u>138.233.135.745</u>

8. Other income

	<u>Current year</u>	<u>Previous year</u>
Proceeds from liquidation and disposal of fixed assets	203.789.564	-
Other income	586.270.996	926.751.372
Total	<u>790.060.560</u>	<u>926.751.372</u>

9. Other expenses

	<u>Current year</u>	<u>Previous year</u>
Loss from liquidation and disposal of fixed assets	-	160.423.415
Expenses for liquidation of fixed assets	44.200.640	-
Tax payments	36.178.378	8.463.087.699
Other expenses	184.356.409	14.864.531
Total	<u>264.735.427</u>	<u>8.638.375.645</u>

10. Earnings per share

10a. Basic/diluted earnings per share

	<u>Current year</u>	<u>Previous year</u>
Accounting profit after corporate income tax	201.513.867.351	190.041.104.444
Appropriation for bonus and welfare funds	(20.151.386.735)	(16.922.384.683)
Appropriation for bonus for the Board of Management, Executive Board	(363.000.000)	(363.000.000)
Profit used to calculate basic/diluted earnings per share	180.999.480.616	172.755.719.761
The weighted average number of ordinary shares outstanding during the year	64.800.000	64.800.000
Basic/diluted earnings per share	<u>2.793</u>	<u>2.666</u>

10b. Other information

On 30 July 2024, the Company increased its charter capital from investment and development fund. The basic earnings per share of the previous year were adjusted due to effects of this event. Additionally, the basic earnings per share of the previous year were recalculated due to the adjustment of bonus and welfare funds when determining the profit for calculating basic earnings per share in accordance with the Circular No. 200/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance. Such adjustments caused a decrease in the basic earnings per share of the previous year from VND 5,268 down to VND 2,666.

There are no other transactions over the common share or potential common share from the balance sheet date until the date of these Combined Financial Statements.

11. Operating costs by factors

	Current year	Previous year
Materials and supplies	1,937,866,653.795	1,872,177,277.722
Labor costs	255,557,091.083	245,731,180.462
Depreciation/(amortization) of fixed assets	58,048,623.757	56,897,274.503
Expenses for external services	157,798,427.412	145,825,333.089
Other expenses	104,745,309.078	121,944,009.513
Total	2,514,016,105.125	2,442,575,075.289

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

As of the balance sheet date, the balances in relation to acquisition of fixed assets are as follows:

	Ending balance	Beginning balance
Payables for acquisition of fixed assets	350,022,600	11,866,174,428
Prepayments for acquisition of fixed assets	1,759,947,778	696,000,000

VIII. OTHER DISCLOSURES

1. Transactions and balances with related parties

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

1a. Transactions and balances with the key managers and their related individuals

The key managers include the Board of Management and the Executive Board (the Board of Directors, the Chief Accountant). The key managers' related individuals are their close family members.

Transactions with the key managers and their related individuals

The Company has no sales of goods and service provisions to the key managers and their related individuals. The Company only advanced an amount of VND 100,000,000 to the Board Member.

Receivables from and payables to the key managers and their related individuals

The Company has no receivables from and payables to the key managers and their related individuals.

Remuneration of the key managers

Full name	Position	Current year	Previous year
The Board of Management and the Executive Board			
Mr. Pham Quoc Dai	Chairman	440,555,555	84,000,000
Mr. Cao Thanh Tin	Member cum General Director	1,190,763,998	1,652,273,667
Mr. Bui Cong Than	Member cum Deputy General Director	1,040,952,002	1,629,977,901
Mr. Le Dinh Vy	Member cum Deputy General Director	1,041,952,002	1,596,488,400
Mr. Ha Phuoc Du (appointed on 28 April 2022)	Member	1,854,462,000	1,394,862,451
The Supervisory Board			
Ms. Truong Thi Tram	Head of the Board	982,863,192	660,270,032
Ms. Nguyen Thi Thuy Van	Member	986,519,164	494,608,057
Ms. Pham Thi Huyen	Member	201,444,444	24,000,000
The Executive Board			
Ms. Pham Thi Kim Hong	Chief Accountant	936,643,787	1,409,199,823
Mr. Dao Chau Minh Khang	Internal Audit Manager	902,985,334	-
Total		9,579,141,478	8,945,680,331

1b. Transactions and balances with other related parties

Other related parties of the Company include:

Other related parties	Relationship
Vinachem	Parent company
South Chemicals Import-Export Joint Stock Company	Group company
South Basic Chemicals Joint Stock Company	Group company
Vietnam Chemicals Import and Export Joint Stock Company	Group company
Viet Tri Chemical Joint Stock Company	Group company
Can Tho Fertilizer and Chemical Joint Stock Company	Group company
Vietnam Apatite Limited Company (Vinaapaco)	Group company
Chemical Industry Engineering Joint Stock Company	Group company
Dry Cell and Storage Battery Joint stock Company	Group company
The Southern Rubber Industry Joint Stock Company	Group company
Vietnam Pesticide Joint Stock Company	Group company
The Southern Fertilizer Joint Stock Company	Group company
Sao Vang Rubber Joint Stock Company	Group company
Industrial Gas and Welding Electrode Joint Stock Company	Group company
Binh Dien Fertilizer Joint Stock Company	Group company
Lam Thao Fertilizers and Chemicals Joint Stock Company	Group company
Xalivico Limited Liability Company	Associate
Vingroup Joint Stock Company	Related to associate

Transactions with other related parties

Apart from sales of goods and service provisions to other related parties presented in Note No. VI.1b, the Company also has other following transactions with other related parties:

	Current year	Previous year
Vinachem		
Dividend distribution	66,096,000,000	57,834,000,000
South Chemicals Import-Export Joint Stock Company		
Purchases of materials	42,734,023,200	37,561,269,000

	Current year	Previous year
South Basic Chemicals Joint Stock Company		
Purchases of materials	25,149,365,000	30,818,726,000
Vietnam Chemicals Import and Export Joint Stock Company		
Purchases of materials	1,287,784,000	828,374,000
Viet Tri Chemical Joint Stock Company		
Purchases of materials	1,140,171,200	913,004,000
Hanoi Soap Joint Stock Company		
Purchases of supplies	1,769,206,500	1,314,056,664
Vingroup Joint Stock Company		
Loan interest	3,860,547,942	3,849,999,997

The prices of merchandise, services supplied to other related parties are mutually agreed prices. The purchases of merchandise and services from other related parties are done at the agreed prices.

Receivables from and payables to other related parties

Receivables from and payables to other related parties are presented in Notes No. V.2, V.12, V.17 and V.18.

2. Segment information

The Company's segment information is presented according to business segments and geographical segments. The primary reporting format is the geographical segments based on the internal organization and management structure as well as the system of Internal Financial Reporting of the Company.

2a. Geographical segments

The Company's operations mainly take place in export and local segments (Cambodia, Japan, Thailand, the Philippines, etc.)

Information on financial performance, fixed assets, other non-current assets and remarkable non-cash expenses according to the geographical segment based on the locations of the Company's customers is as follows:

	Export segment	Local segment	Total
Current year			
Net external revenue	409,337,956,389	2,467,605,507,685	2,876,943,464,074
Net inter-segment revenue	-	-	-
Total net revenue	409,337,956,389	2,467,605,507,685	2,876,943,464,074
Segment business performance	87,698,012,580	528,668,537,763	616,366,550,343
Expenses not attributable to segments			(369,399,217,343)
Operating profit			246,967,333,000
Financial income			15,109,439,471
Financial expenses			(6,048,418,505)
Other income			790,060,560
Other expenses			(264,735,427)
Current income tax			(55,631,660,056)
Deferred income tax			591,848,308
Profit after tax			201,513,867,351

	Export segment	Local segment	Total
Total expenses for acquisition of fixed assets and other non-current assets			
			58,763,444,290
Total depreciation/(amortization) and allocation of long-term prepayments			
			62,929,308,153
Previous year			
Net external revenue	358,015,274,643	2,442,543,737,366	2,800,559,012,009
Net inter-segment revenue	-	-	-
Total net revenue	358,015,274,643	2,442,543,737,366	2,800,559,012,009
Segment business performance	78,328,731,146	534,394,382,776	612,723,113,922
Expenses not attributable to segments			(368,823,170,494)
Operating profit			243,899,943,428
Financial income			14,621,043,724
Financial expenses			(4,766,294,978)
Other income			926,751,372
Other expenses			(8,638,375,645)
Current income tax			(54,630,834,001)
Deferred income tax			(1,371,129,456)
Profit after tax			190,041,104,444

Total expenses for acquisition of fixed assets and other non-current assets			
			72,908,185,504

Total depreciation/(amortization) and allocation of long-term prepayments			
			60,537,811,707

Information on assets and liabilities according to geographical segment based on the customers' locations of the Company is as follows:

	Export segment	Local segment	Total
Ending balance			
Direct assets of segment	-	-	-
Allocated assets	199,748,552,201	1,138,949,385,602	1,338,697,937,803
Unallocated assets			57,770,474,945
Total assets			1,396,468,412,748

Direct liabilities of segment	-	-	-
Allocated liabilities	66,475,828,760	379,039,564,941	445,515,393,701
Unallocated liabilities			13,989,132,709
Total liabilities			459,504,526,410

Beginning balance			
Direct assets of segment	-	-	-
Allocated assets	168,872,083,803	1,079,985,946,814	1,248,858,030,617
Unallocated assets			57,178,626,637
Total assets			1,306,036,657,254

Direct liabilities of segment	-	-	-
Allocated liabilities	56,112,034,668	358,852,733,524	414,964,768,192
Unallocated liabilities			8,736,485,392
Total liabilities			423,701,253,584

2b. Business segments

The Company's business segments mainly include:

- Segment 01: Selling finished goods.
- Segment 02: Other activities.

Information on net external revenue according to business segment is as follows:

	Current year	Previous year
Selling finished goods	2.743.348.435.048	2.647.626.776.147
Other activities	133.595.029.026	152.932.235.862
Total	2.876.943.464.074	2.800.559.012.009

Information on arisen expenses on acquisition of fixed assets, other non-current assets and segment assets according to business segment is as follows:

	Arisen expenses on acquisition of fixed assets, other non-current assets		Segment assets	
	Current year	Previous year	Current year	Previous year
	Selling finished goods	56.034.678.799	68.926.833.290	1.276.533.563.671
Other activities	2.728.765.491	3.981.352.214	62.164.374.132	68.197.331.346
Total	58.763.444.290	72.908.185.504	1.338.697.937.803	1.248.858.030.617

3. Financial risk management

The Company is exposed to the following financial risks: credit risk, liquidity risk and market risk. The Board of Directors is responsible for setting policies and controls to minimize financial risks as well as to monitor the implementation of such policies and controls.

3a. Credit risk

Credit risk is the risk that one contractual party will cause a loss for the Company by its failure to pay for its obligations.

The Company is exposed to credit risks mainly from trade receivables and cash in banks.

Trade receivables

In order to control the trade receivables, the Company's Board of Directors has released regulations on sales of goods with strict stipulations in details on purchase subjects, sales limits, credit limit and credit term. The Board of Directors will inspect the conformity with these regulations on sales of goods every month. Besides, the accountant follows up the receivables regularly to speed up the recovery.

Trade receivables of the Company are related to various entities operating in different fields of business and geographical areas, and therefore the credit risk exposed from trade receivables is low.

Cash in banks

The Company's term deposits and demand deposits are in local banks. The Board of Directors does not realize any material credit risk to these deposits.

The maximum credit risk level on financial assets is their carrying values (see Note No. VIII.4 regarding carrying values of financial assets).

All financial assets of the Company have not been overdue or devaluated.

3b. Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

The Company's liquidity risk mainly arises from the differences in maturity dates of financial assets and financial liabilities.

The Company controls liquidity risk by regularly following up the current payment requests as well as estimated payment requests in the futures to maintain an appropriate amount of cash as well as loans, supervising the cash flows actually arisen in comparison with estimation to minimize the effects of the changes in cash flows to the Company.

The terms of payments to non-derivative financial liabilities (excluding interest payable) are based on the undiscounted payments supposed to make according to the contracts as follows:

	1 year or less	More than 1 year to 5 years	Total
Ending balance			
Trade payables	208.700.968.604	-	208.700.968.604
Borrowings	55.000.000.000	-	55.000.000.000
Other payables	58.676.575.153	8.405.538.402	67.082.113.555
Total	322.377.543.757	8.405.538.402	330.783.082.159
Beginning balance			
Trade payables	231.038.725.502	-	231.038.725.502
Borrowings	55.000.000.000	-	55.000.000.000
Other payables	19.312.174.180	8.040.967.559	27.353.141.739
Total	305.350.899.682	8.040.967.559	313.391.867.241

The Board of Directors believes that the risk level associated with payments to financial liabilities is low. The Company has sufficient capacity to settle all financial obligations when they are due from its operating cash flows and from the amounts receivable from mature financial assets. The Company is able to approach capital sources and loans falling due within 12 months, which can be extended with the current creditors.

3c. Market risk

Market risk is the risk that the fair value or cash flows in the future of a financial instrument will fluctuate due to changes in market prices.

Market risks exposed to the operations of the Company include foreign currency risk, and merchandise, material price risk.

The sensitivity analyses and evaluations below are related to the Company's financial position as of 31 December 2024 and 31 December 2023 on the basis of net debt value. The changes of exchange rate, interest rate, merchandise, material price for analyses are assumed on the basis of the judgments of what can be happen in the next 1 year in the observable conditions of the current market.

Foreign currency risk

Foreign currency risk is the risk that the fair value or cash flows of a financial instrument will fluctuate due to changes in exchange rate.

The Company imports materials and purchases machinery and equipment mainly by USD, so it has been affected by changes in exchange rate.

The Company controls the risk relating to the fluctuations in foreign exchange rate by optimizing the payment terms of debts, forecasting foreign exchange rates, reasonably maintaining loan and debt structures between foreign currencies and VND, choosing the time of purchase and payment in foreign currencies when the foreign exchange rates are low, optimally using the available money to balance the foreign exchange risk and liquidity risk.

The Company has not used any derivative financial instruments to hedge against foreign currency risk.

The Company's net assets/(liabilities) in foreign currencies are as follows:

	Ending balance		Beginning balance	
	USD	EUR	USD	EUR
Cash and cash equivalents	404,154,04	3.517,82	415,499,83	3.516,31
Trade receivables	634,649,91	-	784,991,90	-
Trade payables	(1.048.738,00)	-	(1.010.142,80)	-
Other payables	(306.529,66)	(3.297,93)	(294.068,43)	(3.297,93)
Net assets/(liabilities) in foreign currencies	(316.463,71)	219,89	(103.719,50)	218,38

The Board of Directors assesses that the effects of the fluctuations in exchange rate on the profit after tax and owner's equity of the Company are unremarkable.

Merchandise, material price risk

The Company is exposed to the risk related to fluctuations in merchandise, material prices. The Company manages the merchandise, material price risk by following up the market information and related situations to control the time for purchasing merchandise, materials, preparing manufacturing plan and keeping the volumes of inventories at reasonable level.

The Company has not used any derivative financial instruments to hedge against merchandise, material price risk.

3d. Collaterals

The Company has no collaterals given to or received from other entities as of 31 December 2024 and 31 December 2023.

4. Financial assets and financial liabilities

Financial assets

	Carrying values				Fair values	
	Ending balance		Beginning balance		Ending balance	Beginning balance
	Initial costs	Provision	Initial costs	Provision		
Cash and cash equivalents	373.276.791.759	-	269.584.941.284	-	373.276.791.759	269.584.941.284
Trade receivables	203.195.441.893	-	207.122.349.568	-	203.195.441.893	207.122.349.568
Other receivables	4.469.686.173	-	4.310.642.138	-	4.469.686.173	4.310.642.138
Total	580.941.919.825	-	481.017.932.990	-	580.941.919.825	481.017.932.990

Financial liabilities

	Carrying values		Fair values	
	Ending balance	Beginning balance	Ending balance	Beginning balance
Trade payables	208.700.968.604	231.038.725.502	208.700.968.604	231.038.725.502
Borrowings	55.000.000.000	55.000.000.000	55.000.000.000	55.000.000.000
Other payables	67.082.113.555	27.353.141.739	67.082.113.555	27.353.141.739
Total	330.783.082.159	313.391.867.241	330.783.082.159	313.391.867.241

Method to measure fair values of financial assets and financial liabilities

Fair values of financial assets and financial liabilities of the Company are reflected at the values which the financial instruments can be converted in a current transaction among parties having adequate knowledge and expecting to involve in the transaction.

Fair values of cash and cash equivalents, trade receivables, other receivables, borrowings, trade payables and other payables are equivalent to their carrying values.

5. Subsequent events

There are no material subsequent events which are required adjustments or disclosures in the Combined Financial Statements.

Hồ Chí Minh City, 20 February 2025



Nguyen Thi Yen Phuong
Preparer



Pham Thi Kim Hong
Chief Accountant




Cao Thanh Tin
General Director



Unit: VND

	Beginning balance		Increase during the year		Ending balance	
	Payables	Receivables	Amount payable	Amount paid	Payables	Receivables
VAT on local sales	590.856.608	-	96.323.682.096	(42.963.062.073)	3.951.476.631	-
VAT on imports	-	-	14.302.863.839	(14.302.863.839)	-	-
Export-import duties	-	-	75.506.813	(75.506.813)	-	-
Corporate income tax	21.020.021.476	-	55.631.660.056	(55.908.297.820)	20.743.383.712	-
Personal income tax	117.760.869	2.597.642.017	8.868.055.324	(8.935.392.296)	50.423.897	3.538.116.400
Non-agricultural land use levy	-	-	120.744.149	(120.744.149)	-	-
Land rental	-	916.514.798	6.190.650.817	(5.274.136.019)	-	-
Withholding tax	7.823.823	-	19.381.486	(25.360.624)	1.844.685	-
Other taxes	-	-	6.000.000	(6.000.000)	-	-
Fees, legal fees and other duties	387.154.771	-	3.900.072.943	(854.164.011)	3.433.063.703	-
Total	22.123.617.547	3.514.156.815	135.438.617.523	(128.465.527.644)	28.180.192.628	3.535.116.400


 Ho Chi Minh City, 20 February 2025

Cao Thanh Tin
 General Director


Phạm Thị Kim Hồng
 Chief Accountant

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LIX DETERGENT JOINT STOCK COMPANY



Ho Chi Minh City, 17 March 2025

**CONFIRMATION OF THE LEGAL REPRESENTATIVE
GENERAL DIRECTOR**



CAO THANH TIN

LIX DETERGENT JOINT STOCK COMPANY



03, Street No. 02, Area 1, Linh Trung Ward, Thu Duc City, Ho Chi Minh City



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