

**ANNEX IV
ANNUAL REPORT**

(Issued together with Circular No. 96/2020/TT-BTC dated November 16, 2020, by the Minister of Finance)

**QUANG NGAI AGRICULTURAL
PRODUCTS AND FOODSTUFF JSC**

**SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness**

No.: *135*/BC-NSTP

Quang Ngai, April 10, 2025

ANNUAL REPORT 2024

To: - SSC (State Securities Commission);
- Vietnam Exchange.

I. General information

1. Overview information

- Trade name:
- + Vietnamese name: QUANG NGAI AGRICULTURAL AND FOOD JOINT STOCK COMPANY
- + English name: Quang Ngai Agricultural Products and Foodstuff Joint Stock Company.
- + Abbreviation: APFCO
- Enterprise Registration Certificate No. 4300321643 issued by the Business Registration Office - Department of Planning and Investment of Quang Ngai Province, initially registered on December 26, 2003, and amended for the 29th time on September 19, 2024.
- Charter Capital: VND 297,705,780,000 (Two hundred ninety-seven billion, seven hundred five million, seven hundred eighty dong)
- Address: 48 Pham Xuan Hoa Street, Tran Hung Dao Ward, Quang Ngai City, Quang Ngai Province.
- Telephone: (0255) 33827308; 3822529
- Email: apfco@apfco.com.vn
- Website: www.apfco.com.vn and www.apfco.vn
- Stock Code: APF
- Formation and Development Process: Quang Ngai Agricultural Products and Foodstuff Joint Stock Company was established based on the equitization of the state-owned enterprise Quang Ngai Agricultural Products and Foodstuff Company, under Decision No. 252/QĐ-UB dated December 25, 2003, issued by the People's Committee of Quang Ngai Province.

2004: Commenced operations of the investment project to build Son Hai tapioca starch factory (currently Quang Ngai Tapioca Starch Factory – Facility 2).

2005: Acquired the Dak To – Kon Tum tapioca starch factory.

2006: Commenced operations of the investment project to build Dong Xuan tapioca starch factory.

2008: Acquired the Tan Chau – Tay Ninh tapioca starch factory and Quang Ngai Market.

2012: Commenced operations of the investment project to build Dak To ethanol factory. Invested in building the Se Pon tapioca starch processing factory in Laos.

2013: Acquired and commenced operations of the An Khe tapioca starch factory.

2014: Acquired and established a subsidiary: Kontum Tapioca Starch Co., Ltd. Took over and completed the investment in Se Pon Tapioca Processing Co., Ltd (a one-member limited liability company) in Laos; handed over Quang Ngai Market to the Quang Ngai City People's Committee.

2015: Established subsidiaries: Khanh Duong Tapioca Starch Co., Ltd. in Dak Lak and Gensun Tapioca Starch Co., Ltd. in Dak Nong.

2016: Acquired and established Dak Song Tapioca Starch Factory and Dong Phu Tapioca Starch Factory.

2017: Contributed capital to establish Tay Nguyen Agricultural Products Co., Ltd.

2019: Contributed capital to establish EaKar Tapioca Starch Joint Stock Company.

2021: Acquired 100% ownership of Dak Nong Tapioca Starch Co., Ltd.

2022: Established Attapue Tapioca Starch Processing One-Member Co., Ltd.

2023: Established Taoy Tapioca Starch Processing One-Member Co., Ltd.

2024: Established Pathoumphone Tapioca Starch Processing One-Member Co., Ltd.

2. Business lines and business areas:

- a. Business scope:
 - Production and trading of cassava starch (wheat starch of all kinds);
 - Production and trading of post-starch products (modified starch, ethanol alcohol);
 - Production and trading of food alcohol;
- b. Business area:
 - a) Domestically:
 - Quang Ngai Province:
 - + Quang Ngai Wheat Starch Factory - Campus 1;
 - + Quang Ngai Wheat Starch Factory - Campus 2;
 - + Mechanical workshops;
 - + Quang Ngai Market Commercial Center;

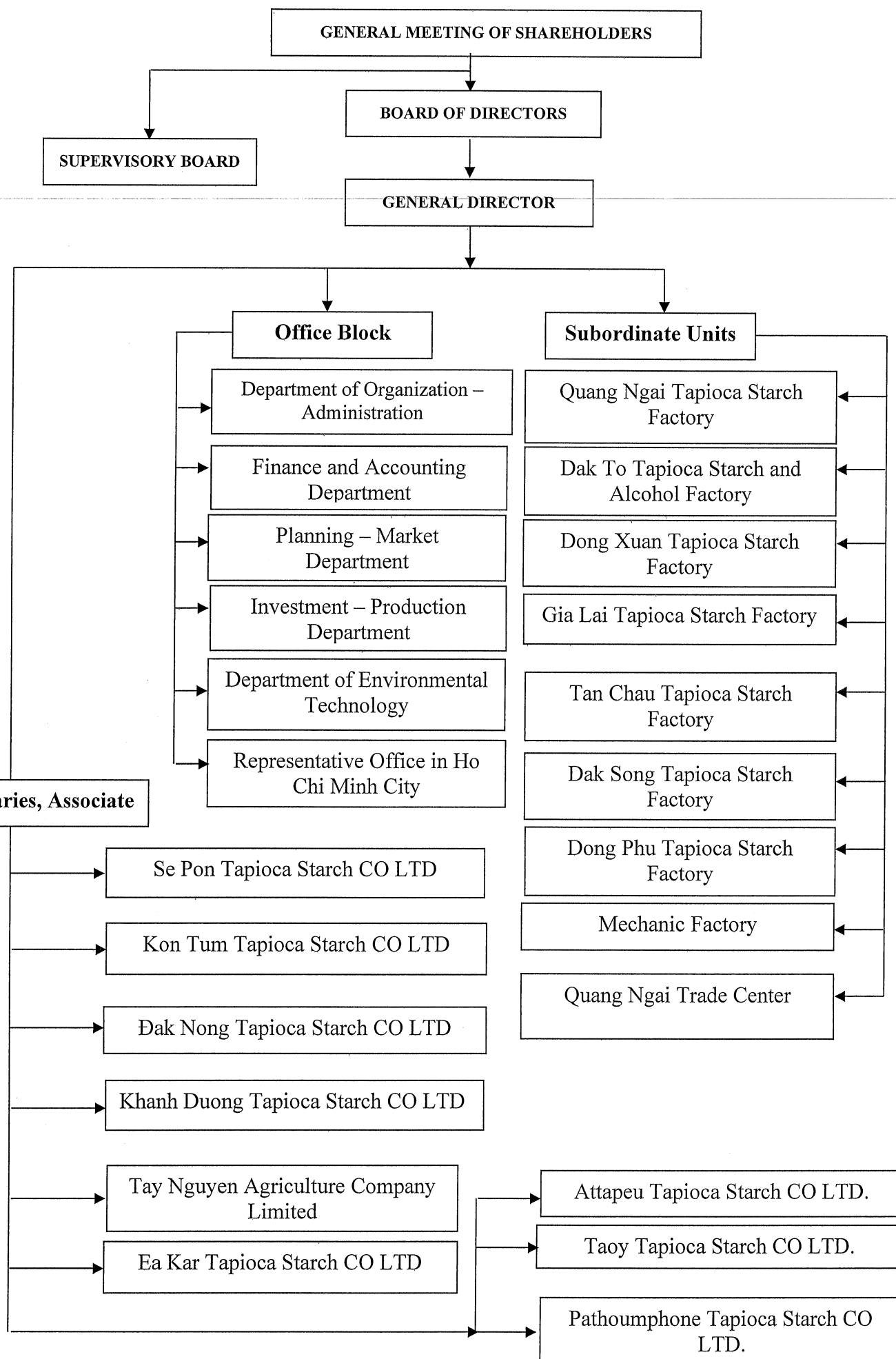
- Phu Yen province: Dong Xuan cassava starch production plant;
- Gia Lai Province:
 - + Gia Lai Tapioca Starch Factory - Campus 1;
 - + Gia Lai Tapioca Starch Factory - Campus 2;
- Kon Tum Province:
 - + Dak To Cassava Alcohol and Starch Factory;
 - + Kon Tum Tapioca Starch Co., Ltd.;
- Dak Lak Province:
 - + Khanh Duong Dak Lak Trading Co., Ltd.;
 - + Central Highlands Agricultural Products Co., Ltd.;
 - + Eakar Cassava Starch Joint Stock Company;
- Dak Nong Province:
 - + Dak Song tapioca starch factory;
 - + Dak Nong Tapioca Starch Co., Ltd.;
- Dong Phu Province: Dong Phu Tapioca Starch Factory;
- Tay Ninh Province: Tan Chau Tapioca Starch Production Plant;
- Ho Chi Minh City: Representative Office;
- b) Foreigners of the Lao People's Democratic Republic:
 - Savannakhet Province: Sepon Tapioca Starch Processing Company Limited;
 - Attapeu Province: Attapeu Tapioca Starch Processing Company Limited;
 - Salavan Province: Taoy Tapioca Flour Processing Company Limited;
 - Champasack Province: Pathoumphone Tapioca Flour Processing Company Limited.

3. Information on the governance model, business organization and management apparatus

3.1 Governance model.

- General Meeting of Shareholders.
- Board of Directors.
- Supervisory Board.
- Board of General Directors.

3.2 Structure of the management apparatus:



3.3 Subsidiaries & Associate Companies:

| TT | Company Name | Address | Business Scope | Contribution ratio |
|----|--|--|---------------------------|--------------------|
| 1 | Se Pon Tapioca Starch CO LTD | Oa-Lay amlet, Sepone district, Savannakhet province, Laos | Tapioca Starch Processing | 100% |
| 2 | Dak Nong Tapioca Starch CO LTD | Hamlet 12, Nhon Co commune, Dak R'Lap district, DakNong province | Tapioca Starch Processing | 100% |
| 3 | Kontum Tapioca Starch CO LTD | Xa Binh commune, Sa Thay district, Kon Tum province | Tapioca Starch Processing | 51% |
| 4 | Khanh Duong Tapioca Starch CO LTD | Hamlet 3, Krong Jin commune, M'Drak district, Dak Lak province | Tapioca Starch Processing | 70% |
| 5 | Tay Nguyen Agriculture Company Limited | Hamlet 2, Ea Kiet commune, Cu M'gar district, DakLak province | Tapioca Starch Processing | 20% |
| 6 | Ea Kar Tapioca Starch CO LTD | Hamlet 9, Easar commune, Eakar district, DakLak province | Tapioca Starch Processing | 51% |
| 7 | Attapeu Tapioca Starch CO LTD | Yaihuamuong Hamlet, Samakkhixay district, Attapeu province, Laos | Tapioca Starch Processing | 100% |
| 8 | Taoy Tapioca Starch CO LTD. | Pangandao Hamlet, Taoy District, Salavan provinces, Laos | Tapioca Starch Processing | 100% |
| 9 | Pathoumphone Tapioca Starch CO LTD | Paktuay Hamlet, Pathoumphone District, Champasack province, Laos | Tapioca Starch Processing | 100% |

4. Development orientation:

** Main objectives of the Company:*

- Producing and supplying to domestic and foreign markets cassava starch, physically modified starch, modified starch of all kinds and food alcohol to ensure food safety and hygiene standards and increasing requirements of customers.
- To apply appropriate technology and equipment, continuously train human resources and apply advanced management solutions to reduce product costs, bring efficiency and economic benefits to investors, cassava farmers and laborers, and well implement the State's tax policies.

** Medium- and long-term development strategy:*

- To continue to promote production and business activities, focus on investing in human and financial resources to expand the market, renovate technology and equipment to improve the quality of cassava starch, modified starch and food alcohol, and strive to become one of the leading producers and suppliers of cassava starch in the region.

- Producing modified starch is the Company's long-term direction to increase efficiency, increase value as well as competitiveness. Based on the market, specific customers invest in developing modified starch products to meet industrial and food needs.

- To increase the proportion of investment in the production and trading of cassava starch of all kinds in Laos.

*** *Environmental, social and community objectives of the Company.***

- Determining that investment in environmental treatment is a social responsibility to ensure the sustainable development of the Company. Therefore, in recent years, the Company has invested in upgrading the wastewater treatment system according to advanced technology to treat all the wastewater generated in the production process of factories, ensuring that the wastewater after being treated will meet the requirements of the Regulation before being discharged into the environment; Investing in a pulp drying system in all factories of the whole Company, up to this point, all the residue generated in the production process is dried to supply animal feed production facilities.

- Always update new environmental treatment solutions for the immediate as well as long-term. Invest appropriate funds to solve environmental problems.

- To study and calculate the application of new technologies to save electricity and water in production and save land resources in environmental treatment.

- Fulfill obligations to the community through contributions to social welfare.

5. Risks:

*** *World:***

- The world situation continues to be complicated, the Russia-Ukraine war is prolonged, the Israel-Hamas conflict is unstable in the Middle East, the US tax policy... causing the world economy to slow down, global trade tends to decrease. The risk of global supply chain disruption, increasing logistics costs. Prices of commodities and agricultural and food products are volatile and difficult to forecast.

- China's economy is growing slowly, production and exports are declining. Besides, the price of corn is at a low level, so the demand and price of cassava starch tend to decrease.

*** *Domestic:***

- Costs: Electricity, wages, and transportation are all increasing.

- Cassava raw material areas in Vietnam, Thailand and Cambodia have all decreased production, increasing domestic competition for raw materials. The raw material area of Southern Laos is likely to increase in area and output in the next season.

II. Operation situation in the year

1. Production and business activities:

1.1 Main production and business indicators:

| Indicator | Unit | Plan for 2024 | Current 2024 | Ratio % (AC/PL) |
|---------------------|-------------|---------------|--------------|-----------------|
| 1. Total Revenue | Million VND | 6.700.000 | 6.697.020 | 99,96 |
| 2. Profit after tax | Million VND | 150.000 | 94.043 | 62,70 |

| Indicator | Unit | Plan for 2024 | Current 2024 | Ratio %(AC/PL) |
|---|-------------|---------------|--------------|----------------|
| 3. Depreciation | Million VND | 100.000 | 87.027 | 87,03 |
| 4. Profit after tax of the parent company (CFS) | Million VND | 230.000 | 152.901 | 66,48 |
| 5. Consolidated depreciation | Million VND | 145.000 | 139.002 | 95,86 |
| 6. Charter capital | Million VND | 297.700 | 297.705 | 100,00 |
| 7. Dividends | Dong/Share | 3.000-4.000 | | |
| 8. Income (person/month) | 1,000 VND | 13.000 | 13.100 | 100,77 |
| 9. Tapioca starch products | MTS | 540.000 | 549.390 | 101,74 |
| 9.1 Manufacturing Parent Company: | MTS | 305.000 | 287.888 | 94,39 |
| - Regular starch | MTS | 220.000 | 213.382 | 96,99 |
| - Modified starch | MTS | 85.000 | 74.506 | 87,65 |
| 9.2 Subsidiaries, Associate Company: | MTS | 235.000 | 261.502 | 111,28 |
| 10. Food grade Alcohol | m3 | 12.000 | 11.335 | 94,46 |

1.2 Evaluation of the implementation of the main targets:

- Profit of the parent company: reached 62.70% of the plan and 54.75% compared to the previous year; Consolidated profit: reached 66.48% of the plan and 89.58% compared to the previous year. The main reason is slow consumption, rapid decline in flour prices and a deep decline in cassava pulp selling prices, reducing profits in the last 6 months of the year.

- Tapioca starch output: Reaching 101.74% of the plan and reaching 116.14% compared to 2023, in the first 6 months of the year, the output was high, in the last 6 months of the year, factories in Kon Tum and Gia Lai areas had low output, so they did not meet the plan. Factories in Laos have met and exceeded the plan.

2. Organization and personnel:

2.1 Board of Directors:

- Mr. Vo Van Danh ,Chairman of the Board of Directors
- Mr. Tran Ngoc Hai ,Vice Chairman of the Board of Directors
- Mr. Dong Van Lap ,Member of the Board of Directors
- Mr. Le Ngoc Hinh ,Member of the Board of Directors
- Mr. Nguyen Duc Thang ,Member of the Board of Directors

2.2 Board of Directors and Chief Accountant:

- Mr. Tran Ngoc Hai ,General Director
- Mr. Dong Van Lap ,Deputy General Director
- Mr. Le Ngoc Hinh ,Deputy General Director
- Mr. Tran Duc Thach ,Deputy General Director
- Mr. Pham Quoc Tau ,Chief Accountant

2.3 Supervisory Board:

- Mr. Pham Van Lam ,Head of the Supervisory Board

- Mr. Nguyen Thanh ,Member
- Mr. Nguyen Van Thai ,Member

2.4. List of Executive Board

* Mr. Tran Ngoc Hai

Date of birth : 01/01/1973
 Permanent address : 180 Truong Quang Trong, Ho Chi Minh City
 Qualifications : Bachelor of Economics
 CCCD Number : 051073016877
 Ethnicity : Sutra
 Nationality : Vietnamese
 Contact Number : 0255 3822542
 Current working position: Member of the Board of Directors, General Director
 Shareholding ratio : Owned: 613,399 shares, ratio: 2.06%

* Mr. Dong Van Lap

Date of birth : 26/02/1976
 Permanent address : Alley 581/26 Quang Trung, Ho Chi Minh City.
 Qualification : Electrical Engineer
 CCCD number : 051076013823
 Ethnicity : Sutra
 Nationality : Vietnamese
 Contact Phone : 0255 3819741
 Current position : Member of the Board of Directors, Deputy General Director
 Shareholding ratio : Ownership: 263,518.0 shares, ratio: 0.89%

* Mr. Le Ngoc Hinh

Date of birth : 10/8/1977
 Permanent address : Duc Thanh, Mo Duc, Quang Ngai.
 Qualification : Bachelor of Chemistry
 ID number : 051077012004
 Ethnicity : Sutra
 Nationality : Vietnamese
 Contact Phone : 0255 3722579
 Current position : Member of the Board of Directors, Deputy General Director
 Shareholding ratio : Ownership: 500,000.0 shares, ratio: 1.68%

* Mr. Tran Duc Thach

Date of birth : 20/5/1974
 Permanent address : La Ha Town, Tu Nghia, Quang Ngai.
 Qualifications : Bachelor of Economics
 ID number : 051074007687

| | | |
|----------------------------|---|---|
| Ethnicity | : | Sutra |
| Nationality | : | Vietnamese |
| Contact Phone | : | 0255 38226952 |
| Current working position: | | Deputy General Director |
| Shareholding ratio | : | Ownership: 351,601.0 shares, ratio: 1.18% |
| * Mr. Pham Quoc Tau | | |
| Date of birth | : | 10/12/1979 |
| Permanent address | : | Quang Phu Ward, Quang Ngai City, Quang Ngai |
| Qualifications | : | Bachelor of Economics |
| ID number | : | 051079015908 |
| Ethnicity | : | Sutra |
| Nationality | : | Vietnamese |
| Contact Phone | : | 0255 3822529 |
| Current working position: | | Chief Accountant |
| Shareholding ratio | : | Ownership: 119,477.0 shares, ratio: 0.4% |

(Note: The number of shares owned is calculated at the time of closing the list on March 21, 2025).

2.5. Changes in the executive board in 2024: No changes

2.6. Number of employees:

The average number of employees employed by the whole company in 2024 is 1,452 employees, of which the parent company is 831 employees and subsidiaries are 621 employees.

2.7. Policies for employees:

- Working mode: Working time: On the basis of the general regime, the company organizes working 8 hours/day, 6 days/week. All employees of the Company are entitled to holidays, Tet and leave in accordance with the provisions of the Labor Law.

- Working conditions: The company is fully equipped with protective tools and equipment, complying with safety standards and requirements during labor and production.

- Training policy: With the goal of aiming for high specialized skills in all working departments, the company always supports and encourages employees to improve their professional capacity to ensure the best completion of tasks.

- Salary and bonus policy: Annually, the Board of Directors of the Company approves the salary unit price and implements the salary distribution policy in accordance with the characteristics of the industry, making maximum efforts to ensure that employees enjoy a salary commensurate with their contribution capacity. professional qualifications of each person.

- Welfare and employee care policies: The Company's leaders pay special attention to the welfare of employees, in addition to paying health insurance and social

insurance, the company also buys occupational accident insurance, the Company's leaders and the Executive Committee of the Trade Union regularly organize visits, encourage, subsidize and give gifts to employees' families when they encounter difficulties, tribulations or joy.

3. Investment situation and implementation of projects:

a) Major investment projects:

- Investment in the Taoy Tapioca Flour Processing Plant Project, completed and put into use on schedule (09/2024) and achieved the project target.

- Take steps to prepare for investment in the Pathoumphone Tapioca Processing Plant Project with a capacity of 300 tons SP/day.

- Investing in upgrading the environmental treatment system at Dak Song Factory and Sepon Company; Invest in expanding finished product warehouses and waste storage warehouses in Sepon Company and Attapeu Company, meeting production requirements.

b) Subsidiaries and associated companies:

| No. | Explain | Amount | Notes |
|----------|--|-----------------|-------|
| I | Subsidiaries | | |
| 1 | Se Pon Tapioca Starch Co., Ltd. | | |
| a | Total assets | 378.913.129.498 | |
| | - Short-term assets | 173.538.848.344 | |
| | - Long-term assets | 205.374.281.154 | |
| b | Total Funding | 378.913.129.498 | |
| | - Liabilities | 226.192.218.829 | |
| | - Equity | 152.720.910.669 | |
| | + <i>In which: Owner's contributed capital</i> | 99.465.980.589 | |
| c | Business indicators | | |
| | - Total revenue | 829.651.158.368 | |
| | - Profit before tax | 83.938.062.321 | |
| | - Profit after tax | 83.938.062.321 | |
| 2 | Kon Tum Tapioca Starch Co., Ltd. | | |
| a | Total assets | 179.496.996.776 | |
| | - Short-term assets | 107.871.774.898 | |
| | - Long-term assets | 71.625.221.878 | |
| b | Total Funding | 179.496.996.776 | |
| | - Liabilities | 105.678.030.394 | |
| | - Equity | 73.818.966.382 | |
| | + <i>In which: Investment capital of the owner</i> | 47.848.094.338 | |
| c | Business indicators | | |
| | - Total revenue | 379.761.190.863 | |
| | - Profit before tax | 94.347.184 | |
| | - Profit after tax | 94.347.184 | |
| 3 | Dak Nong Tapioca Starch Co., Ltd. | | |
| a | Total assets | 62.816.725.000 | |

| No. | Explain | Amount | Notes |
|----------|--|-----------------|-------|
| | - Short-term assets | 45.634.754.029 | |
| | - Long-term assets | 17.181.970.971 | |
| b | Total Funding | 62.816.725.000 | |
| | - Liabilities | 34.955.088.549 | |
| | - Equity | 27.861.636.451 | |
| | + <i>In which: Investment capital of the owner</i> | 18.577.322.573 | |
| c | Business indicators | | |
| | - Total revenue | 193.969.627.851 | |
| | - Profit before tax | 4.419.643.798 | |
| | - Profit after tax | 4.415.098.343 | |
| 4 | Khanh Duong Tapioca Starch Co., Ltd. | | |
| a | Total assets | 165.745.638.576 | |
| | - Short-term assets | 100.815.125.918 | |
| | - Long-term assets | 64.930.512.658 | |
| b | Total Funding | 165.745.638.576 | |
| | - Liabilities | 107.109.131.127 | |
| | - Equity | 58.636.507.449 | |
| | + <i>In which: Investment capital of the owner</i> | 50.000.000.000 | |
| c | Business indicators | | |
| | - Total revenue | 267.701.289.686 | |
| | - Profit before tax | 698.966.605 | |
| | - Profit after tax | 698.966.605 | |
| 5 | Eakar Tapioca Starch Co., Ltd. | | |
| a | Total assets | 135.218.287.087 | |
| | - Short-term assets | 104.952.887.395 | |
| | - Long-term assets | 30.265.399.692 | |
| b | Total Funding | 135.218.287.087 | |
| | - Liabilities | 93.101.902.540 | |
| | - Equity | 42.116.384.547 | |
| | + <i>In which: Investment capital of the owner</i> | 33.000.000.000 | |
| c | Business indicators | | |
| | - Total revenue | 285.598.381.480 | |
| | - Profit before tax | 5.872.464.857 | |
| | - Profit after tax | 5.872.464.857 | |
| 6 | Attapeu Tapioca Starch Co., Ltd. | | |
| a | Total assets | 368.552.453.377 | |
| | - Short-term assets | 175.873.710.376 | |
| | - Long-term assets | 192.678.743.001 | |
| b | Total Funding | 368.552.453.377 | |
| | - Liabilities | 262.724.787.420 | |
| | - Equity | 105.827.665.957 | |
| | + <i>In which: Investment capital of the owner</i> | 78.991.892.590 | |

| No. | Explain | Amount | Notes |
|-----------|--|-----------------|-------|
| c | Business indicators | | |
| | - Total revenue | 588.043.060.904 | |
| | - Profit before tax | 25.604.931.258 | |
| | - Profit after tax | 25.604.931.258 | |
| 7 | Taoy Tapioca Starch Co., Ltd. | | |
| a | Total assets | 383.025.259.106 | |
| | - Short-term assets | 139.441.905.794 | |
| | - Long-term assets | 243.583.353.312 | |
| b | Total Funding | 383.025.259.106 | |
| | - Liabilities | 273.613.173.015 | |
| | - Equity | 109.412.086.091 | |
| | + <i>In which: Investment capital of the owner</i> | 102.918.976.251 | |
| c | Business indicators | | |
| | - Total revenue | 35.648.232.543 | |
| | - Profit before tax | 2.650.459.624 | |
| | - Profit after tax | 2.650.459.624 | |
| 8 | Pathoumphone Tapioca Starch Co., Ltd. | | |
| a | Total assets | 2.583.468.277 | |
| | - Short-term assets | 1.991.723.319 | |
| | - Long-term assets | 591.744.958 | |
| b | Total Funding | 2.583.468.277 | |
| | - Liabilities | 2.583.468.277 | |
| | - Equity | | |
| | + <i>In which: Investment capital of the owner</i> | | |
| c | Business indicators | | |
| | - Total revenue | | |
| | - Profit before tax | | |
| | - Profit after tax | | |
| II | Associate Companies | | |
| 1 | Tay Nguyen Agriculture company limited | | |
| a | Total assets | 162.487.309.536 | |
| | - Short-term assets | 89.063.433.641 | |
| | - Long-term assets | 73.423.875.895 | |
| b | Total Funding | 162.487.309.536 | |
| | - Liabilities | 81.001.640.400 | |
| | - Equity | 81.485.669.136 | |
| | + <i>In which: Investment capital of the owner</i> | 60.000.000.000 | |
| c | Business indicators | | |
| | - Total revenue | 285.071.634.504 | |
| | - Profit before tax | 7.186.936.097 | |
| | - Profit after tax | 7.186.936.097 | |

4. Financial situation

a) Financial situation: Investment: VND

| Quota | Year 2023 | In 2024 | % increase decrease |
|---------------------------------|-------------------|-------------------|---------------------------|
| Total Asset Value | 3.168.130.173.092 | 3.410.662.128.239 | 107,7% |
| Net sales | 6.486.204.958.903 | 6.562.094.461.007 | 101,2% |
| Profit from business activities | 184.400.169.039 | 161.892.428.133 | 87,8% |
| Other Profits | -968.950.740 | -273.766.060 | 28,3% |
| Profit before tax | 183.431.218.299 | 161.618.662.073 | 88,1% |
| Profit after tax | 181.684.745.055 | 156.034.258.176 | 85,9% |

b) Main financial indicators:

| Chỉ tiêu/ Benchmarks | Year 2023 | In 2024 | Notes |
|---|-----------|---------|-------|
| <i>1. Solvency norms</i> | | | |
| + Short-term payment ratio: | | | |
| Short-term assets/Short-term liabilities | 0,98 | 0,92 | |
| + Fast payment coefficient: | | | |
| (Short-term assets - Inventory)/ Short-term liabilities | 0,46 | 0,28 | |
| <i>2. Indicators of capital structure</i> | | | |
| + Debt/Total Assets Ratio | 0,65 | 0,66 | |
| + Debt/Equity Ratio | 1,86 | 1,97 | |
| <i>3. Indicators of operational capacity</i> | | | |
| + Inventory turnover: | | | |
| Cost of Goods Sold/Average Inventory | 7,67 | 4,79 | |
| Net Revenue/Total Assets | 2,05 | 1,92 | |
| <i>4. Indicators of profitability</i> | | | |
| + Profit after tax/Net revenue ratio | 0,03 | 0,02 | |
| + Profit after tax/Equity ratio | 0,16 | 0,14 | |
| + Profit after tax / Total assets ratio | 0,06 | 0,05 | |
| + Profit Ratio from Business Activities/Net Revenue | 0,03 | 0,02 | |

5. Shareholder structure, change of owner's investment capital:

a) Shares:

The total number of outstanding shares as of March 21, 2025 is: 29,770,578.0 shares. In which, shares restricted from transfer: 1,673,373.0 shares.

Concrete:

+ ESOP 2021 shares: 545,674 shares. The transfer restriction period is from 05/9/2022 to 04/9/2025.

+ ESOP 2022 shares: 1,127,699 shares. The transfer restriction period is from 10/01/2024 to 10/01/2027.

b) Shareholder structure: As of March 21, 2025.

| No. | Explain | Number of shares owned | Proportion |
|-----|---|------------------------|------------|
| 1 | Structure of large shareholders, small shareholders | | |
| | Major shareholders | 5.369.403 | 18,0% |
| | Minority Shareholders | 24.401.175 | 82,0% |
| 2 | Structure of institutional shareholders and individual shareholders | | |
| | Institutional Shareholders | 300.578 | 1,01% |
| | Individual Shareholders | 29.470.000 | 98,99% |
| 3 | Structure of domestic shareholders, foreign shareholders | | |
| | Domestic shareholders | 29.770.578 | 100,00% |
| | Foreign shareholders | | |
| 4 | State shareholders, other shareholders | | |
| | State Shareholders | | |
| | Other shareholders | 29.770.578 | 100,00% |

c) Changes in the owner's investment capital:

In 2024, the Company has increased capital 02 times:

- Issue ESOP shares to increase charter capital from VND 259,367,480,000.0 to VND 270,644,470,000.0.

- Issuing shares to pay dividends in 2023, increasing charter capital from VND 270,644,470,000.0 to VND 297,705,780,000.0.

d. Trading treasury shares: None.

e. Other securities: None.

III. Reports and evaluations of the Board of General Directors:

1. Evaluation of production and business results in 2024:

1.1. Main production and business indicators:

| Quota | Residents | Plan for 2024 | Implementation in 2024 | TH/KH (%) |
|--|-------------|---------------|------------------------|-----------|
| 1. Total revenue | Million VND | 6.700.000 | 6.697.020 | 99,96 |
| 2. Profit after tax | Million VND | 150.000 | 94.043 | 62,70 |
| 3. Depreciation | Million VND | 100.000 | 87.027 | 87,03 |
| 4. Profit after tax of the parent company (HN) | Million VND | 230.000 | 152.901 | 66,48 |
| 5. Consolidated depreciation | Million VND | 145.000 | 139.002 | 95,86 |

| | | | | |
|-----------------------------------|-------------|-------------|---------|--------|
| 6. Charter capital | Million VND | 297.700 | 297.705 | 100,00 |
| 7. Dividends | VND/share | 3.000-4.000 | | |
| 8. Income (person/month) | 1,000 VND | 13.000 | 13.100 | 100,77 |
| 9. Tapioca starch products | Ton | 540.000 | 549.390 | 101,74 |
| 9.1 Manufacturing Parent Company: | Ton | 305.000 | 287.888 | 94,39 |
| - Regular starch | Ton | 220.000 | 213.382 | 96,99 |
| - Modified starch | Ton | 85.000 | 74.506 | 87,65 |
| 9.2 Subsidiaries and associates: | Ton | 235.000 | 261.502 | 111,28 |
| 10. Food alcohol | m3 | 12.000 | 11.335 | 94,46 |

1.2. Evaluation of the implementation of the main indicators:

- Profit of the parent company: reached 62.70% of the plan and 54.75% compared to the previous year; Consolidated profit: reached 66.48% of the plan and 89.58% compared to the previous year. The main reason is slow consumption, rapid decline in flour prices and a deep decline in cassava pulp selling prices, reducing profits in the last 6 months of the year.

- Tapioca starch output: Reaching 101.74% of the plan and reaching 116.14% compared to 2023, in the first 6 months of the year, the output was high, in the last 6 months of the year, factories in Kon Tum and Gia Lai areas had low output, so they did not meet the plan. Factories in Laos have met and exceeded the plan.

2. Financial situation:

a) Asset situation

| Quota | Year 2023 | In 2024 | SS Rate |
|--------------------------------|--------------------------|--------------------------|----------------|
| Short-term assets | 1.903.473.848.632 | 1.959.922.463.082 | 102,97% |
| Capital in cash | 128.974.297.515 | 88.415.063.076 | 68,55% |
| Accounts receivable | 575.409.263.072 | 406.084.146.340 | 70,57% |
| Inventory | 1.013.690.526.550 | 1.357.165.023.848 | 133,88% |
| Other short-term assets | 185.399.761.495 | 108.258.229.818 | 58,39% |
| Long-term assets | 1.264.656.324.460 | 1.450.739.665.157 | 114,71% |
| Long-term receivables | 1.450.604.205 | 1.279.665.737 | 88,22% |
| Fixed assets | 1.109.232.511.418 | 1.386.932.999.731 | 125,04% |
| Long-term unfinished assets | 108.798.583.055 | 11.627.649.169 | 10,69% |
| Long-term financial investment | 17.251.235.713 | 16.803.723.827 | 97,41% |
| Other long-term assets | 27.923.390.069 | 34.095.626.693 | 122,10% |
| TOTAL ASSETS | 3.168.130.173.092 | 3.410.662.128.239 | 107,66% |
| Liabilities | 2.059.936.157.508 | 2.262.383.016.852 | 109,83% |
| Short-term debt | 1.936.077.381.896 | 2.140.259.253.642 | 110,55% |
| Long-term debt | 123.858.775.612 | 122.123.763.210 | 98,60% |
| Owner | 1.108.194.015.584 | 1.148.279.111.387 | 103,62% |
| Owner's contributed capital | 259.367.480.000 | 297.705.780.000 | 114,78% |
| Equity surplus | 107.609.873.380 | 137.974.546.380 | 128,22% |
| Other capital of the owner | 400.000.000 | 400.000.000 | 100,00% |

| | | | |
|---|--------------------------|--------------------------|----------------|
| Exchange rate difference | (73.786.912.240) | (78.984.119.793) | 107,04% |
| Development Investment Fund | 280.830.895.361 | 304.237.070.786 | 108,33% |
| Other funds belonging to equity sources | 5.250.981.990 | 11.565.362.132 | 220,25% |
| Undistributed profit | 444.036.348.655 | 400.983.314.141 | 90,30% |
| Non-controlling shareholder interests | 84.485.348.438 | 74.397.157.741 | 88,06% |
| TOTAL FUNDING: | 3.168.130.173.092 | 3.410.662.128.239 | 107,66% |

b) Liabilities:

Liabilities as of December 31, 2024 are 9.83% higher than the same period, mainly short-term loans to buy raw materials.

3. Assessment report related to the company's environmental and social responsibility:

- Environment: Basically, the environmental treatment of all units is relatively good, the units are invested in wastewater treatment systems by the aeration method, wastewater sludge separation meets the discharge standards before being discharged into the environment, units that have not invested in the sludge separation aeration method, the wastewater norms are not stable;

- Salary: Pay salaries, bonuses, allowances, etc. to employees in a timely manner and in accordance with the Company's regulations.

- Insurance: Fully implement policies for employees such as social insurance, health insurance, and unemployment insurance.

- The work of occupational safety, fire protection and occupational safety has been strengthened and cared for, and the environmental landscape has been increasingly improved.

IV. Evaluation of the Board of Directors on the Company's operation:

1. Evaluation of the Board of Directors on the Company's activities:

In 2024, the world situation will be complicated, the Russia-Ukraine war, the Middle East war, causing disruptions in global supply chains and fluctuations in food and fuel; China's economy has low growth, demand for starch has decreased, corn prices have decreased, cassava starch prices have decreased rapidly, the end of the year has decreased by 30% compared to the beginning of the year due to Thailand's price reduction and competition with starch in Laos... but with the solidarity and efforts from the Board of Directors to the Board of Directors and all employees, it has helped the Company reduce losses, contributing to stabilizing the Company's production and business situation.

2. Evaluation of the Board of Directors on the operation of the Board of Directors of the company:

In the conditions of the consumption market facing many difficulties, the price of cassava starch and cassava pulp fell deeply, the main market demand was China; In 2024, the cassava starch industry is very difficult, many cassava starch enterprises in the country and Southeast Asia suffer losses, low revenue and output; The Board of Directors and managers have made efforts to manage production and business activities relatively well, fully implementing the Resolutions and decisions of the Board of Directors, focusing on some points as follows:

2.1. Regarding production and business management:

- Regarding the market: Strengthen marketing transactions, find new customers, so the consumption volume is relatively satisfactory, but due to the rapid decline in demand and prices, consumption is only equal to 2023; In 2024, the Chinese market will consume slowly, so the output is only the same as the previous year. Taiwan, Japan, and South Korea markets grew well; The domestic consumption market reached the growth target, accounting for 19.3% of total output; At the end of 2024, it has contacted a number of customers to expand the Indonesian and Indian markets, starting to consume in these markets.

- Regarding production: Starch production is high thanks to the increase in output in factories in Laos, the output of modified flour has not met the plan due to a decrease in the market; Product quality in the first 6 months of the year is unstable, it has been remedied in the last 6 months of the year, so product quality has increased and become more stable; Although the refining efficiency remains at the same level as in 2023, some factories have not met the set plan; Foreign object control, food safety and hygiene have been raised, but some factories still have foreign objects in products.

- Capital and capital management: Ensuring loan capital, especially timely official time for the Company's production and business activities; Sepon Company, Attapeu Company and Taoy Company have borrowed capital from Lao banks.

- Regarding management and labor: Consolidating key positions in Kon Tum Tapioca Starch Company, Quang Ngai Wheat Starch Factory and Taoy Tapioca Starch Company; Arrange and rotate key cadres and technical workers to basically meet the requirements of the whole system; arrange enough staff for companies in Laos.

2.2. Regarding investment and development:

- Investment in the Taoy Tapioca Flour Processing Plant Project, completed and put into use on schedule (09/2024) and achieved the project target.

- Take steps to prepare for investment in the Pathoumphone Tapioca Processing Plant Project with a capacity of 300 tons SP/day.

- Investing in upgrading the environmental treatment system at Dak Song Factory and Sepon Company; Invest in expanding finished product warehouses and waste storage warehouses in Sepon Company and Attapeu Company, meeting production requirements.

3. Plans and orientations of the Board of Directors in 2025:

3.1. Targets of the 2025 production and business plan:

| Quota | Residents | Plan 2025 |
|--|-------------|-------------|
| 1. Total revenue | Million VND | 6.000.000 |
| 2. Profit after tax | Million VND | 100.000 |
| 3. Depreciation | Million VND | 90.000 |
| 4. Profit after tax of the parent company (HN) | Million VND | 180.000 |
| 5. Consolidated depreciation | Million VND | 160.000 |
| 6. Charter capital | Million VND | 327.470 |
| 7. Dividends | VND/share | 2.500-3.000 |
| 8. Income (person/month) | 1,000 VND | 13.000 |

| Quota | Residents | Plan 2025 |
|-----------------------------------|------------|----------------|
| 9. Tapioca starch products | Ton | 555.000 |
| 9.1 Manufacturing Parent Company: | Ton | 278.000 |
| - <i>Regular starch</i> | <i>Ton</i> | <i>200.000</i> |
| - <i>Modified starch</i> | <i>Ton</i> | <i>78.000</i> |
| 9.2 Subsidiaries and associates: | Ton | 277.000 |
| 10. Food alcohol | m3 | 12.000 |

3.2 Some main orientations.

3.2.1. *Regarding production and business management:*

- **Regarding the market:** Selecting and expanding more customers in China; Consolidate and develop the Taiwan market; Promoting the Japanese and Korean markets, through existing customers, strengthening links to form distribution channels and agents to increase types and output; Coordinate with clients to research and promote the Indian market, restore and expand the Malaysian and Indonesian markets; Increase the proportion of the domestic market compared to 2024, focusing on direct sales to production facilities.

- **Regarding production:** Continue to research and improve technology in the direction of improving product quality, increasing processing efficiency, saving water and electricity in accordance with the conditions in each unit;

- **Regarding capital:** Accumulating capital to continue investing in the development and processing of cassava starch in Laos. Continue to use the interests of companies in Laos to invest in new projects to enjoy investment incentives as well as sufficient reciprocal capital to borrow from banks; Working with the Bank in Laos to get a loan for the Pathoumphone factory project.

3.2.2. *Regarding research and development*

Forming an organization specializing in research and development to serve research and development according to the company's orientation; The immediate task is to research and develop modified powders and post-starch products.

3.2.3. *Regarding investment and development:*

- To build production establishments that ensure food hygiene and safety standards according to international standards (HACCP, FSSC 22000), of which: 2 domestic regular flour production establishments and 2 modified flour production establishments, Laos 1 establishment.

- Continue to study the Pathoumphone - Laos factory project, with a capacity of 300 tons of SP/day, if conditions are favorable, start construction in 2025, complete and put into production in 2026.

- Studying opportunities to continue expanding investment in Laos.

- Complete the plan to relocate Tan Chau Factory, deploy a new location to relocate the factory when the land lease expires (31/12/2025).

3.2.4. *Regarding management and administration:*

- Reduce payroll, reduce focal points in factories and subsidiaries in the country and also in Laos;

- Reduce Vietnamese labor and increase Lao labor at production facilities in Laos.
- Recruiting qualified workers to meet the company's development investment.
- Apply management software to increase labor productivity;

V. Corporate governance

1. Board of Directors

a) Members and structure of the Board of Directors:

| No. | Full name | Duty | Percentage of Voting Shares (%) |
|------------|----------------------|--|--|
| 1 | Mr. Vo Van Danh | Chairman of the Board of Directors (Non-executive member of the Board of Directors) | 5,73% |
| 2 | Mr. Tran Ngoc Hai | Vice Chairman of the Board of Directors | 2,06% |
| 3 | Mr. Dong Van Lap | Member of the Board of Directors | 0,89% |
| 4 | Mr. Le Ngoc Hinh | Member of the Board of Directors | 1,68% |
| 5 | Mr. Nguyen Duc Thang | Non-executive members of the Board of Directors | 6,94% |

b) Subcommittees of the Board of Directors:

- The Subcommittee on Capital Construction (Investment Board), consisting of the following members:

+ Mr. Tran Ngoc Hai - Member of the Board of Directors – Head of the Board

+ Mr: Le Ngoc Hinh - Member of the Board of Directors

+ Mr. Dong Van Lap - Member of the Board of Directors

+ Mr. Pham Quoc Tau - Chief Accountant.

+ Mr. Vo Quang Truc - Deputy in charge of the Investment - Production Department.

-Secretary:

+ Mr. Le Tuan Toan

+ Mr. Ton Long Thanh Nam

+ Ms: Vo Thi Nhi

+ Mr. Nguyen Mai Hiep

c) Activities of the Board of Directors:

In 2024, the Board of Directors held 12 meetings at the Company's headquarters. At the meetings, members of the Board of Directors fully attended. All resolutions and decisions of the Board of Directors comply with the Resolution of the 2024 General Meeting of Shareholders, the Company's Charter, the Internal

Regulations on Corporate Governance and relevant provisions of law. The Board of Directors has issued 48 resolutions and 56 decisions related to the fields of production and business, investment, management, and human resources.

2. Control Board:

a) Members and structure of the Control Board:

| No. | Full name | Duty | Percentage of Voting Shares |
|------------|---------------------|--------------------|------------------------------------|
| 1 | Mr. Pham Van Lam | Head of Department | 0,40% |
| 2 | Mr. Nguyen Thanh | Member | 0,51% |
| 3 | Mr. Nguyen Van Thai | Member | 0,47% |

b) Activities of the Control Board:

In 2024, the Supervisory Board has held 03 meetings to implement the resolution of the 2024 General Meeting of Shareholders; deploying and performing regular tasks of the Supervisory Board; participate in and agree on the work of the Board in a number of key fields as follows:

- Supervise the Board of Directors in the implementation of the Resolution of the General Meeting of Shareholders in 2024 and the implementation of resolutions, decisions and production and business plans of the Board of Directors in 2024 of the General Director of the Company.

- Consider the legality and reasonableness of the order and contents of promulgating, amending and supplementing resolutions and decisions of the Board of Directors and decisions of the General Director of the Company.

- To supervise the compliance with the provisions of law; internal regulations on corporate governance and information disclosure of the Company in accordance with the regulations of the State Securities Commission and the Company's Charter.

- Fully participate in meetings of the Board of Directors, directly exchange, give comments, have clear views at the meeting and propose and propose to the General Director in professional work to prevent risk factors and are all recorded.

- Participate in selecting an auditing firm to audit financial statements and audit a number of investment projects of the Company.

3. Transactions, remuneration and benefits of the Board of Directors, the Board of Directors and the Control Board:

a) The Board of Directors and the Board of General Directors:

- Remuneration of members of the Board of Directors in 2024 approved by the General Meeting of Shareholders: from 11 to 19 million VND/person/month;
- Bonus exceeding the plan: In 2024, there will be no bonus because the production and business results in 2024 do not exceed the plan.
- Income of the Board of Directors: 58-80 million VND/person/month.

b) The Control Board:

- The remuneration of members of the Supervisory Board in 2024 is as follows:
 - + Head of the Supervisory Board is: 11 million VND/month
 - + Supervisory Board member is: 07 million VND/month
- Bonus exceeding the plan: In 2024, there will be no bonus because the production and business results in 2024 do not exceed the plan.

b) Trading of stocks of insiders:

Transactions of insiders and related persons, major shareholders for the company's shares: *There is Appendix No. 01 attached.*

MICRO. Financial Statements:

The financial statements for the year 2024 are posted at the Website: [apfco.com.vn/Quan of shareholders/Financial statements for 2024](http://apfco.com.vn/Quan%20of%20shareholders/Financial%20statements%20for%202024).

Recipient: 

- As above;
- Publication of the Company's website;
- Archive: Secretary.



GENERAL DIRECTOR


Tran Ngoc Hai

**QUANG NGAI AGRICULTURAL PRODUCTS AND
FOODSTUFF JSC**

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

APPENDIX NO. 01
INSIDER STOCK TRADING
AND RELATED PERSONS IN RESPECT OF THE COMPANY'S SHARES

| No. | Transaction Executor | Relations with Insiders | Number of shares owned at the beginning of the period (05/02/2025) | | Number of shares owned at the end of the period (21/3/2025) | | Reasons for increase, decrease (buy, sell, convert, bonus...) |
|----------|-------------------------|-------------------------|--|------------|---|------------|---|
| | | | Number of Shares | Proportion | Number of Shares | Proportion | |
| 1 | Vo Van Danh | | 1.705.612 | 5,73% | 1.705.612 | 5,73% | |
| 1.1 | Dang My Ai Hoa | Wife | 412.239 | 1,38% | 412.239 | 1,38% | |
| 1.2 | Vo Dang Thuc Khang | Daughter | 61.226 | 0,21% | 61.226 | 0,21% | |
| 1.3 | Doan Ngoc Hung | Son-in-law | 251.791 | 0,85% | 251.791 | 0,85% | |
| 2 | Tran Ngoc Hai | | 613.399 | 2,06% | 613.399 | 2,06% | |
| 2.1 | Tran Thuy Duong | Daughter | 30.613 | 0,10% | 30.613 | 0,10% | |
| 3 | Dong Van Lap | | 263.518 | 0,89% | 263.518 | 0,89% | |
| 3.1 | Pham Thi Minh Suong | Wife | 600 | 0,00% | 600 | 0,00% | |
| 4 | Le Ngoc Hinh | | 500.000 | 1,68% | 500.000 | 1,68% | |
| 5 | Nguyen Duc Thang | | 2.067.375 | 6,94% | 2.067.375 | 6,94% | |
| 5.1 | Nguyen Thi Thuy Tien | Wife | 300.520 | 1,01% | 300.520 | 1,01% | |
| 6 | Le Tuan Toan | | 1.027.809 | 3,45% | 1.022.809 | 3,44% | Sell |

| No. | Transaction Executor | Relations with Insiders | Number of shares owned at the beginning of the period (05/02/2025) | | Number of shares owned at the end of the period (21/3/2025) | | Reasons for increase, decrease (buy, sell, convert, bonus...) |
|------|----------------------------|-------------------------|--|------------|---|------------|---|
| | | | Number of Shares | Proportion | Number of Shares | Proportion | |
| 6.1 | <i>Ngo Thi Lac</i> | <i>Wife</i> | 21.428 | 0,07% | 21.428 | 0,07% | |
| 6.2 | <i>Le Ngo Tuan An</i> | <i>Son</i> | 1.982 | 0,01% | 1.982 | 0,01% | |
| 6.3 | <i>Pham Thi Hoa</i> | <i>Daughter-in-law</i> | 10.616 | 0,04% | 11.316 | 0,04% | Buy |
| 7 | Tran Duc Thach | | 351.601 | 1,18% | 351.601 | 1,18% | |
| 7.1 | <i>Nguyen Duy Thiem</i> | <i>Brother-in-law</i> | 68.795 | 0,23% | 68.814 | 0,23% | Buy |
| 8 | Pham Quoc Tau | | 119.077 | 0,40% | 119.477 | 0,40% | Buy |
| 9 | Pham Van Lam | | 119.018 | 0,40% | 119.018 | 0,40% | |
| 10 | Nguyen Thanh | | 152.692 | 0,51% | 152.692 | 0,51% | |
| 10.1 | <i>Nguyen Thi Hong Hoa</i> | <i>Wife</i> | 103.131 | 0,35% | 103.131 | 0,35% | |
| 10.2 | <i>Nguyen Hong Hien</i> | <i>Daughter</i> | 10.520 | 0,04% | 10.520 | 0,04% | |
| 11 | Nguyen Van Thai | | 140.284 | 0,47% | 140.284 | 0,47% | |
| 11.1 | <i>Nguyen Van Thu</i> | <i>Brother</i> | 2.777 | 0,01% | 2.777 | 0,01% | |