

**RESOLUTION  
ANNUAL GENERAL MEETING OF SHAREHOLDERS 2025  
CHAN MAY PORT JOINT STOCK COMPANY**

*Pursuant to the Law on Enterprises No. 59/2020/QH14 dated June 17, 2020;*

*Pursuant to the Charter of Chan May Port Joint Stock Company;*

*Pursuant to the Minutes of the Annual General Meeting of Shareholders 2025 of Chan May Port Joint Stock Company dated June 30, 2025;*

**RESOLVES::**

**Article 1.** Approval of Report No. 136/BC-CM dated April 15, 2025 on 2024 business performance and 2025 business plan, with the following key targets for 2025:

- Bulk cargo throughput: 5,600,000 tons
- Container throughput: 11,080 TEU
- Total revenue: VND 386,200 million
- Total expenses: VND 360,849 million
- Profit before tax: VND 25,351 million
- Profit after tax: VND 20,281 million
- State budget contribution: VND 8,360 million
- Total workforce: 347 employees
- Total salary fund (including Executive Board and employees): VND 61,702 million
- Average salary: VND 14.566 million/employee/month
- Average income: VND 16.566 million/employee/month

**Article 2.** Approval of the 2024 audited financial statements dated February 15, 2025.

**Article 3.** Approval of Report No. 20/BC-HĐQT dated April 15, 2025 by the Board of Directors on the management and supervision activities in 2024 and the operational plan for 2025.

**Article 4.** Approval of Report No. 05/BC-BKS dated April 2, 2025 by the Supervisory Board on the supervisory activities in 2024.



**Article 5.** Approval of Proposal No. 21/TTr-HĐQT dated April 15, 2025 on the 2025 investment plan with the following details:

(Unit: million VND)

No	Project	2025 Plan		Capital Source	Note
		Implementation	Disbursement		
1	Upgrading the fire prevention and fighting system at Berth No. 1 – Chan May Port	5,000	5,000	Own capital	
2	Maintenance and repair of Berth No. 1 in 2025	20,000	20,000	Own capital	
3	Construction of transformer station at Berth No. 1 for production and business operations	3,300	3,300	Own capital	
4	Periodic inspection and assessment of infrastructure safety at Berth No. 1 – Chan May Port	1,000	1,000	Own capital	
5	Procurement of vacuum truck (street sweeper)	1,400	1,400	Own capital	
<b>Total</b>		<b>30,700</b>	<b>30,700</b>		

**Article 6.** Approval of the Submission No. 22/TTr-HĐQT dated April 15, 2025, by the Board of Directors of Chan May Port Joint Stock Company regarding the finalization of the 2024 salary and remuneration fund, and the 2025 salary and remuneration plan for the Board of Directors, Supervisory Board, and Executive Board of Chan May Port Joint Stock Company, specifically as follows:

**1. Finalization of the 2024 salary and remuneration fund for the Board of Directors, Supervisory Board, and Executive Board**

*1.1. The total salary fund in 2024 for the Board of Directors, Executive Board, and Head of the Supervisory Board is VND 3,919 million.*

This is based on Decree No. 53/2016/NĐ-CP dated June 13, 2016, of the Government on regulations for labor, salary, remuneration, and bonuses applicable to enterprises with state capital dominance, and Circular No. 28/2016/TT-BLĐTBXH dated September 1, 2016, issued by the Ministry of Labor, Invalids and Social Affairs providing guidance on the implementation of Decree No. 53/2016/NĐ-CP.

*1.2. Total remuneration for members of the Board of Directors: For 3 part-time members of the Board of Directors, the total remuneration is VND 108,000,000.*

*1.3. Total remuneration for the Supervisory Board: For 1 part-time member of the Supervisory Board, the total remuneration is VND 24,000,000.*



## 2. 2025 salary and remuneration plan for the Board of Directors and the Supervisory Board

2.1. The total salary fund for the Board of Directors and Supervisory Board in 2025 shall continue to comply with Decree No. 44/2025/NĐ-CP dated February 28, 2025, of the Government on the management of labor, salaries, remuneration, and bonuses in state-owned enterprises.

2.2. The remuneration plan for the Board of Directors and Supervisory Board of the Company in 2025 shall be implemented as follows:

No.	Position	Remuneration
1	Chairman of the Board of Directors	Not entitled to remuneration
2	Full-time Member of the Board of Directors	Not entitled to remuneration
3	Part-time Member of the Board of Directors (including concurrent members)	VND 3,000,000 per person per month
4	Head of the Supervisory Board	Not entitled to remuneration
5	Full-time Member of the Supervisory Board	Not entitled to remuneration
6	Part-time Member of the Supervisory Board	VND 2,000,000 per person per month

- The remuneration shall be paid at the end of each quarter.

**Article 7.** Approval of the Proposal No. 23/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company regarding the profit distribution plan, appropriation of funds, and dividend payment for the year 2024, with the following specific contents:

No.	Item	Rate	Amount (VND)
1	Charter capital	—	324,054,150,000
2	Profit before tax	—	28,490,799,950
3	Corporate income tax	—	2,930,560,361
4	Profit after tax	—	25,560,239,589
5	Accumulated losses from previous years	—	16,757,958,762
6	Profit available for dividend distribution and fund appropriation	—	8,802,280,827
6.1	– Appropriation to the Investment and Development Fund	20.00%	1,760,456,165
6.2	– Appropriation to the Bonus Fund	5.00%	440,114,041
6.3	– Appropriation to the Welfare Fund	15.00%	1,320,342,124
6.4	– Bonus payment to the Board of Directors, Supervisory Board, Executive Board, and Secretariat	5.00%	440,114,041



6.5	– Dividend payment	55.00%	4,841,254,455
	+ Dividend payout ratio		1.49%

**Article 8.** Approval of Proposal No. 24/TTr-BOD dated April 15, 2025, by the Board of Directors of Chan May Port Joint Stock Company regarding the authorization for the Board of Directors to act on behalf of the General Meeting of Shareholders in deciding certain matters under the authority of the General Meeting of Shareholders, specifically as follows:

**8.1. Authorization for the Board of Directors to carry out the following tasks:**

a) Authorize the Board of Directors to implement the resolutions passed by the General Meeting of Shareholders (including dividend payment, implementation of procedures, coordination with third parties or competent State management agencies to achieve the approved objectives and plans in accordance with the law).

b) Authorize the Board of Directors to select an independent auditing firm that meets the legal qualifications and standards to audit the Company's semi-annual and annual financial statements for the year 2025.

**8.2. Authorization duration:** *From the date this proposal is approved until a replacement resolution of the General Meeting of Shareholders is issued.*

**Article 9.** Approval of Proposal No. 25/TTr-BOD dated April 15, 2025, by the Board of Directors of Chan May Port Joint Stock Company regarding the business plan for the 2026–2030 period (as attached to this Resolution).

*(Enclosed: Regulations on the operation of the Board of Directors of Chan May Port Joint Stock Company.)*

**Article 10.** Approval of Proposal No. 40/TTr-BOD dated June 6, 2025, by the Board of Directors of Chan May Port Joint Stock Company on the handling of irrecoverable debt owed by bankrupt enterprises in accordance with the court's decision, specifically as follows:

10.1. Approval to write off the receivable from Vinashin Ocean Shipping One Member Limited Liability Company (Vinashinlines), with a total amount of VND 2,169,195,941, due to the company being declared bankrupt and no longer having the ability to settle the debt.

10.2. Corresponding reversal of the previously established provision for doubtful debts, without affecting the current period's expenses.

10.3. Authorization for the Board of Directors/Executive Board to carry out the necessary accounting, tax procedures, and disclosures (if any) in accordance with current regulations.



**Article 11.** It is unanimously agreed that the following individuals shall continue to hold their current positions as members of the Board of Directors and the Supervisory Board of Chan May Port Joint Stock Company until new personnel are appointed to replace them, specifically:

**11.1. Board of Directors**

1. Mr. Ba Hoa Duong – Continues to serve as Chairman of the Board of Directors of Chan May Port Joint Stock Company.

2. Mr. Van Toan Huynh – Continues to serve as Member of the Board of Directors cum Chief Executive Officer of Chan May Port Joint Stock Company.

3. Mr. Tien Dat Nguyen – Continues to serve as Member of the Board of Directors of Chan May Port Joint Stock Company.

4. Mr. Van Phong Tran – Continues to serve as Full-time Member of the Board of Directors of Chan May Port Joint Stock Company.

5. Ms. Hoang Thi Ho – Continues to serve as Member of the Board of Directors of Chan May Port Joint Stock Company.

**11.2. Supervisory Board**

1. Mr. Tuan Anh Phan – Continues to serve as Head of the Supervisory Board of Chan May Port Joint Stock Company.

2. Mr. Cong Dinh Nguyen – Continues to serve as Member of the Supervisory Board of Chan May Port Joint Stock Company.

3. Mr. Quang Vu Doan – Continues to serve as Member of the Supervisory Board of Chan May Port Joint Stock Company.

**Article 12.** This Resolution was unanimously approved by the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company and shall take effect from the date of signing.

The General Meeting of Shareholders assigns the Board of Directors and the Supervisory Board to organize and implement the contents of this Resolution of the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company./.

**Recipients:**

- All shareholders of CMP;
- SBIC ;
- BoD, BoS, and Executive Board;
- Relevant authorities and organizations;
- Information disclosure;
- Archives:
- + Document Control
- Administration,
- + Secretary to the BoD

**On behalf of the General Meeting of Shareholders,  
CHAIRMAN OF THE BOARD OF DIRECTORS**



**Ba Hoa Duong**



*Hue, June 30, 2025*

**MINUTES  
OF THE 2025 ANNUAL GENERAL MEETING OF SHAREHOLDERS  
CHAN MAY PORT JOINT STOCK COMPANY**

**I. COMPANY INFORMATION**

Company Name: Chan May Port Joint Stock Company

Head Office Address: Binh An Hamlet, Loc Vinh Commune, Phu Loc District, Hue City

Business Registration Certificate No.: 3300515171, first issued by the Hue Department of Planning and Investment on November 28, 2007, and amended for the 11th time on January 6, 2025

Charter Capital: VND 324,054,150,000 (Three hundred twenty-four billion, fifty-four million, one hundred fifty thousand dong exactly)

**II. TIME, LOCATION & ATTENDANCE**

Time: Convened at 13:30, Monday, June 30, 2025

Venue: Head Office of Chan May Port JSC – Binh An Hamlet, Loc Vinh Commune, Phu Loc District, Hue City

Attendees::

- Members of the Board of Directors
- Members of the Supervisory Board
- The Executive Board
- Shareholders of Chan May Port JSC.
- Guests:

+ Mr. Manh Ha Tran, Acting Chief Executive Officer of Shipbuilding Industry Corporation;

+ Mr. Minh Cuong Do, Member of the Members' Council of Shipbuilding Industry Corporation;

+ Mr. Tien Dat Nguyen, Deputy Chief Executive Officer of Shipbuilding Industry Corporation

**III. MEETING PROCEDURES**

1. Verification of Shareholder Eligibility: Head of the Shareholder Eligibility Verification Committee, presented the eligibility report.



*[Handwritten signatures]*



- Total shareholders represented: 257 (including 4 legal entity shareholders)

- Attendees: 45 persons;

- Representing 32,163,495 ordinary shares;

- Accounting for: 99.25 % of total voting shares ( $\geq 51\%$ ).

Pursuant to the Enterprise Law No. 59/2020/QH13 dated June 17, 2020 and the Company Charter, the meeting was declared valid and duly convened. Shareholders or their authorized representatives present have the right to vote according to their shareholding or authorization.

2. Election and Approval of the Presidium, Secretariat, and Vote Counting Committee:

- *Presidium:*

Pursuant to the Law on Enterprises No. 59/2020/QH13 dated June 17, 2020, Mr. Ba Hoa Duong, Chairman of the Board of Directors, shall act as the de facto Chairperson of the General Meeting. However, in order to facilitate optimal management of the Meeting and to ensure collective leadership, the Chairperson nominated the following individuals to join the Presidium:

- Mr. Van Toan Huynh – Member of the Board of Directors cum Chief Executive Officer of Chan May Port Joint Stock Company;

- Mr. Chi Phai Le – Deputy Chief Executive Officer of Chan May Port Joint Stock Company.

The General Meeting unanimously approved the nomination with 100% of votes in favor.

- *Composition of the Secretariat:*

Pursuant to the Charter of Chan May Port Joint Stock Company, the Chairperson nominated the following two members to serve in the Secretariat:

- Mr. Van Tien Le– Deputy Head of the Organization, Labor and Salary Department;

- Mr. Quang Viet Truong– Deputy Head of the Finance–Labor–Salary Department.

The General Meeting unanimously approved the nomination with 100% of votes in favor.

- *Composition of the Vote Counting Committee:*

The Chairperson nominated the following five members to form the Vote Counting Committee:

- Mr. Trung Chinh Hoang – Head of the Administration Department – Head of Committee;

- Mr. Khanh Toan Ngo– Head of the Finance and Accounting Department – Member;

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- Ms. Thi Ni Na Le – Head of the Finance–Labor–Salary Department – Member;
- Ms. Thi Thanh Loan Le – Staff of the Business Department – Member;
- Mr. Quoc Khanh Phan – Staff of the Finance–Labor–Salary Department – Member.

The General Meeting unanimously approved the nomination with 100% of votes in favor.

#### **IV. AGENDA OF THE MEETING**

##### **1. Approval of the Meeting Agenda and the Regulations for Organizing the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company**

###### **1.1 Approval of the Meeting Agenda**

###### **Voting results:**

- a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;
- b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;
- c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;
- d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

###### **1.2 Approval of the Regulations for Organizing the Meeting**

###### **Voting results:**

- a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;
- b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;
- c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;
- d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

##### **2. Reports and Proposals Presented at the Meeting**

2.1. Mr. Van Toan Huynh – Member of the Board of Directors cum Chief Executive Officer of the Company – presented Report No. 136/BC-CM dated April 15, 2025 on the business performance in 2024 and the business plan for 2025, with key targets for 2025 as follows:

- Bulk cargo throughput: 5,600,000 tons;
- Container throughput: 11,080 TEUs;
- Total revenue: VND 386,200 million;
- Total expenses: VND 360,849 million;
- Profit before tax: VND 25,351 million;



- Profit after tax: VND 20,281 million;
- Payment to state budget: VND 8,360 million;
- Total number of employees: 347 persons;
- Total wage fund: VND 61,702 million (including the Executive Board and employees);
- Average salary: VND 14.566 million/person/month;
- Average income: VND 16.566 million/person/month.

2.2. Mr. Khanh Toan Ngo – Chief Accountant of the Company – presented the audited Financial Statements for the year 2024 dated February 15, 2025 of Chan May Port Joint Stock Company.

2.3. Mr. Ba Hoa Duong– Chairman of the Board of Directors – presented Report No. 20/BC-HĐQT dated April 15, 2025 by the Board of Directors of Chan May Port Joint Stock Company on the management, direction, and supervision activities of the Board in 2024 and its activity plan for 2025.

2.4. Mr. Tuan Anh Phan– Head of the Supervisory Board – presented Report No. 05/BC-BKS dated April 2, 2025 by the Supervisory Board of Chan May Port Joint Stock Company on its supervisory activities in 2024.

2.5. Mr. Chi Phai Le– Deputy Chief Executive Officer of the Company – on behalf of the Presidium, presented the following proposals to the Meeting:

- Proposal No. 21/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company regarding the investment plan for 2025;

- Proposal No. 22/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company regarding the finalization of the 2024 salary and remuneration fund, and the proposed salary and remuneration fund for 2025 for the Board of Directors, Supervisory Board, and Executive Board of Chan May Port Joint Stock Company;

- Proposal No. 23/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company regarding the approval of the profit distribution plan, appropriation of funds, and dividend payment for 2024;

- Proposal No. 24/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company on authorizing the Board of Directors to make decisions on certain matters on behalf of the General Meeting of Shareholders;

- Proposal No. 25/TTr-HĐQT dated April 15, 2025 of the Board of Directors of Chan May Port Joint Stock Company regarding the business plan for the 2026–2030 period;



- Proposal No. 40/TTr-BOD dated June 6, 2025, by the Board of Directors of Chan May Port Joint Stock Company on the handling of irrecoverable debt owed by bankrupt enterprises in accordance with the court's decision.

### **3. Discussion Session of the General Meeting Regarding Reports and Proposals, and Responses to Shareholder Recommendations: None**

#### **4 Voting on the Resolutions of the General Meeting**

4.1. Approval of Report No. 136/BC-CM dated April 15, 2025, on the business performance in 2024 and the business plan for 2025, presented by Mr. Van Toan Huynh – Member of the Board of Directors cum Chief Executive Officer of the Company.

##### **Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.2. Approval of the audited financial statements for the year 2024, audited on February 15, 2025, of Chan May Port Joint Stock Company, presented by Mr. Khanh Toan Ngo – Chief Accountant of the Company.

##### **Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.3. Approval of Report No. 20/BC-HĐQT dated April 15, 2025, of the Board of Directors on the management, direction, and supervision activities of the Board of Directors in 2024 and the activity plan for 2025, presented by Mr. Ba Hoa Duong – Chairman of the Board of Directors.

##### **Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;



d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.4. Approval of Report No. 05/BC-BKS dated April 2, 2025, of the Supervisory Board on supervision activities in 2024, presented by Mr. Tuan Anh Phan – Head of the Supervisory Board.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.5. Approval of Proposal No. 21/TTr-HĐQT dated April 15, 2025, of the Board of Directors on the 2025 investment plan.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.6. Approval of Proposal No. 22/TTr-HĐQT dated April 15, 2025, of the Board of Directors on the finalization of the 2024 salary and remuneration fund and the 2025 salary and remuneration plan for the Board of Directors, the Supervisory Board, and the Executive Board.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.7. Approval of Proposal No. 23/TTr-HĐQT dated April 15, 2025, of the Board of Directors on the profit distribution plan, allocation to funds, and dividend payment for the year 2024.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.8. Approval of Proposal No. 24/TTr-HĐQT dated April 15, 2025, of the Board of Directors on authorizing the Board of Directors to make certain decisions on behalf of the General Meeting of Shareholders.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.9. Approval of the Board of Directors' Submission No. 25/TTr-HĐQT dated April 15, 2025 regarding the business plan for the 2026–2030 period.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

4.10. Approval of Proposal No. 40/TTr-BOD dated June 6, 2025, by the Board of Directors of Chan May Port Joint Stock Company on the handling of irrecoverable debt owed by bankrupt enterprises in accordance with the court's decision.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

**5. Personnel of the Board of Directors and the Supervisory Board**

Mr. Chi Phai Le announced Resolution No. 83/NQ-CNT dated June 27, 2025, issued by the Shipbuilding Industry Corporation (SBIC), which states in Section 7 of the Appendix that:

*Handwritten signatures and initials in blue ink.*



At the 2025 Annual General Meeting of Shareholders, the capital representative shall vote in favor of allowing the current members of the Board of Directors and the Supervisory Board for the 2020–2025 term to continue exercising their rights, duties, and responsibilities until new personnel are appointed. Specifically:

***5.1. Members of the Board of Directors:***

1. Mr. Ba Hoa Duong – Chairman of the Board of Directors.  
2. Mr. Van Toan Huynh – Member of the Board of Directors cum Chief Executive Officer.

3. Mr. Tien Dat Nguyen – Member of the Board of Directors.  
4. Mr. Van Phong Tran – Full-time Member of the Board of Directors.  
5. Ms. Hoang Thi Ho – Member of the Board of Directors.

***5.2. Members of the Supervisory Board include:***

1. Mr. Tuan Anh Phan – Head of the Supervisory Board.  
2. Mr. Cong Dinh Nguyen – Member of the Supervisory Board.  
3. Mr. Quang Vu Doan – Member of the Supervisory Board.

**Voting results:**

a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;

b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;

c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;

d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

**6. Remarks by the Representative of Shipbuilding Industry Corporation (Majority Shareholder)**

The General Meeting listened to the address delivered by Mr. Manh Ha Tran – Acting Chief Executive Officer of the Shipbuilding Industry Corporation (SBIC).

The Acting Chief Executive Officer acknowledged and highly appreciated the Company's business performance in 2024.

The Acting General Director of the Corporation made the following recommendations:

- Accelerate investment procedures.
- Invest in equipment to improve labor productivity.
- Promote internal solidarity and unity.
- Formulate specific solutions to accomplish the business and production plan.
- Increase employee income.

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## 7. Approval of the Minutes of the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company

The Minutes were recorded in full and accurately by the Secretariat of the General Meeting. Mr. Truong Quang Viet, on behalf of the Secretariat, read out the full text of the Minutes of the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company.

### Voting results:

- a) Total number of shares represented at the Meeting: 32,163,495 ordinary shares;
- b) Number of votes in favor: 45 votes, equivalent to 32,163,495 shares, accounting for 100%;
- c) Number of votes against: 0 votes, equivalent to 0 shares, accounting for 0%;
- d) Number of abstentions: 0 votes, equivalent to 0 shares, accounting for 0%.

The Minutes of the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company were approved by the General Meeting at 17:20 on Monday, June 30, 2025, and shall serve as the basis for issuing the Resolution of the 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company.

The 2025 Annual General Meeting of Shareholders of Chan May Port Joint Stock Company concluded at 17:30 on the same day.



**CHAIRMAN**

**Chairman of the Board of  
Directors  
Ba Hoa Duong**

**SECRETARIAT**

**Truong Quang Viet**

**Le Van Tien**





**REPORT ON BUSINESS RESULTS IN 2024  
AND BUSINESS PLAN IN 2025**

To: Annual General Meeting of Shareholders 2025.

**I. BUSINESS RESULTS IN 2024**

**1. General Situation**

In 2024, the global economy faced numerous challenges and risks due to geopolitical conflicts and tensions in some regions. However, the seaport exploitation industry maintained good growth. Cargo traffic through Chan May Port grew strongly, driven by market demand and efficient operational organization, along with optimal utilization of existing infrastructure, equipment, and human resources.

Favorable factors supporting port operations included dry weather, which ensured continuous cargo handling and guaranteed loading and unloading productivity. Additionally, there was strong growth in the demand for wood chips and coal. Passenger ship services also recovered quickly. Increased revenue and profits beyond the plan were generated from value-added services at the yard, and Resolutions No. 18 and No. 25, which pilot support policies for shipping lines opening container routes and for entities transporting containerized goods to and from Chan May Port, were extended.

However, the Company also encountered difficulties and obstacles in its operations, such as increased competition in the region, limited warehouse and yard infrastructure, and equipment. Ensuring environmental compliance was challenging when handling bulk goods. The dredging of Berth No. 1 had not yet commenced due to complex and prolonged environmental impact assessment (EIA) procedures, which limited the ability to receive large vessels, reduced economic efficiency for customers, and decreased the Port's flexibility.

For container services, difficulties included slower-than-expected growth of cargo in the Central region and an imbalance between export and import goods. Local logistics infrastructure was not synchronized and lacked a system of logistics centers. Limitations in warehouses and yards, and a shortage of land for building additional container yards, meant that the Port's container handling capacity remained too low, failing to meet the minimum requirements of shipping lines, which significantly hampered attracting container shipping lines..

**2. Business Results in 2024**





## 2.1 Business Results

No.	Items	Unit	Result in 2023	Plan for 2024	Actual Result in 2024	Comparison (%)	
						3/1	3/2
<b>1</b>	<b>Loading and unloading volume</b>						
	+ Bulk cargo, related services	Tons	3,956,537	4,700,000	5,394,231	136.3%	114.8%
	+ Container cargo	TEU	7,385	23,760	8,395	113.7%	35.3%
<b>2</b>	<b>Total Vessel Calls</b>	<b>Turn</b>	<b>614</b>	<b>-</b>	<b>701</b>	114.2%	-
	Cargo vessel calls	Turn	525	-	595	113.3%	-
	Container vessel calls	Turn	65	-	66	101.5%	-
	Cruise ship calls	Turn	24	-	40	166.7%	-
<b>3</b>	<b>Pax and Crew</b>	<b>Person</b>	<b>51,512</b>	<b>-</b>	<b>90,960</b>	176.6%	-
<b>4</b>	<b>Total Revenue and Other Income</b>	<b>Million VND</b>	<b>229,583</b>	<b>276,400</b>	<b>384,742</b>	167.6%	139.2%
4.1	Revenue from business and production activities	Million VND	227,424	276,400	383,208	168.5%	138.6%
	+ Revenue from bulk and other cargo	Million VND	150,926	180,367	223,620	148.2%	124.0%
	+ Revenue from container	Million VND	8,185	31,291	11,289	137.9%	36.1%
	+ Revenue from cruise ships	Million VND	9,827	9,000	19,876	202.3%	220.8%
	+ Revenue from other services		58,486	55,742	128,423	219.6%	230.4%
4.2	Financial Revenue	Million VND	2,136	0	1,533	71.8%	-
4.3	Other Revenue	Million VND	23	0	1	4.3%	-
<b>5</b>	<b>Total Expenses</b>	<b>Million VND</b>	<b>236,971</b>	<b>275,933</b>	<b>353,280</b>	149.1%	128.0%
5.1	Expenses from commercial and service activities	Million VND	184,511	213,865	293,151	158.9%	137.1%
5.2	Business administration expenses	Million VND	35,957	43,224	45,930	127.7%	106.3%
5.3	Financial expenses	Million VND	18,993	18,844	14,099	74.2%	74.8%
5.4	Other expenses	Million VND	35	0	100	285.7%	-
<b>6</b>	<b>Profit Before Tax</b>	<b>Million VND</b>	<b>-7,388</b>	<b>467</b>	<b>28,491</b>	-385.6%	6100.9%
<b>7</b>	<b>Payment to State Budget</b>	<b>Million VND</b>	<b>913</b>	<b>500</b>	<b>3,863</b>	423.1%	772.6%
<b>8</b>	<b>Average Income</b>	<b>Million VND/person/month</b>	<b>11.33</b>	<b>11.99</b>	<b>17.08</b>	150.8%	142.5%
<b>9</b>	<b>Total Number of Employees</b>	<b>Person</b>	<b>321</b>	<b>337</b>	<b>337</b>	105.0%	100.0%

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### **\* Cargo Productivity and Ship calls**

- The total volume of cargo (bulk cargo and other goods) handled through the Port reached 5,394,231 tons, increasing by 36.3% compared to the same period in 2023 (3,956,537 tons), achieving 114.8% of the 2024 plan. Bulk cargo and other goods rose by 36.3% year-on-year, with significant growth in woodchips (+85.7%), coal (+24.3%), clinker (+32.5%), and especially ore (+231.1%). Only sand recorded a decrease (-22.3%). The largest share belonged to woodchips (37.8%), followed by coal (36.3%), sand (10.7%), clinker (6.4%), and ore (5.6%); there was no throughput of titanium and palm oil. Container throughput reached 8,395 TEUs (in 2023: 7,385 TEUs).

- The total number of vessel calls at the Port reached 701, up 14.2% compared to the same period in 2023 (614 vessel calls). Of which, domestic vessels accounted for 71%, and foreign vessels 29%. Cargo vessels: 595 calls, container vessels: 66 calls, cruise ships: 40 calls.

- The total number of passengers and crew members passing through the Port reached 90,960, an increase of 76.6% compared to 2023 (51,512 persons).

### **\* Financial Result**

- Total revenue in 2024 reached VND 384,742 million (including 383,208 million VND from service revenue and 1,533 million VND from financial income), increasing 67.6% compared to the same period in 2023 (229,583 million VND), achieving 139.2% of the plan.

- Profit before tax reached 28,491 million VND and profit after tax reached 25,560 million VND. (2024 target profit before tax: 467 million VND).

- State budget payment reached 3,863 million VND , achieving 772.6% of the plan (500 million VND ), equivalent to 423.1% compared to the same period in 2023 ( 913 million VND).

In 2024, the Company returned to profitability after two years of losses, with a profit before tax of 28,491 VND million. High-performing services included woodchip and coal handling, berth services, and cruise ship services. In addition, tugboat services, services on yard, and fuel supply services experienced strong and stable growth, contributing to this result.

### **2.2. Market Promotion Situation**

In 2024, the Company actively attracted new cargo sources and adjusted pricing appropriately to generate significant benefits. By focusing on meeting customer requirements, Quang Tri Paper Material Company and Nguyen Tuan Hoang exported over 400,000 tons of wood chips through the Port, with plans to further increase volume in 2025 (stable export of 2 vessels/month). After a long period of surveys and discussions, Quang Tri MDF Company conducted its first



trial shipment in September 2024, with initial positive feedback on port services, and is expected to ship regularly in 2025. Additionally, some customers are evaluating the Port for importing and exporting various goods.

Some coal and ore customers from Laos, after research, expressed interest in using storage and import/export services through Chan May Port. However, due to a lack of yard space, the Port could not accommodate these cargo sources. The Company utilized existing areas and explored solutions for investment cooperation in warehouses and yards, working with partners to improve the current shortage. For these goods, the Company consistently required cargo owners to cover them with tarpaulins to ensure environmental regulations, fire prevention and safety, and to avoid affecting the Company's reputation and overall business operations.

Regarding container handling services, the Company successfully negotiated and officially signed contracts with two major international shipping lines, CMA and SITC, to open routes at Chan May, and two domestic shipping lines, Thilogi and Gemadept. Shipping lines highly appreciated the service and support, despite the fact that handling productivity and infrastructure did not yet meet requirements. The Port facilitated connections between shipping lines and businesses to export several container shipments through Chan May, involving various export goods to different markets. Some large enterprises have shown interest and successfully started exporting container cargo through Chan May Port, creating a positive impact and spreading to the local business community. The Port also implemented safe reception and handling of oversized, overweight, reefer, and dangerous goods containers, meeting the import needs of some special items for customers.

#### BUSINESS RESULTS DETAILS FOR BERTH 1 AND BERTH 2

Business Results - 2024	Unit	Total	Berth No. 1	Berth No. 2
<b>I. Cargo Volume</b>				
1. Bulk cargo	Tons	5,394,231	3,422,271	1,971,960
2. Container cargo	TEUs	8,395		8,395
<b>II. Total Revenue</b>	Million VND	384,742	305,793	78,950
1. Revenue from bulk cargo and other goods	Million VND	223,620	155,960	67,660
2. Revenue from container vessels	Million VND	11,289	0	11,289
3. Revenue from cruise ships	Million VND	19,876	19,876	0
4. Revenue from other services	Million VND	128,423	128,423	0



<b>Business Results - 2024</b>	<b>Unit</b>	<b>Total</b>	<b>Berth No. 1</b>	<b>Berth No. 2</b>
5. Financial revenue	Million VND	<b>1,533</b>	1,533	0
6. Other income	Million VND	<b>1</b>	1	0
<b>III. Total Expenses</b>	Million VND	<b>353,280</b>	256,116	100,135
1. Operating expenses (production and business activities)	Million VND	<b>293,151</b>	221,785	71,366
2. Business administration expenses	Million VND	<b>48,901</b>	34,231	14,670
3. Financial expenses (loan interest)	Million VND	<b>14,099</b>	0	14,099
4. Other expenses	Million VND	<b>100</b>	100	0
<b>IV. Profit Before Tax</b>	Million VND	<b>28,491</b>	<b>49,059</b>	<b>(20,568)</b>

## **2.3. Results of Other Activities**

### **2.3.1 Implementation of welfare for Employees**

Total number of employees in 2024 was 346 (including 9 in leadership), of which 62 were female employees; 258 direct laborers, 43 indirect and supporting staff, and 45 middle management staffs. The average monthly income per employee reached 17.08 million VND/person/month.

The Company fully contributed to social insurance (SI), health insurance (HI), and unemployment insurance (UI) for 339 staff members (including 9 management officials) with a total amount of 8,981 million VND ; and arranged for personal accident insurance and healthcare insurance for all employees. In addition, the Company completed procedures and payments for employee benefits (sick leave, maternity, and convalescence allowances) totaling 131.2616 million VND for 39 cases. The healthcare insurance covered 160 million VND in claims for 28 cases. Moreover, the Company spent VND 880 million on in-kind allowances for 243 employees working in hazardous, heavy, and toxic jobs.

Regarding training, the Company organized 591 employee attendances in various training courses with a total expenditure of 161 million VND.

### **2.3.2 Status of Construction Investment Projects**

In 2024, the Company initiated and implemented several investment projects in accordance with current regulations. Specifically:



a. Projects and items approved by Decision No.394/QD-CNT dated December 22, 2023, of the Corporation on approving the 2024 Production and Business Plan and Training Plan.

*\* Transitional Projects*

- Construction of Berth No. 2 - Chan May Port (Completion Phase): The design for the completion phase has been submitted for appraisal. The consulting unit is preparing the environmental impact assessment report. Applications for a permit for ocean dumping, allocation of sea area for dredge spoil disposal for Berth No. 2, and adjustment of the Investment Certificate are being prepared. The project is expected to be completed in Q4/2026.

- *Dredging and adjustment of the channel and turning basin for Berth 120m*: Preparation of the environmental impact assessment report for Berth No. 1, application for a permit for ocean dumping, and allocation of sea area for dredge spoil disposal are being carried out.

- *Repair and maintenance of Berth No.1 - Chan May Port*: Completed and put into use on August 28, 2024.

- *Dredging and maintenance of the Berth No.1 anchorage area*: To perform dredging, environmental documents (re-preparation of the EIA report, application for sea area allocation, and dredge spoil dumping permits) need to be re-prepared. Environmental documents are expected to be completed in Q1/2025, with construction commencing in Q2/2025 and completion in Q3/2025.

- *Establishment of a transshipment anchorage area for general cargo and bulk cargo vessels up to 200,000 DWT in Chan May Bay*: Decision No. 1051/QD-CHHVN has been issued by the Vietnam Maritime Administration, announcing the opening of a transshipment area in Chan May Bay for Vietnamese and foreign vessels to enter, depart, anchor, and transship.

- *Inspection and upgrading of Berth No.2 - Chan May Port to receive cargo vessels up to 70,000 tons*: A contract for consulting services to prepare inspection documents was signed on August 19, 2024, awaiting appraisal results from the Construction Investment Management Department.

- *Repair of Berth No. 1 - Chan May Port in 2023*: Due to rain and tidal fluctuations, the construction period was extended to February 28, 2025.

- *Industrial wastewater treatment system for Berth No.1*: Currently in trial operation.

- *Installation of fire protection system for expanded warehouse and yard at Berth No. 1 - Chan May Port*: Fire protection design was approved by the Fire Police and Rescue Department in document No.87/TD-PCCC dated October 4, 2024, expected to be completed in Q2/2025.





*\* New Projects in 2024*

New construction investment items for 2024 were approved by Resolution No. 28/NQ-HDQT dated July 1, 2024, of the Board of Directors of Chan May Port Joint Stock Company, approving the urgent investment and procurement of some items for production and business in 2024. The implementation status is as follows:

Preparation of environmental documents for Berth No. 1 - Chan May Port (including EIA report, ocean dumping permit, sea area allocation for dredge spoil disposal, environmental fees for dredge spoil disposal for Berth No. 1): The cost estimate has been appraised and is awaiting price appraisal for construction materials, environmental sample analysis, and is expected to be completed in Q2/2025.

- 7000m<sup>2</sup> warehouse fence: Completed.
- Procurement of 10-ton forklift: Completed.
- Renovation and upgrade of the cable drum system for Gottwald HMK 170E crane: Expected to be handed over and put into use in Q1/2025.
- Procurement of hoist rope for Gottwald HMK 170E crane: Completed.
- Procurement of 1300H fender: Completed.
- Addition of functions for Berth No. 2 to receive cruise vessels: Transferred to 2025 investment plan.

Addition of functions for Berth No. 1 to receive container cargo vessels: Vietnam Maritime Administration issued Decision No. 1549/QD-CHHVN dated October 15, 2024, supplementing Decision No. 949/QD-CHHVN dated November 16, 2005, stating that the seaward edge of the berth can receive container cargo vessels up to 45,000 DWT with a maximum draft of  $\leq 10.0\text{m}$ .

**b. Project Disbursement Status**

Projects and items approved by Decision No.394/QD-CNT dated December 22, 2023, of the General Corporation on approving the 2024 Production and Business Plan and Investment Plan:

*Unit: Million VND*

No.	Project Name/Economic- Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Impleme ntation value	Disburse ment value	
Total (A+B+C+D)		302,108		21,811.9	21,533.1	
A	Group A Projects					
B	Group B Projects	244,816		38.5	702.6	



No.	Project Name/Economic-Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Implementation value	Disbursement value	
1	Construction Investment of Berth No, 2 – Completion Phase	244,816	Investment Link	38.5	702.6	continue to implement in 2025
<b>C</b>	<b>Group C Projects</b>	<b>7,050</b>		<b>4,455</b>	<b>4,409.5</b>	
1	Procurement of 10-ton forklift	2,200	Development Investment Fund	1,108	1,100	Completed
2	Renovation and upgrading of electrical cable winch system on Gottwald HMK 170E crane boom	900	Development Investment Fund	20.5	9.5	Continue in 2025
3	Procurement of hoisting cables for Gottwald HMK 170E crane	950	Equity	836	825	Completed
4	Procurement of 1300H ship fenders	3,000	Equity	2,490	2,475	Completed
<b>D</b>	<b>Technical-Economic Investment Reports</b>	<b>50,242</b>		<b>17,318.8</b>	<b>16,421</b>	
1	Dredging and adjustment to expand the channel and turning basin of the inner berth (120m berth)	3,826	Development Investment Fund	-	-	Transition to implementation in 2025
2	Repair and maintenance of Berth No, 1 – Chan May Port	8,114	Production and Business Expenses	7.445,8	6.245,7	Completed
3	Maintenance dredging of the anchorage area of Berth No. 1 – Chan May Port	8,640	Production and Business Expenses	-	-	transition to implementation in 2025
4	Establishment of a transshipment anchorage area for general and bulk cargo vessels up to 200,000 DWT at Chan May Bay	3,500	Investment Linkage	-	-	Decision No. 1051/QD-CHHVN dated July 23, 2024
5	Inspection and upgrading of Berth No. 2 – to accommodate cargo vessels up to 70,000 DWT	550	Development Investment Fund	-	132	Submitting
6	Repair of Berth No. 1 – Chan May Port (items: Beam, deck slab repair, and pile head protection in 2023)	10,000	Development Investment Fund	6.320,6	7.569	documents at
7	Industrial wastewater treatment system at Berth No. 1 – Chan May Port	3,500	Development Investment Fund	2.756,5	1.739	Construction Management Department



No.	Project Name/Economic-Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Implementation value	Disbursement value	
8	Installation of fire protection system for the expanded yard area at Berth No. 1	4,112	Development Investment Fund	181	181	
9	Preparation of environmental documentation for Berth No. 1 – Chan May Port	6,200	Equity	-	-	Completed
10	Fence construction for 7,000m <sup>2</sup> warehouse	1,200	Development Investment Fund	614,9	554,3	Transition to implementation in 2025
11	Functionality enhancement of Berth No. 2 to receive cruise ships	300	Equity			transition to implementation in 2025
12	Functionality enhancement of Berth No. 1 to receive container cargo ships	300	Development Investment Fund			Completed

*b. Other items serving production and business activities in 2024 (not belonging to Decision No.394/QĐ-CNT dated December 22, 2023, on approving the 2024 Production and Business Plan and Investment Plan):*

- *Landscaping of infrastructure along the fence of Berth No.1: Completed.*
- *Repair of the gate of the 7000m<sup>2</sup> warehouse: Completed.*
- *Repair of the road to the port section adjacent to the bridge connecting to Berth No.2: Completed.*
- *Repair of asphalt pavement on internal roads within Berth No.1 - Chan May Port: Completed.*
- *Repair and expansion of Song Hong cargo yard: Completed.*
- *Ditch system along the fence of Berth No.1: Completed.*
- *Repair of the facade of the cafeteria hall: Completed.*
- *Repair of the road surface in front of Berth No.1 weighbridge, entrance to NB1 road; landscaping of sidewalk in front of the company gate, sidewalk from the entrance to NB1 road to the intersection with the road to Berth No.2: Completed.*
- *Preparation of documents for recognition of sea area, allocation of sea area for Berth No. 1 and Berth No. 2 - Chan May Port: Approved by Decision No. 09/QĐ-CM dated January 15, 2024, currently submitted to the Department of Natural Resources and Environment.*
- *Repair of concrete yard foundation in the 2500m<sup>2</sup> warehouse area: Completed.*
- *Survey and assessment of the current status of Berth No.1 infrastructure for inspection and upgrading to receive vessels up to 70,000 tons: Completed.*



- Renovation and elevation of the 2500m<sup>2</sup> warehouse foundation (reusing old foundation): Design and cost estimate are being appraised, expected to be completed in 2024.

- *Preparation of a report on the plan to add one 100T multi-purpose crane for cargo handling at the berth of Chan May Port:* Approved by Resolution No. 27/NQ-HDQT dated May 30, 2024, consultants are preparing the crane rental plan report.

- *Inspection and upgrading of Berth No.1 to receive 70,000 DWT vessels:* The Construction Investment Management Department issued Document No. 1580/CQLXD-CCPN requesting additional documents for the assessment of the current status of Berth No.1 infrastructure. Documents have been submitted and are awaiting appraisal results.

- *Environmental registration for Berth No.1, Berth No.2:* Registration completed, awaiting acceptance and payment.

### **2.3.3 Financial, Administrative, and Organizational Work**


Regarding the annual regular work, the Company fully and in accordance with regulations on asset inventory, independent audit, issuance of the 2023 Financial Report, 2023 Management Accounting Report, Financial Reports of Quarter I, Quarter II, Quarter III and Quarter IV...The Company focuses on monitoring and debt collection for overdue customers, ensuring cash flow.

Complete the documents and successfully organize the 2024 Labor Conference on January 26, 2024. Complete the documents serving the 2024 General Meeting of Shareholders held on April 11, 2024. Complete the annual Seaport Security documents, additional documents for assessing ANCB of the anchorage and transshipment area. Complete the procedures for adjusting the 11th Business Registration Certificate. Organize periodic health check-ups for all employees,...

### **2.3.4 Seaport security – Vehicle load control**

Vehical Load control at Chan May Port in 2024 was well implemented, ensuring control of 100% of cargo handling vehicles at the Port. There were no cases of load violations within the port area. In 2024, the Company monitored more than 210,023 vehicles entering and leaving the Port for cargo handling with a total weight of 4,233,981 tons. The Company always proactively coordinates with specialized forces such as the Maritime Port Authority and the Hue City Traffic Inspectorate to effectively carry out vehicle load control.

In 2024, Chan May Port Joint Stock Company focuses on maintaining inspection, supervision and handling of violations related to security and order at the port. The work of ensuring security and order at Chan May Port has been implemented synchronously and effectively, contributing to creating a safe and





stable working environment for activities at the Port. The work of security and order management is regularly monitored by the Security Team, combined with patrolling and monitoring through the camera system.

- Vehicles entering and exiting for cargo handling are divided and coordinated reasonably to avoid traffic congestion. Through inspection and control, the number of vehicles entering and exiting for cargo handling during the year is: 80,062 vehicles; the number of people entering and exiting the port is 134,621 (as of November 2024). Carry out procedures to sign a commitment to Seaport Security according to the regulations of the Vietnam Maritime Administration with 193 foreign ships.

- Regarding fire prevention and fighting, the Company performs fire prevention and fighting well, regularly checks fire prevention and fighting tools, points with potential fire prevention and fighting risks, promptly proposes and recommends issues that do not ensure fire prevention and fighting safety. Organize and participate in drills and training on fire prevention and fighting and rescue work. To date, there have been no incidents or incidents related to fire or explosion.

## II. BUSINESS PLAN FOR 2025

With the goal of improving competitiveness in the seaport industry; continuing to develop container handling services to ensure growth in output and revenue; Improving productivity and quality of handling services according to customer standards and requirements; Ensuring jobs and income for the Company's existing employees, promptly resolving policies for employees, Chan May Port Joint Stock Company has developed an operational plan and targets for 2025 as follows:

### 1. Business plan targets for 2025

No.	Target	Unit	Plan 2025
<b>1</b>	<b>Cargo output</b>		
1.1	Bulk cargo	tons	<b>5,600,000</b>
1.2	Container cargo	TEUs	<b>11,080</b>
<b>2</b>	<b>Total revenue and other income</b>	<b>Million VND</b>	<b>386,200</b>
2.1	Bulk cargo revenue	Million VND	218,900
2.2	Container revenue	Million VND	16,318
2.3	Cruise ship revenue	Million VND	21,000
2.4	Other service revenue	Million VND	128,782
2.5	Financial revenue	Million VND	1,200

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No.	Target	Unit	Plan 2025
<b>4</b>	<b>Total expenses</b>	<b>Million VND</b>	<b>360,849</b>
4.1	Cost of production, business and service activities	Million VND	299,973
4.2	Business management expenses	Million VND	49,850
4.3	Financial expenses	Million VND	11,026
4.4	Other expenses	Million VND	0
<b>5</b>	<b>Profit before tax</b>	<b>Million VND</b>	<b>25,351</b>
<b>6</b>	<b>Profit after tax</b>	<b>Million VND</b>	<b>20,281</b>
<b>7</b>	<b>Payment to the budget</b>	<b>Million VND</b>	<b>8,360</b>
<b>8</b>	<b>Average salary</b>	Million VND/month	<b>14.566</b>
<b>9</b>	<b>Average income</b>	Million VND/month	<b>16.566</b>
<b>10</b>	<b>Total number of employees</b>	<b>Người</b>	<b>347</b>

In which, the business plan of Berth 1 and Berth 2 is as follows:

No.	Target	Unit	Plan 2025	Plan for each berth	
				Berth 1	Berth 2
<b>1</b>	<b>Cargo Volume</b>				
1.1	Bulk Cargo	Ton	<b>5,600</b>	3,100	2,500
1.2	Container Cargo	TEU	<b>11,080</b>	0	11,080
<b>2</b>	<b>Total Revenue and Other Income</b>	<b>Million VND</b>	<b>386,200</b>	<b>273,140</b>	<b>113,060</b>
2.1	Bulk Cargo Revenue	Million VND	218,900	116,719	102,181
2.2	Container Revenue	Million VND	16,318	5,439	10,879
2.3	Cruise Ship Revenue	Million VND	21,000	21,000	0
2.4	Other Service Revenue	Million VND	128,782	128,782	0
2.5	Financial Revenue	Million VND	1,200	1,200	0
<b>3</b>	<b>Total Expenses</b>	<b>Million VND</b>	<b>360,849</b>	<b>250,826</b>	<b>110,023</b>
<b>4</b>	<b>Profit Before Tax</b>	<b>Million VND</b>	<b>25,351</b>	<b>22,314</b>	<b>3,037</b>

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The plan for exploiting commodities in 2025 is expected to increase output by 3.7%, mainly focusing on coal and ore. Other commodities are expected to be exploited at the same level as in 2024.

The output of imported and exported containers through the Port in 2025 is expected to reach 11,080 TEU, equivalent to revenue of 16,318 million VND (an increase of 44.2% compared to the plan in 2024). Revenue from petroleum supply services is expected to increase by 4.4% thanks to the growth of cargo output (due to increased ships and vehicles entering the port), and passenger ship reception services increasing by 2.6%. The planned revenue from warehouses in 2025 is equivalent to that of 2024 because the area of warehouses and yards is not expected to increase.

In 2025, the Berth Wharf No. 2 to reach the capacity to receive 70,000 DWT ships, adding the function of receiving cruise ships to Wharf No. 2 to improve flexibility in wharf arrangement and port operation efficiency. At the same time, continue to promote investment cooperation projects, taking advantage of the potential of partners to upgrade infrastructure and equipment at the Port. Put into operation the transshipment area for ships up to 200,000 DWT in Chan May Bay area.

The planned revenue in 2025 is 386,200 million VND (equivalent to the loading and unloading output of 5,600,000 tons of general cargo and 11,080 TEU containers) will exceed the break-even revenue, leading to the Company's expected result of 25,351 million VND in pre-tax profit.

In 2025, the Company expects to pay 11,026 million VND in interest expenses based on the principal balance, interest rate and contract agreement. In addition, the costs of maintenance and repair of Berth 1 and loading and unloading equipment will increase due to the long time these assets have been in use. These are large expenses that will affect the business results in 2025. Therefore, the Company plans to continue implementing solutions to reduce operating costs, focusing on reducing management costs including fuel costs, guest expenses, business expenses, etc. Strictly manage materials and input materials, have a reasonable plan to purchase materials and equipment to avoid backlog and damage. Tighten fuel consumption norms, save materials during equipment repair, stop all unnecessary repair work.

## **2. Container Cargo Exploitation Plan**

In 2025, the container service is expected to handle 11,080 TEUs and achieve a revenue of 16,318 million VND. The port will operate with 04 foreign shipping lines, averaging 08 vessel calls/month with a monthly import-export container throughput of nearly 1,000 TEUs. Chan May Port will implement



solutions to enhance container cargo handling capacity in the near future, specifically:

- Upgrade equipment to improve productivity and ensure safety during container operations, meeting shipping line criteria. The committed productivity must reach a minimum of 10 moves/hour/crane. Additional specialized equipment will be added for handling oversized and overweight containers. Research and invest in expanding storage yards.

- Monitor the domestic cargo market situation closely. Seek new customers to diversify the source of domestic import-export cargo through the port. Continue exchanging and connecting with shipping lines and businesses. Work and exchange with Hai An Shipping Line to resume domestic container routes at Chan May.

- Seek businesses with container cargo aligned with RCL, CMA, and SITC routes to support shipping lines in export sales. Connect with Frit businesses to link cargo sources. Collaborate with GLS, Vietsun, Thilogi, etc., to open domestic routes or transship import-export cargo on the [Hai Phong ↔ Chan May (Hue) ↔ Ho Chi Minh City (Cat Lai, Cai Mep)] route. Persuade MSC to operate container vessels once Berth No. 1 is operational.

- Sign new contracts for 2025 with shipping lines, coordinating with them to load and unload cargo for Sun Paper's paper factory.

- Propose to the Provincial People's Committee and the Economic and Industrial Zone Management Board to attract logistics businesses to invest in building logistics centers, ICD ports, storage yards, and logistics services. Collaborate with port operators to attract international shipping lines more effectively. Persuade the Provincial People's Council to continue maintaining support policies for businesses and shipping lines with container cargo through Chan May Port in 2026.

### **3. Labor and Salary Plan**

Based on the actual number of employees in 2024 and the number of employees who will retire in 2025 (2 employees retiring), as well as considering the labor needs for some job positions and replacing retired employees, the 2025 labor plan is built with a 3% increase compared to 2024, specifically as follows:

- Workforce in the beginning of period : 337 people (excluding 9 in leadership)

- Total new recruits: 12 people, including:

- + 7 stevedores.

- + 3 forklift and wheel loader operators.





- + 1 mechanic for Chan May 02 Tugboat (replacing a retired staff).
- + 1 in spare;
- Planned retirees: 2 people;
- Workforce in the end of period : 347 people (excluding 9 in leadership).
- Training plan for 350 employees with a total cost of 350 million VND.
- Total wage fund: 61,702 million VND.
- Planned average salary: 14.566 million VND.
- Planning average income: 16.566 million VND. Regarding salary work, the planned average salary and income targets for employees are set to ensure the wages, income, and living standards of employees.

#### 4. Investment Plan

Regarding the 2025 investment plan, the Company continues to invest in completing the Terminal 2 - Phase 2 and other transitional projects from 2024. In addition, in order to serve urgent production and business plans, the Company has made an investment plan for a number of new items in 2025. The total investment value in 2025 is 122,800 million VND , the total disbursement value is 124,624 million VND, details as follows:

Unit: Million VND

No.	Project	Investment plan 2025		Source of Capital
		Realized Amount	Disbursed Amount	
<b>I</b>	<b>Projects transferred from 2024</b>			
1	Investment in construction of Berth 2 - Chan May Port - Completion phase	70,000	70,000	<i>Investment Cooperation</i>
2	Dredging to adjust and expand the channel and turning basin of the 120m wharf	3,826	3,826	<i>Development Investment Fund</i>
3	Dredging and maintaining the berthing area of Berth 1 - Chan May Port	8,640	8,640	<i>Production and Business Expenses</i>
4	Installing the fire protection system of the expanded warehouse of Berth 1 - Chan May Port	1,234	2,878	
5	Preparing environmental records of Berth 1 - Chan May Port (Including Environmental Impact Assessment Report, Sinking Permit, Handing over the sea area for dumping dredged soil, Environmental fee for dumping dredged soil at Berth 1 - Chan May Port	4,650	4,650	<i>Equity</i>





No.	Project	Investment plan 2025		Source of Capital
		Realized Amount	Disbursed Amount	
6	Upgrading the electric cable drum system at the Gotwald HMK 170E crane	450	630	<i>Development Investment Fund</i>
7	Procurement of 1300H ship cushions	3,000	3,000	<i>Equity</i>
8	Adding functions to Berth 2 to receive cruise ships	300	300	<i>Equity</i>
<b>II</b>	<b>Investment items in 2025</b>			
1	Upgrading the fire protection system of Berth 1 - Chan May Port	5,000	5,000	<i>Equity</i>
2	Repair and maintenance Berth 1 in 2025	20,000	20,000	<i>Equity</i>
3	Construction of Berth 1 transformer station for production and business	3,300	3,300	<i>Equity</i>
4	Periodic inspection and safety assessment of port infrastructure at Berth 1 - Chan May Port	1,000	1,000	<i>Equity</i>
5	Purchase of vacuum cleaners (Road sweepers)	1,400	1,400	<i>Equity</i>
<b>Total:</b>		<b>122,800</b>	<b>124,624</b>	

All items in the 2025 Investment Plan mentioned above are really urgent for service activities aiming to successfully implement the Company's production and business plan in 2025.

### **5. Solutions to complete the 2025 plan**

To strive to complete the 2025 plan, Chan May Port Joint Stock Company will focus on implementing the following solutions:

#### **5.1 Market promotion solutions**

Continue market research, competitor research to improve competitiveness. Combine with communication and promotion strategies to attract potential customers.

Strengthen joint ventures and partnerships to boost the logistics system here. Promote forms of investment cooperation or capital advances from customers in the spirit of mutually beneficial cooperation.

Actively carry out customer care, grasp opinions and feedback on service quality to improve capacity. Ensure to maintain good relationships with traditional customers. Cooperate, exchange information with competent authorities, propose coordination regulations to remove related obstacles, control well as create conditions for means of transporting goods through the Port.

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## **5.2 Financial solutions**

In addition to the goal of finding new sources of goods and increasing revenue, the Company focuses on maintaining good exploitation of services and products with high economic efficiency and high profit-to-revenue ratio.

Strengthening the efficiency of financial management, debt management, speeding up the payment process, strengthening debt collection measures, implementing the debt management process well and assigning specific responsibilities in debt management of the Company.

Reducing operating costs and management costs. Strictly managing input materials and supplies, having a reasonable plan for purchasing materials and equipment to avoid backlog and damage. Tightening fuel consumption norms, saving materials during equipment repair.

## **5.3 Human resource management solutions**

Conduct research on solutions to motivate employees, improve productivity and work efficiency. Enhance the sense of responsibility, promote the role of Department Heads, promote discipline in production management, as well as care and focus on the lives of direct workers to always complete the assigned tasks well.


Further promote training policies, providing employees with opportunities for self-development. Organize training and fostering of container handling equipment operation skills, service marketing, port management and exploitation skills, container cargo, logistics skills to ensure human resources to carry out tasks and business plans for 2025.

## **5.4 Production management solutions**

Ensure the mobilization of ships and the arrangement of equipment and workers reasonably to improve cargo handling productivity. Contracts are strictly bound by progress, avoiding disputes when commitments are not fulfilled on schedule.

Take advantage of the exploitation of 2 berth to reduce waiting time and economic losses for cargo owners and ship owners. Research on options to improve container handling equipment such as: improving humps with mechanical sliding clusters positioned on the floor of the transit vehicle, promptly repairing equipment when problems occur, improving operational skills for Vinalift crane operators, loading and unloading workers, etc. to release container ships on schedule and ahead of schedule.

Be ready and vigilant to proactively respond to bad weather to minimize damage caused by natural disasters to seaport works as well as ships entering and leaving Chan May Port.





Regarding equipment and infrastructure repair: Being proactive in repair work has contributed to speeding up production progress. In addition, the types of materials used for repair are carefully selected for quality and ensure reasonable prices, completed on time, with little impact on the production process.

Regarding the preparation of spare and replacement materials: Regularly update equipment operating time, be proactive in cleaning, periodic maintenance, in accordance with the Company's procedures.

Regarding the inspection and supervision of labor safety: Regularly maintain and strictly implement the inspection of safety conditions of loading and unloading tools; wharf exploitation process, cargo loading and unloading process, organize and arrange staff on duty when operating wood chip conveyors to ensure safety.

### **5.5 Investment solutions**

Continue to implement truly effective investment plans, harmoniously coordinate resources in terms of facilities, equipment, and human resources among services to ensure business efficiency and reduce financial pressure on the Company.

Add the function of receiving cruise ships to Berth 2. At the same time, upgrade to receive 70,000DWT ships for Berth 2. Put into operation the 200,000DWT anchorage area effectively.

Continue to strengthen project management, ensure that the project is implemented on schedule, and reduce investment costs. The effectiveness of the project must be prioritized.

Add a 100-ton crane to serve container and bulk cargo handling at Pier No. 1 to increase the capacity of loading and unloading all types of goods.

The above is the 2025 Business and Production Results Report, Chan May Port Joint Stock Company respectfully reports./.

Best regards./.

#### **Recipients:**

- As above;
- Board of Directors, Supervisory Board, Board of Executives;
- Filed: Clerk (Admin. Dep)

**GENERAL DIRECTOR**



**Huynh Van Toan**



**REPORT**  
**On management, direction and supervision**  
**of the Board of Directors in 2024 and operation plan in 2025**

To: Annual General Meeting of Shareholders 2025

**I. ASSESSMENT OF 2024 OPERATIONS**

In 2024, although the world economy still faces many challenges and risks due to geopolitical conflicts and tensions in some regions, the seaport business still grows well. Cargoes passing through Chan May Port in 2024 will grow strongly in volume thanks to market demand and the reasonable organization and management of existing port infrastructure, equipment and human resources. Bulk cargo and other cargoes output will increase by 36.3% over the same period in 2023, with strong growth in wood chips (up 85.7%), coal (up 24.3%), clinker (up 32.5%), especially ore increasing by 231.1% and silica sand alone will decrease by 22.3%. The largest proportion is wood chips 37.8%, followed by coal 36.3%, sand 10.7%, clinker 6.4% and ore 5.6%; titanium and palm oil have no output through the Port.

**1. Business results in 2024**

The specific business targets achieved in 2024 are as follows:

*1.1. Cargo throughputs*

- Cargoes (bulk cargo and other goods) through the Port reached 5,394,231 tons, an increase of 36.3% over the same period in 2023 (3,956,537 tons), reaching 114.8% of the 2024 plan. Container output reached 8,395 TEUs (7,385 TEUs in 2023).

- The total ship calls entering and leaving the port reached 701 calls, an increase of 14.2% compared to the same period in 2023 (614 ship calls in 2023). Of which, cargo ships reached 595 calls, container ships reached 66 calls and cruise ships reached 40 calls. Domestic ships accounted for 71%, foreign ships accounted for 29%.

- The total number of passengers and crew members passing through the port reached 90,960 arrivals, an increase of 76.6% compared to 2023 (51,512 arrivals).

*1.2. Financial results*



- Total revenue in 2024 reached 384,742 million VND (of which service revenue reached 383,208 million VND, financial revenue reached 1,533 million VND), an increase of 67.6% compared to the same period in 2023 (229,583 million VND), reaching 139.2% of the plan.

- Profit before tax reached 28,491 million VND and Profit after tax reached 25,560 million VND. (Planned Profit before tax 2024: 467 million VND ).

- Payment to State Budget reached VND 3,863 million, reaching 7,726% of the plan (500 million VND ), equal to 4,231% compared to the same period in 2023 (913 million VND ).

## **2. Results of implementing Resolution 01/NQ-DHDCD dated April 11, 2024 of the 2024 Annual General Meeting of Shareholders,**

The Board of Directors has directed the implementation of investment steps according to the approved resolution, the specific implementation status is as follows:

Projects and items approved in Decision No. 394/QD-CNT dated December 22, 2023 of the Corporation on approving the 2024 Business Plan and Investment Plan

### **a. Transitional projects**

- Construction project of Berth No. 02 - Chan May Port (Completion stage):

+ Submitted to the Ministry of Transport for appraisal of the design and construction drawings of the completion stage.

+ Environmental impact assessment: the consulting unit is preparing an environmental impact assessment report, preparing a dossier to apply for a dumping permit, and handing over the sea area for dumping dredged material at Berth No. 2.

+ Adjusting the Investment Certificate (Project completion time: Quarter IV, 2026).

- Dredging to adjust the channel and turning basin of the berth 120m:

To carry out dredging, it is necessary to prepare an environmental impact assessment report for Berth No. 1, prepare a dossier to apply for a dumping permit, and hand over the sea area for dumping dredged material.

- Repairing and maintaining Berth No.1 - Chan May Port: Completed and put into use on August 28, 2024.

- Dredging and maintaining the berthing area at Berth No.1: Expected to start construction in the second quarter of 2025 and complete dredging and maintenance in the third quarter of 2025.

- Establishing a general cargo and bulk cargo transshipment area for ships with a capacity of up to 200,000DWT at Chan May Bay: On July 23, 2024, the



Vietnam Maritime Administration issued Decision No. 1051/QD-CHHVN on the announcement of the opening of a transshipment area at Chan May, Thua Thien Hue province of Chan May Port Joint Stock Company to receive Vietnamese and foreign ships entering, leaving, anchoring, and transshipment.

- Inspection and upgrading of Berth No.2 - Chan May Port to receive cargo ships with a capacity of up to 70,000 tons: The dossier has been submitted to the Department of Construction Investment Management - Ministry of Transport and is awaiting appraisal results.

- Repairing Berth No.1 - Chan May Port in 2023: Due to the impact of rainy weather and rising and falling tides, the construction time has been extended to February 28, 2025.

- Treatment system of Industrial wastewater - Berth No.1 is under trial operation.

- Installation of fire protection system for the expanded warehouse of Berth No. 1 - Chan May Port: Fire protection design has been approved by the Fire Prevention and Rescue Police Department No.87/TD-PCCC dated October 4, 2024, expected to be completed in the second quarter of 2025.

b. New projects in 2024

New construction investment items in 2024 have been approved in investment policy in Resolution No. 28/NQ-HDQT dated July 1, 2024 of the Board of Directors of Chan May Port Joint Stock Company on approving the investment policy and purchasing a number of urgent items to serve production and business in 2024 of Chan May Port Joint Stock Company, specific implementation status:

- Prepare environmental dossier for Berth No.1 - Chan May Port (Including Environmental Impact Assessment Report, Dumping Permit, Handover of sea area for dumping dredged soil, Environmental fee for dumping dredged soil at Berth No.1 - Chan May Port): has reviewed the estimate, is submitting for appraisal of prices of construction materials, analyzing environmental samples and is expected to be completed in the quarter

*Đơn vị tính: Triệu đồng*

No.	Project Name/Economic-Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Impleme ntation value	Disburse ment value	
Total (A+B+C+D)		302,108		21,811.9	21,533.1	
A	Group A Projects					
B	Group B Projects	244,816		38.5	702.6	



No.	Project Name/Economic-Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Implementation value	Disbursement value	
1	Construction Investment of Berth 2 – Completion Phase	244,816	Investment Link	38.5	702.6	continue to implement in 2025
<b>C</b>	<b>Group C Projects</b>	<b>7,050</b>		<b>4,455</b>	<b>4,409.5</b>	
1	Procurement of 10-ton forklift	2,200	Development Investment Fund	1,108	1,100	Completed
2	Renovation and upgrading of electrical cable winch system on Gottwald HMK 170E crane boom	900	Development Investment Fund	20.5	9.5	Continue in 2025
3	Procurement of hoisting cables for Gottwald HMK 170E crane	950	Equity	836	825	Completed
4	Procurement of 1300H fenders	3,000	Equity	2,490	2,475	Completed
<b>D</b>	<b>Technical-Economic Investment Reports</b>	<b>50,242</b>		<b>17,318.8</b>	<b>16,421</b>	
1	Dredging and adjustment to expand the channel and turning basin of the inner berth (120m berth)	3,826	Development Investment Fund	-	-	transition to implementation in 2025
2	Repair and maintenance of Berth No. 1 – Chan May Port	8,114	Production and Business Expenses	7,445.8	6,245.7	Completed
3	Maintenance dredging of the anchorage area of Berth No. 1 – Chan May Port	8,640	Production and Business Expenses	-	-	transition to implementation in 2025
4	Establishment of a transshipment anchorage area for general and bulk cargo vessels up to 200,000 DWT at Chan May Bay	3,500	Investment Linkage	-	-	Decision No. 1051/QĐ-CHHVN dated July 23, 2024
5	Inspection and upgrading of Berth No. 2 – to accommodate cargo vessels up to 70,000 DWT	550	Development Investment Fund	-	132	Submitting
6	Repair of Berth No. 1 – Chan May Port (items: Beam, deck slab repair, and pile head protection in 2023)	10,000	Development Investment Fund	6,320.6	7,569	
7	Industrial wastewater treatment system at Berth No. 1 – Chan May Port	3,500	Development Investment Fund	2,756.5	1,739	Construction Management Department



No.	Project Name/Economic-Technical Report on Construction Investment	Plan 2024		Implementation in 2024		Notes
		Total investment	Capital source	Implementation value	Disbursement value	
8	Installation of fire protection system for the expanded yard area at Berth No. 1	4,112	Development Investment Fund	181	181	
9	Preparation of environmental documentation for Berth No. 1 – Chan May Port	6,200	Equity	-	-	Completed
10	Fence construction for 7,000m <sup>2</sup> warehouse	1,200	Development Investment Fund	614.9	554.3	transition to implementation in 2025
11	Functionality enhancement of Berth No. 2 to receive cruise ships	300	Equity			transition to implementation in 2025
12	Functionality enhancement of Berth No. 1 to receive container cargo ships	300	Development Investment Fund			Completed

#### 4. Regarding profit distribution, dividend payment and other tasks

In 2024, Chan May Port Joint Stock Company paid the 2020 dividend to the Shipbuilding Industry Corporation with the amount of VND 7,466 million.

The Board of Directors issued Resolution No.29/NQ-HDQT dated July 8, 2024 on selecting an independent auditing unit to audit the semi-annual financial statements and the 2024 financial statements, thereby the company selected Chuan Viet Auditing and Consulting Company Limited as the auditing unit for the semi-annual financial statements and the 2024 financial statements. This auditing company ensures full legal status and reflects honestly in the financial audit work of the Company.

The Company has disclosed the 2024 Financial Report, the 2024 Semi-Annual Financial Report, the 2024 Financial Report after being audited, the Financial Reports of the first, second, third and fourth quarters of 2024 and some periodic information such as: Annual Report 2024 according to the regulations of the State Securities Commission and the Hanoi Stock Exchange.

#### 5. Regarding corporate governance

The Board of Directors currently consists of 5 members. The structure of the Board of Directors includes: 01 Chairman of the Board of Directors, 01 member of the Board of Directors concurrently as General Director - Legal Representative, 01 member of the Board of Directors concurrently as Deputy General Director and 02 full-time members of the Board of Directors, including:

1. Mr. Duong Ba Hoa - Position: Chairman of the Board of Directors.

2. Mr. Huynh Van Toan - Position: Member of the Board of Directors and General Director, Legal Representative of the Company.



3. Mr. Nguyen Tien Dat - Position: Member of the Board of Directors.
4. Mr. Tran Van Phong - Position: Member of the Board of Directors.
5. Ms. Ho Hoang Thi - Position: Member of the Board of Directors and Deputy General Director of the Company.

In the past year, the members of the Board of Directors have performed their duties of directing, supervising and promptly urging the activities of the Executive Board through attending and giving instructions in important meetings of the Executive Board on the implementation of Resolutions and Decisions of the Board of Directors or on the preparation of projects and proposals to submit to the Board of Directors; attending and giving instructions in meetings of the Company's professional councils, labor organization work, meetings on building price policies, production and business strategies, production and business plans, reporting and reviewing key tasks...; Monitor and grasp the production and business management process through reports and documents sent by the Executive Board to the Board of Directors; directly direct and give advice to the Executive Board on a number of important issues arising in the production and business management process.

Activities of non-executive Board members: The Board of Directors has 02 full-time Board members, basically attending all meetings and giving opinions, voting independently on the decisions of the Board of Directors, participating in supervising and directing the activities of the Executive Board as assigned by the Board of Directors.

The Board of Directors held 04 regular and irregular meetings in 2024, collected opinions on 30 minutes, issued 36 Resolutions, 9 Decisions, 05 Reports and 6 other types of documents. Organized the review of the Company's Regulations and Rules in accordance with current laws.

In addition, the Board of Directors regularly exchanges and discusses among members, and coordinates to resolve issues arising outside of official meetings. In the meetings, members fully attend and have the participation of representatives of the Board of Supervisors.

The decisions passed at the meetings are unanimous in the opinions of the attending members and receive written opinions from members in accordance with the Company's Charter, the Company's internal governance regulations and relevant legal regulations. The content of the meetings all resolve important issues, promptly meeting production and business tasks. Basically, the Board of Directors has decided on strategies, policies, service price structures and economic and technical solutions in accordance with the State's policies and market context.

## **6. Supervisory activities of the Board of Directors over the General Director and other managers**



The supervision activities of the Board of Directors over the Executive Board are carried out in accordance with the Company Charter, the Board of Directors' regulations, the Company's regulations on management and operation, and the Company's regulations on organization and operation. The Executive Board has implemented the unit's production and business activities in accordance with the Resolution of the General Meeting of Shareholders, the Board of Directors' instructions and in compliance with the Company's Charter and the provisions of the Law.

Coordinating closely with the Board of Supervisors, as a supervisor representing shareholders, the Board of Directors openly receives the opinions and suggestions of the Board of Supervisors, thereby considering them in management and operation decisions. The Company's Board of Directors has promptly grasped the market situation and business status to report and ask for the Board of Directors' opinions to consider adjustments and make decisions when the market and production and business activities occur abnormally. The Board of Directors closely follows production and business activities and promptly reviews and handles unplanned incidents as well as decides on matters beyond the Board's authority.

## **II. BUSINESS PLAN IN 2025**

### **1. Business planning targets for the year of 2025**

#### **a. Cargo Throughput targets**

- Planning Throughput: 5,600,000 tons;
- Planning Container Volume: 11,080 TEUs.

#### **b. Financial targets**

- Total Revenue: 386,200 million VND;
- Profit before tax: 25,351 million VND;
- Payment to State Budget: 8,360 million VND.

#### **c. Labor targets (recruitment, salary, income)**

- Total number of employees at the end of the period: 347 people (excluding the leadership members);
- Average income per employee: 16.566 million VND/person/month;
- Average salary per employee: 14.566 million VND/person/month;

d. Investment plan for 2025: Detailed content is shown in the Board of Directors' Proposal on the approval of the 2025 investment plan.

**2. The Board of Directors, together with the Executive Board and all employees, will strive to manage and operate the enterprise to complete the goals and tasks assigned by the General Meeting of Shareholders in 2025 with the following orientations:**

#### **2.1. Regarding Port exploitation**



Strive to complete the 2025 production and business plan tasks approved by the General Meeting of Shareholders to ensure safety, efficiency and savings; Have policies and plans to take care of existing customers to compete with ports in the region because the economic situation in 2025 is forecasted to continue to have many difficulties and fluctuations; Continue to maximize capacity at Berth 01 and Berth 02. At the same time, establish procedures to upgrade berth 01 to accommodate 70,000DWT wood chip ships for flexibility in production operations.

### *2.2. Regarding financial work*

Strengthen supervision, inspection, internal control, risk management; ensure the effectiveness of issued norms. Continue to update and adjust existing regulations, rules, processes, and economic and technical norms at the company to meet the requirements of current laws; Develop a plan to prepare capital sources and investment phases for approved projects, ensuring cash flow balance, not creating financial pressure for the enterprise; Strengthen debt collection to ensure a stable cash flow to meet working capital needs for production and business; Ensure compliance with state laws and regulations in investment and procurement to avoid waste and loss of capital when implementing investment projects...; Implement cost reduction through innovation and application of enterprise management software to achieve effective exploitation.

### *2.3. Regarding investment in basic construction and equipment*

Focus on urging and implementing projects and items approved by the Corporation in accordance with legal regulations; Focus on maximizing the exploitation of joint venture projects to promote efficiency. Closely follow the policies and guidelines of Hue City to connect and attract mineral resources from Laos; speed up the progress of the Company's projects to effectively exploit the Company's infrastructure and equipment.

### *2.4. Regarding container cargo policy*

Research and effectively implement solutions to increase container loading and unloading productivity, solutions related to logistics service activities to meet customer requirements on infrastructure, technology, and at the same time promote cooperation with more shipping lines to open domestic and international routes through the Port to ensure the target of achieving the planned container cargo output in 2025.

Continue to promote Resolution No.38/2024/NQ-HDND dated December 10, 2024 of the People's Council of Thua Thien Hue province "on extending the pilot implementation period of a number of policies to support shipping lines to open container shipping routes and subjects with containerized goods to and



from Chan May port, Thua Thien Hue Province to work with shipping lines to mobilize container cargo to Chan May port.

#### *2.5. Regarding organization and labor*

Innovate and perfect the organizational structure and operating model of the entire Port in the direction of streamlining, flexibility, professionalization, increasing decentralization, delegation of authority and adapting to changes; promote personnel work, training, retraining, and additional training for the workforce to effectively use labor, one person taking on many jobs in the same industry, increasing labor productivity and efficiency in management; build a corporate culture according to the standards of listening, understanding, dedication to customers, taking customers as the center of all business activities.

The above is the Report on management, direction and supervision of the Board of Directors in 2024 and the operating plan for 2025.

Respectfully submit to the Meeting for consideration and approval./.

#### *Recipient:*

- As above;
- Directors Board, Supervisor Board & Executive Board;
- Filed: Clerk (Admin Dept.)

**ON BEHALF OF  
THE BOARD OF DIRECTORS  
CHAIRMAN**



**Duong Ba Hoa**



**VIETVALUES** Audit and Consulting Co., Ltd

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# **AUDITOR'S REPORT ON FINANCIAL STATEMENTS**

**FOR THE FISCAL YEAR ENDED AS OF DECEMBER 31, 2024**

**CHAN MAY PORT JOINT STOCK COMPANY**



Số: 01/2025/BCKT/AUD-VVALUES

## BÁO CÁO KIỂM TOÁN ĐỘC LẬP

**Kính gửi: QUÝ CỔ ĐÔNG, HỘI ĐỒNG QUẢN TRỊ VÀ BAN ĐIỀU HÀNH  
CÔNG TY CỔ PHẦN CẢNG CHÂN MÂY**

Chúng tôi đã kiểm toán Báo cáo tài chính kèm theo của Công ty Cổ phần Cảng Chân Mây, được lập ngày 15/02/2025, từ trang 07 đến trang 41, bao gồm Bảng cân đối kế toán tại ngày 31/12/2024, Báo cáo kết quả hoạt động kinh doanh, Báo cáo lưu chuyển tiền tệ cho năm tài chính kết thúc cùng ngày và bản thuyết minh Báo cáo tài chính kèm theo.

### Trách nhiệm của Ban Điều hành

Ban Điều hành Công ty chịu trách nhiệm về việc lập và trình bày trung thực và hợp lý Báo cáo tài chính của Công ty theo chuẩn mực kế toán, chế độ kế toán doanh nghiệp Việt Nam và các quy định pháp lý có liên quan đến việc lập và trình bày Báo cáo tài chính và chịu trách nhiệm về kiểm soát nội bộ mà Ban điều hành xác định là cần thiết để đảm bảo cho việc lập và trình bày Báo cáo tài chính không có sai sót trọng yếu do gian lận hoặc nhầm lẫn.

### Trách nhiệm của Kiểm toán viên

Trách nhiệm của chúng tôi là đưa ra ý kiến về Báo cáo tài chính dựa trên kết quả của cuộc kiểm toán. Chúng tôi đã tiến hành kiểm toán theo các chuẩn mực kiểm toán Việt Nam. Các chuẩn mực này yêu cầu chúng tôi tuân thủ chuẩn mực và các quy định về đạo đức nghề nghiệp, lập kế hoạch và thực hiện cuộc kiểm toán để đạt được sự đảm bảo hợp lý về việc liệu Báo cáo tài chính của Công ty có còn sai sót trọng yếu hay không.

Công việc kiểm toán bao gồm thực hiện các thủ tục nhằm thu thập các bằng chứng kiểm toán về các số liệu và thuyết minh trên Báo cáo tài chính. Các thủ tục kiểm toán được lựa chọn dựa trên xét đoán của kiểm toán viên, bao gồm đánh giá rủi ro có sai sót trọng yếu trong Báo cáo tài chính do gian lận hoặc nhầm lẫn. Khi thực hiện đánh giá các rủi ro này, kiểm toán viên đã xem xét kiểm soát nội bộ của Công ty liên quan đến việc lập và trình bày Báo cáo tài chính trung thực, hợp lý nhằm thiết kế các thủ tục kiểm toán phù hợp với tình hình thực tế, tuy nhiên không nhằm mục đích đưa ra ý kiến về hiệu quả của kiểm soát nội bộ của Công ty. Công việc kiểm toán cũng bao gồm đánh giá tính thích hợp của các chính sách kế toán được áp dụng và tính hợp lý của các ước tính kế toán của Ban điều hành cũng như đánh giá việc trình bày tổng thể Báo cáo tài chính.

Chúng tôi tin tưởng rằng các bằng chứng kiểm toán mà chúng tôi đã thu thập được là đầy đủ và thích hợp làm cơ sở cho ý kiến kiểm toán của chúng tôi.



### Ý kiến của Kiểm toán viên

Theo ý kiến của chúng tôi, Báo cáo tài chính đã phản ánh trung thực và hợp lý, trên các khía cạnh trọng yếu tình hình tài chính của Công ty Cổ phần Cảng Chân Mây tại ngày 31/12/2024, cũng như kết quả hoạt động kinh doanh và tình hình lưu chuyển tiền tệ cho năm tài chính kết thúc cùng ngày, phù hợp với chuẩn mực kế toán, chế độ kế toán doanh nghiệp Việt Nam và các quy định pháp lý có liên quan đến việc lập và trình bày Báo cáo tài chính.

TP. Đà Nẵng, ngày 15 tháng 02 năm 2025



**Chi nhánh Công ty TNHH Kiểm toán và Tư vấn Chuẩn Việt tại Đà Nẵng - VIETVALUES**

**Trần Xuân Thạnh - Giám đốc Chi nhánh**  
Số Giấy CNDKHN kiểm toán: 1650-2023-071-1  
Chữ ký được ủy quyền

**Lê Thị Thanh Kim - Kiểm toán viên**  
Số Giấy CNDKHN kiểm toán: 2896-2024-071-2

### Nơi nhận:

- Như trên.
- Lưu **VIETVALUES**.



BẢNG CÂN ĐỐI KẾ TOÁN  
Tại ngày 31 tháng 12 năm 2024

DVT: VNĐ

Mã số	TÀI SẢN	Thuyết minh	Số cuối năm	Số đầu năm
1	2	3	4	5
100	<b>A. TÀI SẢN NGẮN HẠN</b>		<b>148.190.945.247</b>	<b>102.138.045.907</b>
110	<b>I. Tiền và các khoản tương đương tiền</b>	V.1	<b>67.275.325.755</b>	<b>41.415.070.887</b>
111	1. Tiền		21.275.325.755	21.415.070.887
112	2. Các khoản tương đương tiền		46.000.000.000	20.000.000.000
120	<b>II. Đầu tư tài chính ngắn hạn</b>		<b>33.000.000.000</b>	<b>18.000.000.000</b>
121	1. Chứng khoán kinh doanh		-	-
123	2. Đầu tư nắm giữ đến ngày đáo hạn	V.2	33.000.000.000	18.000.000.000
130	<b>III. Các khoản phải thu ngắn hạn</b>		<b>38.631.311.603</b>	<b>31.933.110.729</b>
131	1. Phải thu ngắn hạn của khách hàng	V.3	20.744.493.069	17.370.328.541
132	2. Trả trước cho người bán ngắn hạn	V.4a	2.523.345.142	2.476.167.393
135	3. Phải thu về cho vay ngắn hạn	V.5	1.500.000.000	1.500.000.000
136	4. Phải thu ngắn hạn khác	V.6	17.361.560.696	14.047.943.042
137	5. Dự phòng phải thu ngắn hạn khó đòi	V.7	(3.498.087.304)	(3.461.328.247)
140	<b>IV. Hàng tồn kho</b>		<b>8.008.457.781</b>	<b>4.589.754.909</b>
141	1. Hàng tồn kho	V.8	8.008.457.781	4.589.754.909
149	2. Dự phòng giảm giá hàng tồn kho		-	-
150	<b>V. Tài sản ngắn hạn khác</b>		<b>1.275.850.108</b>	<b>6.200.109.382</b>
151	1. Chi phí trả trước ngắn hạn	V.9a	270.140.752	246.727.185
152	2. Thuế giá trị gia tăng được khấu trừ		579.991.165	5.234.085.762
153	3. Thuế và các khoản khác phải thu Nhà nước	V.15	425.718.191	719.296.435
200	<b>B. TÀI SẢN DÀI HẠN</b>		<b>545.201.423.127</b>	<b>569.051.364.101</b>
210	<b>I. Các khoản phải thu dài hạn</b>		<b>3.537.863.606</b>	<b>6.032.090.878</b>
211	1. Phải thu dài hạn của khách hàng		-	-
212	2. Trả trước cho người bán dài hạn	V.4b	3.537.863.606	6.032.090.878
220	<b>II. Tài sản cố định</b>		<b>515.692.299.653</b>	<b>535.171.391.569</b>
221	1. Tài sản cố định hữu hình	V.10	514.500.362.425	533.658.445.065
222	- Nguyên giá		1.055.218.452.692	1.041.290.744.406
223	- Giá trị hao mòn lũy kế		(540.718.090.267)	(507.632.299.341)
227	2. Tài sản cố định vô hình	V.11	1.191.937.228	1.512.946.504
228	- Nguyên giá		1.974.929.785	1.939.429.785
229	- Giá trị hao mòn lũy kế		(782.992.557)	(426.483.281)
230	<b>III. Bất động sản đầu tư</b>		-	-
240	<b>IV. Tài sản dở dang dài hạn</b>		<b>12.724.451.367</b>	<b>13.624.585.811</b>
241	1. Chi phí SXKD dở dang dài hạn		-	-
242	2. Chi phí xây dựng cơ bản dở dang	V.12	12.724.451.367	13.624.585.811
250	<b>V. Đầu tư tài chính dài hạn</b>		-	-
260	<b>VI. Tài sản dài hạn khác</b>		<b>13.246.808.501</b>	<b>14.223.295.843</b>
261	1. Chi phí trả trước dài hạn	V.9b	13.246.808.501	14.223.295.843
268	2. Tài sản dài hạn khác		-	-
270	<b>TỔNG CỘNG TÀI SẢN</b>		<b>693.392.368.374</b>	<b>671.189.410.008</b>



Mã số	NGUỒN VỐN	Thuyết minh	Số cuối năm	Số đầu năm
1	2	3	4	4
300	C. NỢ PHẢI TRẢ		333.276.356.765	336.633.637.988
310	I. Nợ ngắn hạn		110.057.598.962	89.688.062.364
311	1. Phải trả người bán ngắn hạn	V.13	7.631.895.664	2.538.210.230
312	2. Người mua trả tiền trước ngắn hạn	V.14a	387.735.544	180.614.416
313	3. Thuế và các khoản phải nộp Nhà nước	V.15	2.930.560.361	-
314	4. Phải trả người lao động	V.16	17.403.415.027	8.782.142.188
315	5. Chi phí phải trả ngắn hạn	V.17	3.064.641.309	3.136.467.313
318	6. Doanh thu chưa thực hiện ngắn hạn	V.18	467.301.935	517.255.138
319	7. Phải trả ngắn hạn khác	V.19	44.574.686.888	52.003.630.437
320	8. Vay và nợ thuê tài chính ngắn hạn	V.20a	19.540.000.000	19.540.000.000
321	9. Dự phòng phải trả ngắn hạn	V.21	12.005.772.593	-
322	10. Quỹ khen thưởng, phúc lợi	V.22	2.051.589.641	2.989.742.642
330	II. Nợ dài hạn		223.218.757.803	246.945.575.624
332	1. Người mua trả tiền trước dài hạn	V.14b	62.017.488.550	66.204.306.371
338	2. Vay và nợ thuê tài chính dài hạn	V.20b	161.201.269.253	180.741.269.253
400	D. VỐN CHỦ SỞ HỮU		360.116.011.609	334.555.772.020
410	I. Vốn chủ sở hữu	V.23	360.116.011.609	334.555.772.020
411	1. Vốn góp của chủ sở hữu		324.054.150.000	324.054.150.000
411a	- Cổ phiếu phổ thông có quyền biểu quyết		324.054.150.000	324.054.150.000
411b	- Cổ phiếu ưu đãi		-	-
418	2. Quỹ đầu tư phát triển		27.259.580.782	27.259.580.782
421	3. Lợi nhuận sau thuế chưa phân phối		8.802.280.827	(16.757.958.762)
421a	- LNST chưa phân phối lũy kế đến cuối kỳ trước		(16.757.958.762)	(9.361.802.894)
421b	- LNST chưa phân phối kỳ này		25.560.239.589	(7.396.155.868)
430	II. Nguồn kinh phí và quỹ khác		-	-
431	1. Nguồn kinh phí		-	-
432	2. Nguồn kinh phí đã hình thành TSCĐ		-	-
440	TỔNG CỘNG NGUỒN VỐN		693.392.368.374	671.189.410.008

BÙI THỊ NGỌC LINH  
Người lập biểu

NGÔ KHÁNH TOÀN  
Kế toán trưởng

HUỲNH VĂN TOÀN  
Tổng Giám đốc



BÁO CÁO KẾT QUẢ HOẠT ĐỘNG KINH DOANH  
Cho năm tài chính kết thúc ngày 31 tháng 12 năm 2024

ĐVT: VND

Mã số	CHỈ TIÊU	Thuyết minh	Năm nay	Năm trước
1	2	3	4	5
01	1. Doanh thu bán hàng và cung cấp dịch vụ	VI.1	383.208.049.101	227.424.257.898
02	2. Các khoản giảm trừ doanh thu			
10	3. Doanh thu thuần về bán hàng và cung cấp dịch vụ		383.208.049.101	227.424.257.898
11	4. Giá vốn hàng bán	VI.2	293.150.943.216	181.985.494.370
20	5. Lợi nhuận gộp về bán hàng và cung cấp dịch vụ		90.057.105.885	45.438.763.528
21	6. Doanh thu hoạt động tài chính	VI.3	1.533.220.852	2.135.776.847
22	7. Chi phí tài chính	VI.4	14.098.862.916	18.992.882.156
23	- Trong đó: Chi phí lãi vay		14.084.564.075	18.992.882.156
25	8. Chi phí bán hàng	VI.5	2.971.277.248	2.524.920.573
26	9. Chi phí quản lý doanh nghiệp	VI.6	45.930.443.292	33.432.426.995
30	10. Lợi nhuận thuần từ hoạt động kinh doanh		28.589.743.282	(7.375.689.349)
31	11. Thu nhập khác	VI.7	1.180.590	22.690.107
32	12. Chi phí khác	VI.8	100.123.922	34.997.017
40	13. Lợi nhuận khác		(98.943.332)	(12.306.910)
50	14. Tổng lợi nhuận kế toán trước thuế		28.490.799.950	(7.387.996.259)
51	15. Chi phí thuế thu nhập doanh nghiệp hiện hành	V.15	2.930.560.361	8.159.609
52	16. Chi phí thuế thu nhập doanh nghiệp hoãn lại		-	-
60	17. Lợi nhuận sau thuế thu nhập doanh nghiệp		25.560.239.589	(7.396.155.868)
70	18. Lãi cơ bản trên cổ phiếu	VI.9a	789	(228)
71	19. Lãi suy giảm trên cổ phiếu	VI.9b	789	(228)

BÙI THỊ NGỌC LINH  
Người lập biểu

NGÔ KHÁNH TOÀN  
Kế toán trưởng

HUỲNH VĂN TOÀN  
Giám đốc



BÁO CÁO LƯU CHUYỂN TIỀN TỆ  
(Theo phương pháp gián tiếp)  
Cho năm tài chính kết thúc ngày 31 tháng 12 năm 2024

ĐVT: VND

Mã số	Chi tiêu	Thuyết minh	Năm nay	Năm trước
1	2	3	4	5
01	<b>I. LƯU CHUYỂN TIỀN TỪ HOẠT ĐỘNG KINH DOANH</b>			
	<b>1. Lợi nhuận trước thuế</b>		<b>28.490.799.950</b>	<b>(7.387.996.259)</b>
	<b>2. Điều chỉnh cho các khoản</b>			
02	- Khấu hao tài sản cố định và BĐS đầu tư	V.10, 11	33.442.300.202	34.442.728.314
03	- Các khoản dự phòng	V.7	12.042.531.650	196.545.688
04	- Lãi, lỗ chênh lệch tỷ giá hối đoái do đánh giá lại các khoản mục tiền tệ có gốc ngoại tệ	VI.3	(19.926.800)	(39.189.694)
05	- Lãi, lỗ từ hoạt động đầu tư	VI.3	(1.422.732.624)	(2.053.459.053)
06	- Chi phí lãi vay	VI.4	14.084.564.075	18.992.882.156
07	- Các khoản điều chỉnh khác		-	-
08	<b>3. Lợi nhuận từ HĐKD trước thay đổi vốn lưu động</b>		<b>86.617.536.453</b>	<b>44.151.511.152</b>
09	- Tăng, giảm các khoản phải thu		1.557.000.758	7.138.690.331
10	- Tăng, giảm hàng tồn kho	V.8	(3.418.702.872)	(743.244.387)
11	- Tăng, giảm các khoản phải trả (không kể lãi vay phải trả, thuế thu nhập phải nộp)		8.670.217.155	11.783.794.578
12	- Tăng, giảm chi phí trả trước	V.9	953.073.775	(5.210.887.358)
13	- Tăng giảm chứng khoán kinh doanh		-	-
14	- Tiền lãi vay đã trả	V.16, VI.4	(14.578.170.894)	(19.379.698.055)
15	- Thuế thu nhập doanh nghiệp đã nộp	V.15	-	(8.159.609)
16	- Tiền thu khác từ hoạt động kinh doanh		-	20.000.000
17	- Tiền chi khác từ hoạt động kinh doanh	V.20	(938.153.001)	(56.240.000)
20	<b>Lưu chuyển tiền thuần từ hoạt động kinh doanh</b>		<b>78.862.801.374</b>	<b>37.695.766.652</b>
	<b>II. LƯU CHUYỂN TIỀN TỪ HOẠT ĐỘNG ĐẦU TƯ</b>			
21	1. Tiền chi để mua sắm, xây dựng TSCĐ và các TS dài hạn khác	V.10, 11, 12	(12.326.044.403)	(28.392.022.628)
23	2. Tiền chi cho vay, mua các công cụ nợ của đơn vị khác	V.2	(33.000.000.000)	(18.000.000.000)
24	3. Tiền thu hồi cho vay, bán lại các công cụ nợ của đơn vị khác		18.000.000.000	10.000.000.000
27	4. Tiền thu lãi cho vay, cổ tức và lợi nhuận được chia	V.6, VI.3	1.309.922.122	2.058.338.505
30	<b>Lưu chuyển tiền thuần từ hoạt động đầu tư</b>		<b>(26.016.122.281)</b>	<b>(34.333.684.123)</b>
	<b>III. LƯU CHUYỂN TIỀN TỪ HOẠT ĐỘNG TÀI CHÍNH</b>			
34	1. Tiền trả nợ gốc vay	V.19	(19.540.000.000)	(15.660.000.000)
36	2. Cổ tức, lợi nhuận đã trả cho chủ sở hữu		(7.466.351.025)	(1.025.421.600)
40	<b>Lưu chuyển tiền thuần từ hoạt động tài chính</b>		<b>(27.006.351.025)</b>	<b>(16.685.421.600)</b>
50	<b>Lưu chuyển tiền thuần trong kỳ (20+30+40)</b>		<b>25.840.328.068</b>	<b>(13.323.339.071)</b>
60	<b>Tiền và tương đương tiền đầu kỳ</b>		<b>41.415.070.887</b>	<b>54.699.220.264</b>
61	Ảnh hưởng của thay đổi tỷ giá hối đoái quy đổi ngoại tệ	VI.3	19.926.800	39.189.694
70	<b>Tiền và tương đương tiền cuối kỳ</b>	V.1	<b>67.275.325.755</b>	<b>41.415.070.887</b>

BÙI THỊ NGỌC LINH  
Người lập biểu

NGÔ KHÁNH TOÀN  
Kế toán trưởng

HUYỀN VĂN TOÀN  
Giám đốc



No: 01/2025/BCKT/AUD-VVALUES

## INDEPENDENT AUDITOR'S REPORT

**To: SHAREHOLDERS, BOARD OF DIRECTORS, AND MANAGEMENT BOARD  
CHAN MAY PORT JOINT STOCK COMPANY**

We have audited the accompanying financial statements of Chan May Port Joint Stock Company, prepared on February 15, 2025, from page 07 to page 41, including the Balance Sheet as of December 31, 2024, the Income Statement, and the Cash Flow Statement for the fiscal year ended on that date, as well as the accompanying Notes to the Financial Statements.

### Responsibilities of the Management Board

The Management Board is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, and relevant legal regulations regarding the preparation and presentation of financial statements, and for such internal control as the Executive Board determines is necessary to enable the preparation and presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Responsibilities of the Auditor

Our responsibility is to express an opinion on the 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 requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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



### Auditor's Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Chan May Port Joint Stock Company as of December 31, 2024, and the results of its operations and its cash flows for the fiscal year then ended, in conformity with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, and relevant legal regulations regarding the preparation and presentation of financial statements.

Da Nang, February 15, 2025

**Vietvalues Auditing and Consulting Co., Ltd – Da Nang Branch - VIETVALUES**



**Tran Xuan Thanh – Branch Director**

*Audit Practice Certificate No: 1650-2023-071-1*

*Authorized Signature*

**Le Thi Thanh Kim - Auditor**

*Audit Practice Certificate No: 2896-2024-071-2*

### Recipients:

- *As above.*
- *To be filed - VIETVALUES.*



**CHANMAY PORT JOINT STOCK COMPANY***Binh An Village, Loc Vinh Commune, Phu Loc District, Hue City, Vietnam***Balance sheet***As of December 31, 2024***BALANCE SHEET  
As of December 31, 2024***Unit: VND*

Code	ASSETS	Note	Ending balance	Beginning balance
1	2	3	4	5
<b>100</b>	<b>A. CURRENT ASSETS</b>		<b>148,190,945,247</b>	<b>102,138,045,907</b>
<b>110</b>	<b>I. Cash and cash equivalents</b>	V.1	<b>67,275,325,755</b>	<b>41,415,070,887</b>
111	1. Cash		21,275,325,755	21,415,070,887
112	2. Cash equivalents		46,000,000,000	20,000,000,000
<b>120</b>	<b>II. Short-term financial investments</b>		<b>33,000,000,000</b>	<b>18,000,000,000</b>
121	1. Trading securities		-	-
123	2. Held-to-maturity investments	V.2	33,000,000,000	18,000,000,000
<b>130</b>	<b>III. Short-term receivables</b>		<b>38,631,311,603</b>	<b>31,933,110,729</b>
131	1. Short-term trade receivables	V.3	20,744,493,069	17,370,328,541
132	2. Short-term advances to suppliers	V.4a	2,523,345,142	2,476,167,393
135	3. Short-term loans	V.5	1,500,000,000	1,500,000,000
136	4. Other short-term receivables	V.6	17,361,560,696	14,047,943,042
137	5. Provision for short-term doubtful debts	V.7	(3,498,087,304)	(3,461,328,247)
<b>140</b>	<b>IV. Inventories</b>		<b>8,008,457,781</b>	<b>4,589,754,909</b>
141	1. Inventories	V.8	8,008,457,781	4,589,754,909
149	2. Allowance for devaluation of inventories		-	-
<b>150</b>	<b>V. Other current assets</b>		<b>1,275,850,108</b>	<b>6,200,109,382</b>
151	1. Short-term prepaid expenses	V.9a	270,140,752	246,727,185
152	2. Input VAT recoverable		579,991,165	5,234,085,762
153	3. Taxes, other receivables from the State budget	V.15	425,718,191	719,296,435
<b>200</b>	<b>B. NON-CURRENT ASSETS</b>		<b>545,201,423,127</b>	<b>569,051,364,101</b>
<b>210</b>	<b>I. Long-term receivables</b>		<b>3,537,863,606</b>	<b>6,032,090,878</b>
211	1. Long-term trade receivables		-	-
212	2. Long-term advances to suppliers	V.4b	3,537,863,606	6,032,090,878
<b>220</b>	<b>II. Fixed assets</b>		<b>515,692,299,653</b>	<b>535,171,391,569</b>
221	1. Tangible fixed assets	V.10	514,500,362,425	533,658,445,065
222	- Original cost		1,055,218,452,692	1,041,290,744,406
223	- Accumulated depreciation		(540,718,090,267)	(507,632,299,341)
227	2. Intangible fixed assets	V.11	1,191,937,228	1,512,946,504
228	- Original cost		1,974,929,785	1,939,429,785
229	- Accumulated depreciation		(782,992,557)	(426,483,281)
<b>230</b>	<b>III. Investment properties</b>		-	-
<b>240</b>	<b>IV. Long-term in-progress assets</b>		<b>12,724,451,367</b>	<b>13,624,585,811</b>
241	1. Long-term work-in-progress		-	-
242	2. Basic construction in progress	V.12	12,724,451,367	13,624,585,811
<b>250</b>	<b>V. Long-term financial investments</b>		-	-
<b>260</b>	<b>VI. Other long-term assets</b>		<b>13,246,808,501</b>	<b>14,223,295,843</b>
261	1. Long-term prepaid expenses	V.9b	13,246,808,501	14,223,295,843
268	2. Other long-term assets		-	-
<b>270</b>	<b>TOTAL ASSETS</b>		<b>693,392,368,374</b>	<b>671,189,410,008</b>



**CHANMAY PORT JOINT STOCK COMPANY***Binh An Village, Loc Vinh Commune, Phu Loc District, Hue City, Vietnam***Balance sheet (continued)***As of December 31, 2024*

Code	RESOURCES	Note	Ending balance	Beginning balance
1	2	3	4	4
<b>300</b>	<b>C. LIABILITIES</b>		<b>333,276,356,765</b>	<b>336,633,637,988</b>
<b>310</b>	<b>I. Short-term liabilities</b>		<b>110,057,598,962</b>	<b>89,688,062,364</b>
311	1. Short-term payables to vendors	V.13	7,631,895,664	2,538,210,230
312	2. Short-term customer advances	V.14a	387,135,544	180,614,416
313	3. Taxes, other payables to the State budget	V.15	2,930,560,361	-
314	4. Payables to employees	V.16	17,403,415,027	8,782,142,188
315	5. Short-term accrued expenses	V.17	3,064,641,309	3,136,467,313
318	6. Short-term unearned revenue	V.18	467,301,935	517,255,138
319	7. Other short-term payables	V.19	44,574,686,888	52,003,630,437
320	8. Short-term borrowings and financial leases	V.20a	19,540,000,000	19,540,000,000
321	9. Short-term accounts payable provisions	V.21	12,005,772,593	-
322	10. Reward and welfare funds	V.22	2,051,589,641	2,989,742,642
<b>330</b>	<b>II. Long-term liabilities</b>		<b>223,218,757,803</b>	<b>246,945,575,624</b>
332	1. Long-term customer advances	V.14b	62,017,488,550	66,204,306,371
338	2. Long-term borrowings and financial leases	V.20b	161,201,269,253	180,741,269,253
<b>400</b>	<b>D. EQUITY</b>		<b>360,116,011,609</b>	<b>334,555,772,020</b>
<b>410</b>	<b>I. Owner's equity</b>	V.23	<b>360,116,011,609</b>	<b>334,555,772,020</b>
411	1. Investment capital of owners		324,054,150,000	324,054,150,000
411a	- Common stock with voting rights		324,054,150,000	324,054,150,000
411b	- Preferred stock		-	-
418	2. Development investment fund		27,259,580,782	27,259,580,782
421	3. Undistributed after-tax profits		8,802,280,827	(16,757,958,762)
421a	- Accumulated at the end of the previous year		(16,757,958,762)	(9,361,802,894)
421b	- Undistributed after-tax profits for this year		25,560,239,589	(7,396,155,868)
<b>430</b>	<b>II. Other sources and funds</b>		<b>-</b>	<b>-</b>
431	1. Funding sources		-	-
432	2. Funding sources for fixed assets formation		-	-
<b>440</b>	<b>TOTAL RESOURCES</b>		<b>693,392,368,374</b>	<b>671,189,410,008</b>

**BUI THI NGOC LINH**

Preparer

**NGO KHANH TOAN**

Chief Accountant

**HUYNH VAN TOAN**

General Director

*Phu Loc, February 15, 2025*



**CHANMAY PORT JOINT STOCK COMPANY**

Binh An Village, Loc Vinh Commune, Phu Loc District, Hue City, Vietnam

**Income statement**

For the fiscal year ended on December 31, 2024

**INCOME STATEMENT**  
**For the fiscal year ended on December 31, 2024**

Unit: VND

Code	ITEMS	Notes	Current year	Previous year
1	2	3	4	5
01	1. Revenue from sales of goods and services	VI.1	383,208,049,101	227,424,257,898
02	2. Deductions from revenue		-	-
10	3. Net revenue from sales of goods and services		383,208,049,101	227,424,257,898
11	4. Cost of goods sold	VI.2	293,150,943,216	181,985,494,370
20	5. Gross profit from sales of goods and services		90,057,105,885	45,438,763,528
21	6. Financial income	VI.3	1,533,220,852	2,135,776,847
22	7. Financial expenses	VI.4	14,098,862,916	18,992,882,156
23	Including: Interest expenses		14,084,564,075	18,992,882,156
25	8. Selling expenses	VI.5	2,971,277,248	2,524,920,573
26	9. General administrative expenses	VI.6	45,930,443,292	33,432,426,995
30	10. Net profit from business operations		28,589,743,282	(7,375,689,349)
31	11. Other income	VI.7	1,180,590	22,690,107
32	12. Other expenses	VI.8	100,123,922	34,997,017
40	13. Other profit		(98,943,332)	(12,306,910)
50	14. Total accounting profit before tax		28,490,799,950	(7,387,996,259)
51	15. Current corporate income tax expenses	V.15	2,930,560,361	8,159,609
52	16. Deferred corporate income tax expenses		-	-
60	17. Net profit after corporate income tax		25,560,239,589	(7,396,155,868)
70	18. Basic earnings per share	VI.9a	789	(228)
71	19. Diluted earnings per share	VI.9b	789	(228)

BUI THI NGOC LINH

Preparer

NGO KHANH TOAN

Chief Accountant

HUYNH VAN TOAN

General Director



Phu Loc, February 15, 2025



**CHANMAY PORT JOINT STOCK COMPANY**

Binh An Village, Loc Vinh Commune, Phu Loc District, Hue City, Vietnam


**Statement of cash flows**

For the fiscal year ended on December 31, 2024

**STATEMENT OF CASH FLOWS**  
**(Indirect method)**  
**For the fiscal year ended on December 31, 2024**

Unit: VND


Code	ITEMS	Notes	Current year	Previous year
1	2	3	4	5
	<b>I. CASH FLOW FROM OPERATING ACTIVITIES</b>			
01	1. Profit before tax		28,490,799,950	(7,387,996,259)
	2. Adjustments for:			
02	- Depreciation of fixed assets and investment properties	V.10, 11	33,442,300,202	34,442,728,314
03	Provisions	V.7	12,042,531,650	196,545,688
04	- (Gain)/loss from revaluation of foreign currency denominated monetary items	VI.3	(19,926,800)	(39,189,694)
05	- (Gain)/loss from investing activities	VI.3	(1,422,732,624)	(2,053,459,053)
06	- Interest expenses	VI.4	14,084,564,075	18,992,882,156
07	- Other adjustments		-	-
08	3. Profit from operating activities before changes in working capital		86,617,536,453	44,151,511,152
09	- Increase/decrease in receivables		1,557,000,758	7,138,690,331
10	- Increase/decrease in inventories	V.8	(3,418,702,872)	(743,244,387)
11	- Increase/decrease in payables		8,670,217,155	11,783,794,578
12	- Increase/decrease in prepaid expenses	V.9	953,073,775	(5,210,887,358)
14	- Interest paid	V.16, VI.4	(14,578,170,894)	(19,379,698,055)
15	- Corporate income tax paid	V.15	-	(8,159,609)
16	- Other cash received from operating activities		-	20,000,000
17	- Other cash paid for operating activities	V.20	(938,153,001)	(56,240,000)
20	Net cash flow from operating activities		78,862,801,374	37,695,766,652
	<b>II. CASH FLOW FROM INVESTING ACTIVITIES</b>			
21	1. Cash paid for the acquisition of fixed assets, investment properties and other long-term assets	V.10, 11, 12	(12,326,044,403)	(28,392,022,628)
23	2. Cash paid for lending, purchasing debt instruments of other entities	V.2	(33,000,000,000)	(18,000,000,000)
24	3. Cash received from repayment of loans, sale of debt instruments of other entities		18,000,000,000	10,000,000,000
27	4. Cash received from loans interest, profits distributed	V.6, VI.3	1,309,922,122	2,058,338,505
30	Net cash flow from investing activities		(26,016,122,281)	(34,333,684,123)
	<b>III. CASH FLOW FROM FINANCING ACTIVITIES</b>			
34	1. Cash paid for repayment of principal on borrowings	V.19	(19,540,000,000)	(15,660,000,000)
36	2. Dividends, profits paid to owners		(7,466,351,025)	(1,025,421,600)
40	Net cash flow from financing activities		(27,006,351,025)	(16,685,421,600)
50	Net cash flow for the period		25,840,328,068	(13,323,339,071)
60	Cash, cash equivalents at the beginning of the year		41,415,070,887	54,699,220,264
61	Effect of exchange rate changes on cash and cash	VI.3	19,926,800	39,189,694
70	Cash and cash equivalents at the end of the period	V.1	67,275,325,755	41,415,070,887

  
**BUI THI NGOC LINH**  
Preparer

  
**NGO KHANH TOAN**  
Chief Accountant

Phu Loc, February 15, 2025



  
**HUYNH VAN TOAN**  
General Director

This report should be read in conjunction with the notes to the financial statements