

**REPORT**  
**Annual 2024**

**To:**    - **State Securities Commission**  
             - **Hanoi Stock Exchange**

**I. General Information**

**1. General information**

- Transaction name: **Thanh Hoa - Song Da Joint Stock Company**
- Business Registration **Certificate No.: 2800772376**
- Charter capital: **30,000,000,000 VND (Thirty billion VND)**
- Owner's investment capital: **30,000,000,000 VND (Thirty billion VND)**
- Address : **25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City**
- Phone number : **02373 724 892 / 0984034443**
- Fax : **02373 855 750**
- Website : **<http://thanhhoasongda.com.vn>**
- Stock code: **THS**

**- Formation and development process**

Thanh Hoa Song Da Joint Stock Company, formerly known as Thanh Hoa Technology Products Company, was equitized under Decree 64/CP of the Government.

On 15/09/2003, Thanh Hoa Provincial People's Committee approved Decision No. 2941/QD/UB on the transformation of Thanh Hoa Technology Products Company into a joint stock company with a charter capital of 5 billion VND, named Thanh Hoa Trading and Service Joint Stock Company.

Due to the urgent need to invest in building facilities, expanding production and business activities, in May 2004, Thanh Hoa Trading and Service Joint Stock Company invited Song Da Corporation to contribute capital to establish Thanh Hoa - Song Da Joint Stock Company with a charter capital of VND 10.1 billion. of which Song Da Corporation holds 51%.

Since its establishment, the Company has experienced two increases in charter capital. As of 2010, the Company officially recorded a charter capital of VND 30 billion.

In 2014, Song Da Corporation divested (51% of the capital) in the Company according to the general policy of the State and the reorganization plan of Song Da Corporation approved by the Ministry of Construction. From 26/05/2014, the Company no longer has the State's contributed capital, switching to a new management mechanism with 100% of the contributed capital of natural persons.

Date of registration to become a public company: 12/04/2008

Date of listing of the company's shares on the Hanoi Stock Exchange : 05/11/2013

**2. Business lines and business areas:**

**2.1. Business lines**

The company's main activities are wholesale trade of consumer goods and business space leasing services

- **Commercial Business**

+ Household Appliances: Wholesale of Hai Duong porcelain products, Hai Phong enameled iron aluminum, Dai Dong Tien plastic ...

+ Furniture Team: Supply and installation of Hoa Phat furniture, Xuan Hoa furniture, 190 furniture

+ Refrigeration Team: Supply and install electronic and refrigeration equipment from Aqua, Funiki, Samsung, LG, Panasonic, Daikin, Casper, Kangaroo...

Business location: The company has a sales showroom and warehouses in Northwest Ga Industrial Park, Dinh Huong, Dong Tho Ward, Thanh Hoa City



Office and warehouse at the Northwest Ga Industrial Park.



Sales showroom at Tay Bac Ga Industrial Park

#### - Rental Services

##### ➤ Rental points:

Tran Phu Supermarket at 301 Tran Phu Street, Ba Dinh Ward, Thanh Hoa City; 25 Le Loi Commercial Center at 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City.

##### ➤ Tenants:

At 25 Le Loi Shopping Center: Thanh Hoa City Rural Bank for Agriculture and Rural Development Branch (*transaction office*), Gia Khanh Vietnam Furniture Co., Ltd. (*Gia Khanh furniture*), Hoang Ly Co., Ltd. (*YAMAHA motorcycle shop*), An Phuoc Shoe Embroidery Co., Ltd. (*fashion goods*), Star Co., Ltd. (*YAMAHA motorcycle shop*), Nguyet Anh Joint Stock Company (*labor protection goods*), HAL Trading and Service Co., Ltd. (*gymnasium*)

At Tran Phu Supermarket: Mediamart VN Joint Stock Company (*Electronics Supermarket*)



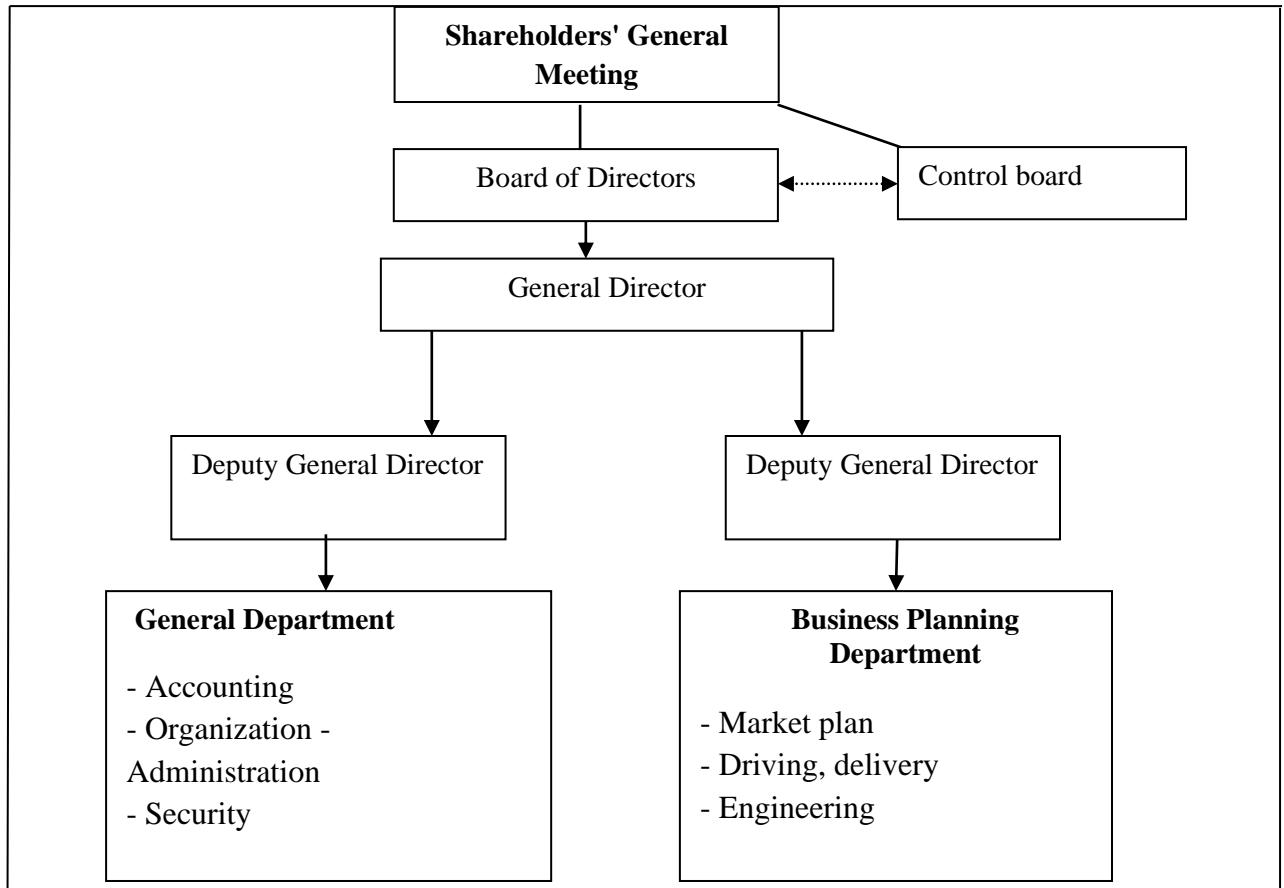
Trung tâm thương mại 25 Đại lộ Lê Lợi



Trung tâm thương mại 301 Trần Phú

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

#### ORGANIZATIONAL CHART OF THE APPARATUS



#### General Meeting of Shareholders

The General Meeting of Shareholders is the most powerful organization of the Company according to the Law on Enterprises and the Company's Charter. The General Meeting of Shareholders is responsible for discussing and approving long-term and short-term policies on the development of the Company, deciding on the capital structure, electing the management and operating apparatus of the Company's production and business.

#### Board of Directors

The Board of Directors is the Company's management agency consisting of 03 members, including 01 independent member. The Board of Directors has the full right to decide on all matters related to the purposes and interests of the Company on behalf of the Company, except for matters under the jurisdiction of the General Meeting of Shareholders without authorization. The Board of Directors is responsible for formulating production and business plans, making measures and decisions to achieve the objectives set by the General Meeting of Shareholders.

#### Supervisory Board

It has the task of assisting the General Meeting of Shareholders to monitor and evaluate the Company's production and business results objectively in order to ensure the interests of shareholders.

### **Board of Directors**

The General Director is the Legal Representative of the Company.

The Board of Directors is the agency that manages all business activities of the Company, is responsible to the General Meeting of Shareholders and the Board of Directors for the entire organization of production and business, and implements measures to achieve the Company's development goals.

### **Company Departments**

- Planning and Business Department: Having the function of capturing market economic information, developing business plans, investment plans for each period, making specific business plans and supervising the implementation and advising the General Director of the Company on investment, production and business.

- General Department: Responsible for organizing accounting in accordance with state regulations; advising the General Director of the Company on finance and accounting; Assisting the General Director of the company in the management and use of capital (assets, raw materials, capital, production and business expenses) to achieve the objectives set out by the General Meeting of Shareholders and the Board of Directors, in accordance with current legal guidelines and policies, and the State's regulations on statistical accounting. Advise and assist the General Director of the Company in organizing and managing personnel, asset management, office administration, security, security and order.

- Subsidiaries and associated companies:

Affiliated companies include:

- + Thanh Nam Mechanical - Thermal - Electrical Co., Ltd.

- + Thanh Hoa Construction and Trading Joint Stock Company

### **4. Development orientation**

- The main objectives of the Company:

To build and develop Thanh Hoa Song Da Joint Stock Company into a highly professional, competitive commercial and service enterprise, with a worthy and solid position in the market, especially the Thanh Hoa market.

- Medium- and long-term development strategy:

Highly focus on the company's products with competitive advantages to expand the market, develop new products, improve business efficiency, prioritize profit targets, affirm the company's position in key business items in the market

Total production and business value: the average annual increase is 8%.

Revenue: an average annual increase of 8%.

TT profit: the average annual increase is 3%.

Average dividend 8%/year

Income of employees: the average annual increase is %. Fully implement the regimes and policies as prescribed for employees.

- **Development orientation:**

+ Always ensure profitable and stable business activities. Highly focus on products with competitive advantages, actively promote new industries with potential to expand the market and improve business efficiency, give top priority to profit targets, improve dividends for shareholders and income of employees in the company.

+ Continue to maintain and develop the Company's brand, image and prestige in the market.

+ Clearly identify the orientation of the spearhead industry to build an investment strategy and market development strategy to ensure the sustainable development of SJW of the company.

Make reasonable investments, bring the highest investment efficiency.

Continue to improve the system of internal management regulations, improve efficiency, science, transparency and compliance with law.

Innovating business technology, deploying e-commerce business

Expanding markets, exchanging links to seize opportunities brought by the international economic integration of the economy.

Flexible labor margins, reflecting the actual needs of the Company in each stage of development.

## **5. Risks:**

As a multi-industry business enterprise, the main activity and strength of Thanh Hoa - Song Da Joint Stock Company is commercial service business. Accordingly, the Company's business activities are directly affected by changes in the economy such as increasing and decreasing GDP growth rates, fluctuations in fiscal and monetary policies and other risks

### ***5.1. Economic risks***

After Vietnam's economy recovers in the first half of 2024, the growth rate will slow down in the second half of the year, affected by the still existing world economic environment and continue to have a negative impact on Vietnam's economic growth recovery prospects. The world situation continues to move in the trend of "multi-polar, multi-centered"; major countries adjust their strategies more flexibly and complicatedly, both cooperating and compromising, while competing and restraining each other.

The risk of escalating and spreading conflict in the Middle East, the protracted Russia-Ukraine conflict, the fierce competition between the US and China, and the election cycle and complex global fragmentation lead to an increase in transaction costs, reduced market access, Rising prices for consumers, a decline in growth potential, a particularly negative impact on countries with a high degree of dependence on trade, and a decline in the effectiveness of free trade agreements.

In the face of unpredictable economic fluctuations, which may unexpectedly affect the Company's production and business performance, the Company's Board of Directors always closely monitors and continuously updates the macroeconomic situation in order to promptly identify both opportunities and challenges to develop appropriate production and business strategies and plans. minimizing the impact of economic risks.

### ***5.2. Legal risks***

As an enterprise operating in the form of a joint stock company, and at the same time listing the Company's shares on the Hanoi Stock Exchange (HNX), the Company's activities are affected by legal documents on joint stock companies, securities and the stock market, including: The Law on Enterprises, the Law on Securities, legal documents and regulations for listed companies.

In order to limit legal risks, Thanh Hoa Song Da Joint Stock Company always understands the provisions of current legal documents, proactively updates new regulatory documents

### **5.3. Financial risk**

**a. Credit risk:** means the risk that a party to the contract is unable to perform its obligations, leading to financial losses for the Company.

The company has credit risks arising mainly from customer receivables, bank deposits and loans.

#### *Customer receivables*

The company minimizes credit risk by only dealing with units with good financial capacity, requiring the opening of a letter of credit or having collateral for first-time trading units or without information about financial capacity. In addition, debt accountants regularly monitor receivables to urge recovery.

The Company's customer receivables are related to many units and individuals, so the concentrated credit risk for customer receivables is low.

#### *Bank Deposits*

The Company's term and non-term bank deposits are deposited at well-known banks in Vietnam, so the credit risk for bank deposits is low.

### **b. Liquidity risk**

Liquidity risk is the risk that the Company has difficulty fulfilling its financial obligations due to lack of money.

The Company's liquidity risk mainly arises from the fact that financial assets and financial liabilities have different maturity times.

The company manages liquidity risk through measures: regularly monitoring current and expected future payment requirements to maintain an appropriate amount of money as well as loans, monitoring actual and expected cash flows in order to minimize the impact of fluctuations in cash flows. (presenting liquidity risk management policies).

### **5.4. Risk of price fluctuations of listed stocks**

When the shares of Thanh Hoa - Song Da Joint Stock Company C are listed on the Hanoi Stock Exchange , the fluctuation of the Company's stock price will not only depend on the Company's production and business results but also depend on many other factors such as: the implementation of information disclosure, the supply and demand situation of the market for the Company's shares,..... In order to minimize possible risks to stock price fluctuations, Thanh Hoa - Song Da Joint Stock Company always implements the information disclosure regulations in order to bind the responsibilities of relevant individuals for the disclosure of information of the Company, ensure the full and timely implementation of the provisions of Circular

155/2015/TT-BTC of the Ministry of Finance issued on 06/10/2016 and Circular 96/2020/TT-BTC of the Ministry of Finance dated 16/11/2020 effective from 01/01/2021 and replace Circular 155/2015/TT-BTC dated 06/10/2016 guiding information disclosure on the Securities Market and the Regulation on information disclosure at the Stock Exchange Hanoi issued together with Decision No. 606/QĐ-SGDCK dated 29/9/2016. This will help investors access the Company's relevant information accurately and effectively. From there, investors can make better investment decisions.

### **5.5. Other risks**

Risks such as natural disasters, fires, epidemics, wars, etc. are risks due to force majeure, which, if occurring, will cause great damage to the Company's assets, people and general operations.

## **II. Operation situation in the year**

### **1. Production and business activities**

In a volatile world in 2024, at home, we have both responded flexibly and effectively to external fluctuations; while overcoming internal limitations and inadequacies lasting many years and having to spend a lot of time and resources to solve unexpected and arising problems, especially responding to and overcoming natural disasters. However, the socio-economic situation of our country in 2024 will continue to have a clear recovery trend, prosperous growth, inflation below the target level, major balances are ensured, results in many important fields meet and exceed the set targets, which is a bright spot for economic growth in the region and in the world.

Facing that situation, the Company has promoted its available strengths, especially in terms of financial resources, infrastructure, and customer network system to comprehensively complete the set targets of the 2024 plan.

As a result, the company's revenue in 2024 reached VND 268.2 billion, equal to 113% of the plan and equal to 118% compared to 2023, the financial situation is stable, profits and basic employee income are guaranteed.

### **Results of production and business tasks in 2024**

TT	Quota	Plan 2024	Implementation 2024	Ratio to Plan (%)
1	Total sales	260.000.000.000	295.034.992.891	113%
2	Total Revenue	236.363.000.000	268.213.629.901	113%
3	Profit before tax	3.200.000.000	1.361.220.127	42.5%
4	Profit after tax	2.560.000.000	1.088.709.298	42,5%
5	Dividend (%/year)	8	8	100%

## **2. Organization and Human Resources**

- Executive Board List:

Name	Duty	Number of shares owned (shares)	Percentage of shares owned (%)
Vu Thi Ly	General Director	4.130	0,15296%
Pham Van Loi	Deputy General Director	500	0,0166%
Nguyen Van Minh	Deputy General Director	0	0
Hoang Thi An	Chief Accountant	500	0,0166%

### Resume Summary

#### ➤ Ms. Vu Thi Ly - General Director

Gender : Female

ID number: 038183043084 Issued date: 27/8/2021 Place of issue: Police Department

Date of birth: 30/09/1983

Place of birth: Van Thang commune - Nong Cong district - Thanh Hoa province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Van Thang Commune - Nong Cong District - Thanh Hoa Province

Permanent address: Lot No. 52, MBQH 2155, Dong Ve Ward, Thanh Hoa City

Contact number: 0984.034.443

Educational level: 12/12

Qualifications: Bachelor of Economics

Work experience:

03/2006 - 03/2008	Accountant of Thanh Hoa - Song Da Joint Stock Company
03/2008 - 05/2009	Deputy Accounting Department of Thanh Hoa - Song Da Joint Stock Company
06/2009 – 07/2011	Head of Accounting Department of Thanh Hoa - Song Da Joint Stock Company
08/2011- 04/2022	Chief Accountant of Thanh Hoa - Song Da Joint Stock Company
05/2022 to present	General Director Member of the Board of Directors of Thanh Hoa - Song Da Joint Stock Company

Position held at the Company: Member of the Board of Directors General Director of Thanh Hoa - Song Da Joint Stock Company

Positions held at other organizations: none

Number of shares held: 4,130 shares

Number of shares held by related persons:



STT	Full name	Relationship with the declarant	Number of shares held
1	Le Khac Hung	Husband	72 shares

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

➤ **Mr. Pham Van Loi – Deputy General Director**

Gender : Male

ID number: 038084000625 Issued date: 11/8/2021 Place of issue: Police Department

Date of birth: 01/5/1984

Place of birth: Ha Dong Commune - Ha Trung District - Thanh Hoa Province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Ha Dong Commune - Ha Trung District - Thanh Hoa Province

Permanent address: 04C/724 Nguyen Trai, Phu Son Ward, Thanh Hoa City

Contact Number:

Educational level: 12/12

Qualifications: Bachelor of Economics

Work experience:

09/2006 - 04/2008	Labor Export Consultant – Thanh Hoa Song Da Joint Stock Company
4/2008 - 9/2009	Sales staff - Song Da Supermarket under Thanh Hoa Song Da Joint Stock Company
9/2009 - 3/2010	Sales staff of Thanh Hoa Song Da Joint Stock Company
03/2010 - 12/2010	Deputy Sales Department of Thanh Hoa - Song Da Joint Stock Company
01/2011 - 07/2012	Acting Head of Sales Department of Thanh Hoa - Song Da Joint Stock Company
08/2012- 8/2014	Deputy Director of Trading & Service Enterprise No. 6 of Thanh Joint Stock Company Flowers - Song Da
09/2012- 8/2015	Acting Director of Trading and Service Enterprise No. 6 of Thanh Hoa - Song Da Joint Stock Company
9/2015 – 8/2021	Director of Trading and Service Enterprise No. 6 of Thanh Hoa - Song Da Joint Stock Company
9/2021 to present	Deputy General Director of Thanh Hoa - Song Da Joint Stock Company

Position held at the Company: Deputy General Director of Thanh Hoa - Song Da Joint Stock Company

Position held at another organization: No

Number of shares held: 500 shares

Number of shares held by related persons:

TT	Full name	Relationship with the	Number of Shares
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		<b>declarant</b>	
1	Hoang Thi Hien	Wife	50 shares

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

➤ **Nguyen Van Minh – Deputy General Director**

Gender : Male

ID number: 038066028906 Issued date: 01/09/2021 Place of issue: Police Department

Date of birth: 29/ 03/ 1966

Place of birth: Minh Tho Commune - Nong Cong District - Thanh Hoa Province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Minh Tho Commune - Nong Cong District - Thanh Hoa Province

Permanent address: Lot 17 N5 MB2125 Dong Wei Ward, Thanh Hoa City

Contact Number: 0912325711

Educational level: 12/12

Qualifications: Bachelor of Economics

Work experience:

08/1985 - 10/1989	Military service, Accountant of the 442nd Division
10/1989 - 03/1990	Students of refrigeration engineering class at the University of Vocational Training
04/1990 - 04/2008	Technical & Operation Staff Refrigeration of Hanoi - Thanh Hoa Beer Joint Stock Company
05/2008 - 08/2009	In charge of the Planning Department of Nghi Son Brewery - Thanh Hoa Beer Joint Stock Company
09/2009 - 04/2018	Director of Nghi Son Brewery - Hanoi Beer Joint Stock Company - Thanh Hoa
05/2018- 6/2024	Deputy Director of Habeco Central Trading Company Limited

Position held at the Company: Deputy General Director of the Company

Position held at another organization: No

Number of shares held: No

Violations of the law: No

Number of shares held by related persons: No

➤ **Ms. Hoang Thi An – chief accountant**

Gender : Female

ID number: 038188012990 Issued date: 26/06/2019 Place of issue: Police Department

Date of birth: 01/01/1988

Place of birth: Quang Hung Ward, Thanh Hoa City, Thanh Hoa Province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Quang Hung Ward, Thanh Hoa City, Thanh Hoa Province

Permanent address: Street 2, Quang Hung Ward, Thanh Hoa City

Work contact number: 0976192387

Educational level: 12/12

Qualifications: Bachelor of Accounting

Work experience:

* 04/2010-02/2011	Accountant - Thanh Hoa Construction and Trading Company
04/2011-07/2011	Accountant - VNLAND Construction Joint Stock Company
10/2011-12/2011	Accountant - Thanh Hoa Construction and Trading Joint Stock Company
01/2012-03/2015	Accountant - 7-5 Investment and Trading Co., Ltd.
04/2015-12/2019	Accountant - Thanh Hoa Construction and Trading Joint Stock Company
01/2020-08/2021	Accountant - Thanh Nam Thermoelectric Mechanical Co., Ltd.
09/2021-04/2022	Chief Accountant - Thanh Hoa Construction and Trading Joint Stock Company
05/2022 to present	Chief Accountant - Thanh Hoa Song Da Joint Stock Company

Position held at another organization: No

Number of shares held: 500 shares

Number of shares held by related persons:

STT	Full name	Relationship with the declarant	Number of shares held
1	Pham Tien Ha	Husband	70 shares

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

**- Changes in the executive board: None**

**- Number of officers and employees.**

Summary of policies and changes in policies for employees:

**As of December 31, 2024, the whole company has 40 employees.**

**The labor structure as of 31/12/2024 is as follows:**

CRITERIA	NUMBER (persons)	RATE (%)
Type of labor contract (labor contract)	40	100%
- Indefinite-term labor contract	25	62,5%
- Short-term labor contract (1-3 years)	15	37,5%
Education level	40	100%
- Undergraduate and post-graduate	25	62,5%
- Intermediate + College	10	25%
-Primary	5	12,5%
-Worker	0	0%

### **Policies on training, salaries and subsidies for employees**

**Training:** The Company attaches great importance to retraining, intensive training, and anticipatory training to improve productivity and labor quality, In the immediate future, the Company will focus on professional training and strengthen the addition of management knowledge for young staff at departments and affiliated units to meet the requirements of tasks new.

**Recruitment:** Based on job needs, based on the operation plan, and goals of the Company, the Company has a plan to recruit personnel. The company always creates the best learning conditions for employees to adapt to the new working environment as quickly as possible.

**Personnel work:** Dismiss members of the Control Board, elect additional members of the Control Board. Appoint 02 Deputy Heads of Departments, flexible labor transfer.

**The development and application of the labor norm system:** Implementing the promulgated Regulation on payment of wages according to productivity, synchronously applying the method of selling goods according to orders and paying wages according to the unit price of wages, ensuring advancement, contributing to improving labor productivity, cost savings.

Regarding the implementation of regimes and policies:

- The system of salary and bonus regulations of the Company is suitable in the direction of associating salaries and incomes of employees with labor quality and work efficiency, attaching importance to highly qualified and disciplined employees.

- Continue to rearrange laborers in accordance with their professional qualifications, develop incentives for highly qualified employees, improve the reasonable salary payment mechanism, truly encourage employees to work effectively, strengthen retraining and strictly handle them in accordance with the provisions of Law and Public Regulations company for weak and undisciplined workers.

- Maintain the welfare regime, ensure the spiritual and material life of employees through socio-cultural activities, policies to take care of sick and accidental employees,... policies for employees who have retired, lost their working capacity, for the children of employees who have been working with the Company, organize annual vacation visits. The Trade Union

organization represents employees to sign a collective labor agreement with the Company to ensure the legitimate rights and interests of employees.

- The Company's goal is to try to create the best working environment for employees to have full conditions to strive for development with the development of the Company, maintain a healthy corporate culture.

### ***3. Investment situation and implementation of projects***

#### **a) Large investments:**

The company has invested in purchasing many real estate properties worth a total of VND 14,860 billion; Investing in major repairs of 25 Le Loi Commercial Center and 301 Tran Phu Building at a cost of 7,317 billion VND;

**\* The total investment value in 2024 is VND 22,177 billion**

#### **b) Subsidiaries and associated companies: None**

+ Thanh Nam Mechanical - Thermal - Electrical Co., Ltd.

+ Thanh Hoa Construction and Trading Joint Stock Company

### ***4. Financial situation***

#### **a) Financial situation**

<b>TT</b>	<b>Quota</b>	<b>Residents</b>	<b>Year 2023</b>	<b>In 2024</b>	<b>(Up +, Down -)</b>
1	Total Asset Value	1,000 VND	75.727.964	119.353.680	+43.625.716
2	Net sales	1,000 VND	226.618.531	268.453.264	+41.834.733
3	Net profit from business activities	1,000 VND	2.632.566	936.512	-1.687.057
4	Other Profits	1,000 VND	339.029	424.707	+85.678
5	Profit before tax	1,000 VND	2.971.595	1.361.220	-1.610.375
6	Profit after tax	1,000 VND	2.360.299	1.088.709	-1.271.590
7	Dividend payout ratio	%	8	8	0

#### **b) Main financial indicators:**

<b>TT</b>	<b>Quota</b>	<b>Residents</b>	<b>Year 2023</b>	<b>In 2024</b>
1	<i>Solvency criteria</i>			
	- Short-term payment ratio (Fixed Assets/Short-term Liabilities)	times	1.46	1.14
	- Quick payment ratio (TSNH-Commodity TK)/Bank debt	times	0.54	0.60
2	<i>Indicators of capital structure</i>			

	- Debt Ratio / Total Assets	times	0.47	0.67
	- Debt/Equity Ratio	times	0.87	2.04
3	<i>Operational capacity indicators</i>			
	- Inventory turnover (Cost of goods sold / Inventory bq)	Ring	6.52	6.65
	- Net Revenue / Total TS	times	2.99	2.25
4	<i>Profitability indicators</i>			
	- Profit after tax / Net revenue ratio	times	0.010	0.004
	- Profit after tax / equity ratio	times	0.058	0.028
	- Profit after tax / Total assets ratio	times	0.032	0.009
	- Profit before tax / Net revenue ratio	times	0.013	0.005

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

a) Shares:

Total shares: 3,000,000 shares

Includes: - Treasury shares: 300,000 shares

- Shares currently outstanding: 2,700,000 shares

*In which: + Freely transferable shares: 2,700,000 shares*

*+ Restricted shares: 0 shares*

b) Structure of shareholders:

Directory	Domestic shareholders			Foreign shareholders		
	Amount Stock	Value (thousand VND)	Rate (%)	SL CP	Value	Rate (%)
<b>Total actual capital contribution:</b>	2.985.000	29.985.000	99,95%	1.500	15.000	0,05%
<b>1. State shareholders</b>	0	0	0%			
<b>2. Internal shareholders:</b> (Board of Directors, Board of Directors, Supervisory Board, Chief Accountant, Authorized Persons for Disclosure and related persons)	2.430.400	24.304.000	81.013%			
<b>3. Shareholders in the company:</b> - Treasury Stocks - Officers and employees	300.000 2.709	3.000.000 27.090	10% 0.093%			
<b>4. Non-company shareholders:</b> -Individual -Organization	265.391 1.500	2.653.910 15.000	0,884 % 0,050%			

- c) Changes in the : investment capital: *None*
- d) Trading of treasury stocks: *None*
- e) Other securities: *None*

### **III. Reports and evaluations of the Board of Directors (The Board of Directors reports and evaluates the situation in all aspects of the *company*)**

#### ***1. Evaluation of production and business results***

2024 continues to be a difficult year for the economy. However, the Company has promoted its existing strengths in terms of financial resources, infrastructure, and customer network system to comprehensively complete the set targets. This is the first year of the Company after many years of comprehensive development when both the Company and each group of goods have exceeded the set plan and grown compared to the same period last year

In difficult business conditions, the whole company under the direction of the Board of Directors has made many efforts to stabilize and develop business activities. Revenue growth is high, ensuring jobs and stable basic income for employees. That result shows the encouraging efforts of all employees of the Company.

#### **Results of production and business activities in 2024**

<b>TT</b>	<b>Quota</b>	<b>Plan 2024</b>	<b>Implementation 2024</b>	<b>Ratio to Plan (%)</b>
1	Total sales	260.000.000.000	295.034.992.891	113%
2	Total Revenue	236.363.000.000	268.213.629.901	113%
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4	Profit after tax	2.560.000.000	1.088.709.298	42,5%
5	Dividend (%/year)	8	8	100%

In the context of many unpredictable economic fluctuations due to the war situation in Europe, inflation continues to persist in many countries; strategic competition, geopolitical instability in the Middle East and East Asia regions have directly affected the business activities of most enterprises, Purchasing power in the market has decreased a lot, fierce competition has had a particularly great impact on the socio-economy in general and the business activities of businesses in particular.

In that context, Thanh Hoa Song Da Joint Stock Company is no exception, business activities face many difficulties. In 2024, the Company will focus on business activities to the maximum. The company's revenue in 2024 will reach VND 268.2 billion, equal to 113% of the plan and equal to 118% compared to 2023. All commodity groups have grown in the refrigeration electronics group, accounting for more than 80% of the company's revenue. Sometraditional goods decreased and lost the market for OHIO Porcelain and Hai Duong Porcelain. Profit reached 42.5% of the plan and equaled 45.7% over the same period in 2023. Thefinancial situation is stable, the income of basic employees is guaranteed.

#### ***1.2. Management and accounting***

- Focus on the management of assets and business capital. Ensure adequate and timely capital sources for the Company's business and investment activities.
- Strictly comply with the provisions of law of the State and tax authorities on the regime of invoices and documents, tax declaration and payment and financial statements.
- Perform well the information disclosure for listed enterprises to ensure the publicity and transparency of listed enterprises

## **2. Financial situation**

### **a) Asset situation**

<b>Quota</b>	<b>Residents</b>	<b>31/12/2023</b>	<b>31/12/2024</b>	<b>Volatility</b>
Total assets	1,000 VND	75.727.964	119.353.680	+43.625.716
- Short-term assets	1,000 VND	51.692.232	90.951.758	+39.259.526
- Long-term assets	1,000 VND	24.035.732	28.401.922	+4.366.190

- Short-term assets increased by VND 39,259,526 thousand due to an increase in the value of short-term investments, an increase in inventories and an increase in customer receivables.
- Long-term assets increased by VND 4,366,190 thousand, mainly due to unfinished capital construction investment in the year.
- In order to ensure capital safety, the Company has organized an assessment of the debt age of all receivables, some inventories that are delayed due to fashion, re-appraisal of the level of provision for bad debts and provisions for inventory price reduction. As of December 31, 2024, the provision for bad debts is: VND 503 million, the provision for inventory depreciation is: VND 1,068 million.

### **b) Liabilities:**

<b>Quota</b>	<b>Residents</b>	<b>31/12/2023</b>	<b>31/12/2024</b>	<b>Volatility</b>
Liabilities	1,000 VND	35.346.850	80.043.857	+44.697.007
- Short-term debt	1,000 VND	35.346.850	79.407.173	+44.060.323
- Long-term debt	1,000 VND		636.684	+636.684

- Short-term debt increased by VND 44,060,323 thousand mainly due to the high inventory at the end of the year to prepare for the sales season near the Lunar New Year, so the debt to suppliers and bank loans increased. In addition, the Company has converted its own capital to



short-term investments and capital construction, short-term loans for business activities have also increased.

- Long-term debt increased by VND 636,684 thousand due to deposits in business space lease contracts.

### ***3. Improvements in organizational structure, policies and management.***

#### ***3.1. Management and accounting***

- Focus on the management of assets and business capital. Ensure adequate and timely capital sources for the Company's business and investment activities.
- Strictly comply with the provisions of law of the State and tax authorities on the regime of invoices and documents, tax declaration and payment and financial statements.
- Perform well the information disclosure for listed enterprises to ensure the publicity and transparency of listed enterprises

#### ***3.2. Organization and investment***

- The company has invested in short-term finance worth VND 14.8 billion
- Investing in major repairs of 25 Le Loi Commercial Center and 301 Tran Phu Building with an unfinished capital construction cost of 7.2 billion VND
- The company fully fulfills its budget obligations to the State; The regimes and benefits of employees are implemented in accordance with the Labor Code and the Company's Labor Agreement such as paying social insurance, health insurance, and paying monthly salaries in a timely and compliant manner. In addition, other welfare regimes are always ensured, maintained, and settled fully and accurately for employees to ensure the interests of employees in the Company. The average income of employees is 11.8 million VND/person/month, which is paid in full and in a timely manner.

#### ***3.3. Overall Assessment***

2024 continues to be a difficult year for the economy. However, the Company has promoted its existing strengths in terms of financial resources, infrastructure, and customer network system to comprehensively complete the set targets. This is the first year of the Company after many years of comprehensive development when both the Company and each group of goods have exceeded the set plan and grown compared to the same period last year, ensuring stable employment and basic income for employees. That result shows the encouraging efforts of all employees of the Company.

### ***4. Future development plan***

#### ***4.1. Assessment of the situation***

##### **Difficult:**

In 2025, the world situation is forecast to continue to be complicated and unpredictable. The domestic economy will continue to have many difficulties. We have both responded flexibly and effectively to external fluctuations; It is necessary to overcome the limitations and inadequacies, especially monetary and fiscal policies, the restructuring of the state management apparatus from the central to local levels, and the response and overcoming of natural disasters that cause heavy and prolonged consequences in many localities. Therefore, in 2025, we must both "accelerate and break through", remove difficulties and overcome challenges; focus on striving to successfully implement socio-economic development goals.

**Advantageous:**

Despite the difficult market situation, the Company still maintains stability in terms of products, market share, financial potential, warehouse system, and means of transportation.

**4.2. Basic orientation in 2025**

Continue to focus resources to develop products that have competitive strengths and are having a good growth rate; exploiting new items commensurate with available resources; to simultaneously develop wholesale, retail, and project sales; develop new business lines; investment in infrastructure renovation and upgrading; restructuring organizational work; constantly improve the level of corporate governance, contributing to improving business efficiency.

**4.3. Some economic indicators**

TT	Quota	Residents	Plan for 2025	Growth Rate (%)
1	Total production and business value	million dong	319.000	8%
2	Turnover	million dong	290.000	8%
3	TT Profit	million dong	2.160	8%
4	Dividend Offer	%/year	8%	
5	Submit the budget	million dong	2.500	8%
6	Income b/q	million dong/ person/month	14.0	8%

**4.4. Main tasks and solutions.****4.4.1. Business**

- To concentrate on developing commercial business activities. Continue to consolidate and develop the traditional wholesale channel; exploit the project channel more strongly; retail deployment at Electronics, Household Appliances, and Furniture Supermarket on the 2nd floor of 301 Tran Phu Building. Build a strong enough market sales team in terms of quantity, quality, professionalism and efficiency.
- For real estate business activities, focus on maximizing the exploitation of leased premises, paying attention to the purchase, sale and transfer of other real estate
- Implementing the fitness center on the 3rd floor of 301 Tran Phu building to become the most modern and professional aesthetic fitness training venue in Thanh Hoa City.
- Research new business fields such as mini apartment rental, accommodation services, etc.

**4.4.2. Management, accounting, and organization**

- Maintain the routine of debt management and inventory management. Pay attention to debt recovery, especially long-term debts. Regularly review and handle goods that are slow to sell.
- Gain experience in ordering, take advantage of NCC's programs, and ensure appropriate circulation and inventory.
- Strengthen management through market inspection, debt comparison with customers.

- Transfer and supplement more personnel to meet the actual needs of business.
- Rationally use resources (means of transport, warehouses, human resources, etc.) to minimize costs and improve business efficiency. Arrange warehouses more neatly and scientifically to make the most of warehouses. Arrange personnel according to work needs and work capacity to streamline the apparatus. Appropriate sales routing to organize the fleet more reasonably.
- Continue to adjust and complete the Company-wide salary and bonus payment regulations.
- Caring for the life of the company's employees

#### **4.4.3 Investment**

- Continue to invest in major repairs and complete the Company's buildings at 25 Le Loi and 301 Tran Phu to ensure quality and aesthetics for the Company's business activities
- Research, investment and procurement of more warehouses to meet the needs of expanding the Company's business activities

#### **5. Explanation of the Board of Directors for audit opinions: None**

#### **6. Assessment report related to the company's environmental and social responsibility**

- Charity and social work: Organizing visits and giving gifts for Children's New Year and Mid-Autumn Festival for children and teenagers who are children of the company's employees and employees; giving gifts to all employees of the company on holidays such as Lunar New Year, New Year, 8/3, 30/4, 1/5, 19/5, 2/9, 20/10; pre-travel support for the Company's employees. The total amount spent is 427.000.000 VND.

### **IV. Evaluation of the Board of Directors on the Company's operations**

#### **1. Evaluation by the Board of Directors on all aspects of the Company's activities, including assessments related to environmental and social responsibility**

In 2024, in the context of many unpredictable fluctuations in the economy due to the war situation in Europe, the Government's year-end monetary policy has directly affected the business activities of most enterprises, the purchasing power in the market has decreased a lot, fierce competition has had a particularly great impact on the socio-economy in general and business activities of businesses in particular.

In that context, the Board of Directors of the Company has made the right decisions in a timely manner to lead and manage the company to overcome the challenges of maintaining stability, ensuring jobs and income of employees, paying the state budget, restructuring the Company, upgrading the company's governance. These are very meaningful achievements affirming the bravery and role of the Board of Directors as well as the maturity of the company's management system.

#### **2. Evaluation of the Board of Directors on the operation of the Board of Directors of the company**

The Board of Directors of the Company has closely followed the resolutions of the General Meeting of Shareholders and the Board of Directors of the Company, and at the same time has flexibility in management. Every month and every quarter, there is a program, plan, and key work to focus on directing.

**General assessment:** The Board of Directors has basically completed the assigned task of running the company.

#### **3. Plans and orientations of the Board of Directors**

### **3.1. Focus on developing the market of the company's business items**

- For traditional products that are promoting well, it is necessary to make efforts to increase the scale and efficiency to affirm the position of the brand and company in the market.
- Research and develop new products focusing on refrigeration, household appliances, branded and potential brands. The development of new items ensures prudence and capital safety.
- Exploit for lease and use all the vacant premises of the Company to ensure maximum profit.
- Investment in e-commerce development: Determine that this is a long-term job, not in a hurry. It is necessary to develop a comprehensive overall plan for the next 5 years, in which both promoting the improvement of the sales scale according to the existing plan and focusing on training for the long-term work. Focus on exchanging and learning with units you are doing well in this form of commerce.

**3.3. Strengthen corporate governance to meet the requirements of transparency, timeliness and efficiency.** Promote the role of a central tool: Misa software, always maintain inventory, outstanding receivables, reasonable import schedule. Strictly keep the discipline of payment and settlement...

### **3.4. Organizational work in the year:**

- The decisive task of each commodity line is market work. It is necessary to build a friendly, cooperative, stable and developed market. The list of business items is sufficient for effective business and exploitation. The Furniture team is currently in dire need of consolidating and promoting furniture items and having to look for new items.
- Continue to review and adjust monthly salaries and bonuses to suit the situation, business and management level.
- During the year, it is necessary to pay attention to training, especially training on e-commerce, to meet immediate and long-term requirements.

### **3.5. Investment**

- Continue to invest in major repairs and complete the Company's buildings at 25 Le Loi and 301 Tran Phu to ensure quality and aesthetics for the Company's business activities
- Research, investment and procurement of more warehouses to meet the needs of expanding the Company's business activities

### **3.6. Activities of the Board of Directors.**

Promoting the advantages and achievements achieved in 2024, in the leadership and management of the company, the Board of Directors of the Company has made an operation plan in 2025 as follows:

Promoting the advantages and achievements achieved in 2024, in the leadership and management of the company, the Board of Directors of the Company has made an operation plan in 2025 as follows:

- Establish reasonable scientific and objective directions on the basis of analyzing and evaluating the situation, setting out key tasks and correct main solutions to help the company maintain development and sustainability.
- Do a good job of supervising the Board of Directors and managers of the Company to ensure that the Company's business activities always comply with the law, charter and company regulations.

- Each member of the Board of Directors works with a sense of responsibility, striving for the Company to comprehensively complete the set targets, for the benefit of shareholders and the development of the Company is growing stronger and more sustainable.

## **V. Corporate governance**

### **1. Board of Directors**

#### **a) Members and structure of the Board of Directors :**

Name	Duty	Share ownership rate (%)		TT on Trading Stocks	Notes
		Year 2023	In 2024		
Le Anh Tuan	Independent Chairman of the Board of Directors	2.132.309	2.132.309		
Vu Thi Ly	Board of Directors TV	1.630	4.130	Buy	
Vu Manh Doan	Independent Board of Directors	0	0		

• Mr. Le Anh Tuan

Gender : Male

ID number: 038065041642 Date of issue: 19/8/2021 Place of issue: Police Department

Date of birth: 29/8/1965

Place of birth: Hoang Quy commune, Hoang Hoa district, Thanh Hoa

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Hoang Quy Commune, Hoang Hoa District, Thanh Hoa

Permanent address: 43 Lac Long Quan, Dong Ve Ward, Thanh Hoa City

Contact number: 0913 356 759

Educational level: 12/12

Qualifications: Air Conditioning and Thermal Equipment Engineer

Work experience:

- 1989 - 2008: - Employee of Thanh Hoa Beer Company
- 2008 - 2010 - Employee of Hanoi - Nghe An Beer Company
- 2010 - 20/6/2022: - Employee of Thanh Nam Thermal Mechanical Co., Ltd.
- From 20/6/2022: - Chairman of the Board of Directors of Thanh Hoa Song Da Joint Stock Company

Position held at the Company: Chairman of the Board of Directors of the Company

Position held at another organization: No

Number of shares held: 2,132,309 Shares

Number of shares held by related persons:

+ Chairman of the Board of Directors of Thanh Hoa Construction and Trading Joint Stock Company

+ Member of the Board of Directors of Mechanical - Thermal - D Co., Ltd.

Name	Relationship with the person who filed.	Number of shares held
Nguyen Thi Huong	wife	292.000 shares

Violations of the law: No

Debts to the Company: No

Related benefits for the Company:

- Mr. Vu Manh Doan

Gender : Male

ID number: 038096009929 Date of issue: 12/04/2022 Place of issue: Police Department

Date of birth: 03/12/1996

Place of birth: Quang Hung Ward, Thanh Hoa City, Thanh Hoa Province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Tuy Loc Commune, Hau Loc District, Thanh Hoa Province

Permanent address: No. 59 Luong Dac Bang, Dong Son Ward, Thanh Hoa City, Thanh Hoa Province

Office contact number: 094.944.8096

Educational level: 12/12

Qualification: University of Accountancy

Work experience:

01/2019 - 09/2021 NV - Hung Phat Construction Investment and Development Co., Ltd.

10/2021 to now Accounting Engineer - Thanh Hoa Construction and Trading Joint Stock Company

Position held at another organization: No

Number of shares held: No

Number of shares held by related persons: None

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

- Ms. Vu Thi Ly – Member of the Board of Directors (as per Section II.2)

b) Subcommittees of the Board of Directors: Internal Audit Board

- Functions and tasks of the Subcommittee.

The Internal Audit Board is the advisory department assisting the Board of Directors of the Company, with the following functions and tasks:

- + Inspect and supervise the reasonableness, legality, truthfulness and prudence in business management and administration, in the organization of accounting, statistics, preparation of financial statements and the observance of the Charter, Resolutions and Regulations of the

Board of Directors. Periodic or irregular inspections and supervision shall be carried out according to the plan and guiding documents of the Board of Directors.

- + Verify quarterly settlement reports of affiliated units and the whole company; Verify the Company's 6-month financial statements and annual financial statements before the time of independent audit.

- + Report to the Board of Directors periodically and on a case-by-case basis on the results of the inspection, verification and supervision carried out.

- + Perform other tasks assigned by the Board of Directors.

c) Activities of the Board of Directors:

- As the person who manages the company on behalf of the General Meeting of Shareholders, the Board of Directors in the year has successfully completed its tasks.

The business situation faced many difficulties, sales revenue and profits all decreased.

However, the Board of Directors of the Company has made the right decisions in a timely manner to lead and manage the company to overcome the challenge of maintaining stability, ensuring jobs and income of employees, paying the state budget, restructuring the Company, upgrading the company's governance. These are very meaningful achievements affirming the bravery and role of the Board of Directors as well as the maturity of the company's management system.

- + Directing and administering all activities of the Company in accordance with the provisions of Law

- + Improve the company's governance, publicity, transparency and efficiency. Adjust the regulation on payment of salaries and bonuses in accordance with the actual situation, ensuring the income of employees.

- + During the year, the Board of Directors decides on matters falling under the competence of the Board of Directors in service of the Company's business activities

- The Board of Directors always complies with the Charter and the Company's Governance Regulations, members are always careful in their work and try to complete their tasks.

During the year, there were 5 meetings, issued 02 Decisions and 20 Resolutions.

The supervision of the Board of Directors over the Board of Directors and the company's managers is always carried out strictly and systematically with a high sense of responsibility to shareholders and creates favorable conditions for the management and administration of production and business.

- Overall Assessment

In 2024, with many complex and unpredictable fluctuations, it has had a particularly great impact on the socio-economy in general and the business activities of businesses in particular.

In that context, the Board of Directors of the Company has made the right decisions to promptly lead and manage the company to overcome the challenges of maintaining stability, ensuring jobs and income of employees, paying to the state budget, restructuring the organization, etc upgrade the company's governance.

These are very meaningful achievements affirming the bravery and role of the Board of Directors as well as the maturity of the company's management system.

d) Activities of independent members of the Board of Directors, activities of subcommittees in the Board of Directors

e) List of members of the Board of Directors who have certificates of training in corporate governance. List of members of the Board of Directors participating in corporate governance programs in the year

## 2. Supervisory Board

a) Members and structure of the Control Board

Name	Duty	Number of shares held		Information about stock transactions.	Note
		Year 2023	Year 2024		
Cao Thi Hien	Head of the Board of Supervisors	500	500		
Nguyen Quang Long	Member of the Board of Supervisors				
Le Thi Phuong	Member of the Board of Supervisors	80	80		

Ms. Cao Thi Hien - Head of the Supervisory Board

Gender: Female

ID card number: 038182010560 Date of issue: 25/04/2021

Date of birth: 15/10/1982

Place of birth: Hoang Quang Commune - Hoang Hoa District - Thanh Hoa

Nationality: Vietnamese

Ethnicity: Kinh

Hometown: Hoang Quang Commune - Hoang Hoa District - Thanh Hoa

Permanent address: 32B Duc Hau - Street 2 - Quang Hung Ward - Ho Chi Minh City

Contact Number: 0941046996

Educational level: 12/12

Qualifications: Bachelor of Business Administration.

Work experience:

09/2003 - 05/2004 : Working at Thanh Hoa Trading & Service Joint Stock Company

06/2004 - 05/2013 : Staff of Administrative Department of Thanh Hoa Song Da Joint Stock Company

06/2013 – 05/2014 : Deputy Administrative Department of Thanh Hoa Song Da Joint Stock Company

06/2014 – 20/6/2022 : UV BKS, Deputy Head of Administration Department of Thanh Hoa Song Da Joint Stock Company

20/6/2022 to present: Head of the Supervisory Board, Secretary of the Board of Directors, Treasurer of the Company



Positions held at the Company:

Positions held at other organizations: none

Number of shares held: 500 shares

Number of shares held by related persons:

Name	Relationship with the person who filed.	Number of shares held
Do Dinh Binh	Husband	50 shares

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

• Mr. Nguyen Quang Long – Member of the Supervisory Board

Male Gender

ID number: 038071000188 Issued date: 09/5/2021 Place of issue: Police Department

Date of birth: 01/5/1971

Place of birth: Hoang Dao Commune, Hoang Hoa District, Thanh Hoa

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Hoang Dao Commune, Hoang Hoa District, Thanh Hoa

Permanent address: 116 Trinh Kha, Dong Ve Ward, Thanh Hoa City

Contact number: 0936 384 968

Educational level: 12/12

Qualifications: Bachelor of Accounting

Work experience:

2001 - 2008 Accountant of Thanh Hoa Labor Export Company and Expert

2009 – 2015 Accountant of Thanh Hoa General Materials Joint Stock Company

2015 to present: Chief Accountant of Thanh Nam Thermal Power Co., Ltd.

Position held at the Company: No

Position held at another organization: Chief Accountant of Thanh Nam Mechanical - Thermal - Electrical Co., Ltd.

Number of shares held: No

Number of shares held by related persons: No

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

• Le Thi Phuong

Gender : Female

ID number: 038190009153 Issued date: 10/8/2021 Place of issue: Police Department

Date of birth: 27/5/1990

Place of birth: Ha Son Commune, Ha Trung District, Thanh Hoa Province

Nationality : Vietnamese

Ethnicity : Kinh

Hometown: Ha Son Commune, Ha Trung District, Thanh Hoa Province

Permanent address: No. 04 Mi Son, Ngoc Tra Ward, Thanh Hoa City, Thanh Hoa Province

Work contact number: 0839969258

Educational level: 12/12

Qualifications: Bachelor of Business Administration

Work experience:

02/2024-06/2022 Staff of TCHC Department of Thanh Hoa - Song Da Joint Stock Company

06/2022 to now Sales staff – Thanh Hoa Song Da Joint Stock Company

Position held at another organization: No

Number of shares held: 80 shares

Number of shares held by related persons:

Name	Relationship with the person who filed.	Number of shares held
Tran Van Thai	Husband	50 shares

Violations of the law: No

Debts to the Company: No

Related benefits to the Company: No

#### b) Activities of the Control Board

In 2024, the Supervisory Board has held regular meetings and attended all meetings of the Board of Directors of the Company, in order to maintain the inspection and supervision of the implementation of the Resolution of the General Meeting of Shareholders, contributing opinions within the scope of responsibilities and powers.

- Conduct activities to inspect and supervise the compliance with the provisions of law and the company in the management and administration of business activities of the Board of Directors and the Board of Directors of the Company in 2024, specifically:

- Consider the legal, order and procedures for promulgating Resolutions and Decisions of the Board of Directors and the Board of Directors in 2024 in accordance with the provisions of law and the Company.

- Appraisal of the Company's quarterly and annual financial statements, in order to honestly and reasonably evaluate financial figures, in accordance with current standards, accounting regimes and financial policies of Vietnam...

#### 3. Transactions, remuneration and benefits of the Board of Directors, the Board of Directors and the Supervisory Board

a) Salaries, bonuses, remuneration, and benefits of the Board of Directors, the Board of Directors and the Supervisory Board in 2024

<i>Name</i>	<b>Position</b>	<b>Salary and bonuses</b>	<b>Compensation</b>	<b>Total income</b>
Le Anh Tuan	Independent Chairman of the Board of Directors		36.000.000	36.000.000
Vu Thi Ly	Board of Directors TV	284.500.000	24.000000	308.500.000
Vu Manh Doan	Independent Board of Directors		24.000.000	24.000.000
Pham Van Loi	Phó Tổng Giám đốc	264.340.000		264.340.000
Hoang Thi An	Kế toán trưởng	124.290.000		124.290.000
Cao Thi Hien	Head of the Board of Supervisors	208.950.000	36.000.000	244.950.000
Nguyen Quang Long	Member of the Board of Supervisors		24.000.000	24.000.000
Trinh Dinh Thang	Member of the Board of Supervisors	48.340.000	6.000.000	54.340.000
Le Thi Phuong	Head of the Board of Supervisors	137.035.000	18.000.000	155.035.000
<b>Cộng</b>		<b>1.067.455.000</b>	<b>168.000.000</b>	<b>1.235.455.000</b>

b) Insider stock trading: None

c) Assessment of the implementation of regulations on corporate governance: None

## **VI. Financial Report**



**CÔNG TY TNHH KIỂM TOÁN NHÂN TÂM VIỆT**  
**NHANTAMVIET AUDITING COMPANY**

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**SONG DA – THANH HOA JOINT STOCK COMPANY**  
**AUDITED FINANCIAL STATEMENTS**

**For the financial year ended 31 December 2024, audited by**  
**NHAN TAM VIET AUDITING COMPANY LIMITED**

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## STATEMENT OF THE BOARD OF GENERAL DIRECTORS

The Board of General Directors of Song Da - Thanh Hoa Joint Stock Company (hereinafter referred to as “the Company”) presents this statement along with the audited financial statements of the Company for the financial year ended 31 December 2024.

### Company Overview

Song Da - Thanh Hoa Joint Stock Company is registered and operates under the Business Registration Certificate No. 2800772376 dated 19 May 2004, and its subsequent amendments issued by Thanh Hoa Department of Planning and Investment.

*The registered charter capital, as per the 16th amended Business Registration Certificate, is VND 30,000,000,000.*

### Registered office:

Address : 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa  
Phone : 02373 724 892 / 02373 755 050  
Fax : 02373 855 750  
Tax Identification Number : 2800772376

### Business activities:

- Trading of goods: Electronic device, electrical equipment, office supplies, household goods;
- Real estate business: Office leasing.

### Financial position and financial performance

The financial position as at 31 December 2024, the financial performance and cash flows for the financial year ended 31 December 2024 of the Company are presented in the accompanying financial statements (from page 07 to page 38).

### Events after the reporting period

The Board of General Directors of the Company confirms that there have been no events occurring after 31 December 2024 and up to the date of preparation of these financial statements that would require adjustments or disclosures in the financial statements.

### The Board of Directors and the Executive Management

The Board of Directors and the Executive Management during the year and up to the reporting date are as follows:

#### Board of Directors

<u>Full name</u>	<u>Position</u>
Mr. Le Anh Tuan	Chair of the Board
Ms. Vu Thi Ly	Member
Mr. Vu Manh Doan	Member

#### Executive Management

<u>Full name</u>	<u>Position</u>
Ms. Vu Thi Ly	General Director
Mr. Pham Van Loi	Deputy General Director
Mr. Nguyen Van Minh	Deputy General Director (Appointed on 16/07/2024)
Ms. Hoang Thi An	Chief Accountant



**SONG DA – THANH HOA JOINT STOCK COMPANY**  
**STATEMENT OF THE GENERAL DIRECTORS (CONTINUED)**

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***Supervisory Board***

<u>Full Name</u>	<u>Position</u>
Ms. Cao Thi Hien	Supervisory Board Chair
Mr. Nguyen Quang Long	Member
Ms. Le Thi Phuong	Member (From 24/04/2024)
Mr. Trinh Dinh Thang	Member (Until 24/04/2024)

**Auditor**

Nhan Tam Viet Auditing Company Limited audited the financial statements for the financial year ended 31 December 2024.

**Statement of the Board of General Director's responsibility for the Financial Statements**

The Board of General Directors of the Company is responsible for the preparation and fair representation of the financial statements including the Company's financial position, financial performance, and cash flows for the year. In preparing the financial statements, the Board of General Directors of the Company confirms having complied with the following requirements:

- Selecting appropriate accounting policies and applying them in a consistent manner;
- Making assessments and estimations in a reasonable and prudent manner;
- Clearly stating whether the Company has complied with the applicable accounting standards, and whether all material misstatements have been disclosed and explained in the financial statements;
- Preparing the financial statements on a going concern basis, unless it is inappropriate to presume that the Company will continue as a going concern;
- Establishing and implementing an effective internal control system to minimize the risk of material misstatements due to fraud or errors in the preparation and presentation of the financial statements.

The Board of General Directors of the Company confirms that the accounting records are maintained in a manner that fairly reflects the financial position of the Company with reasonable accuracy at all times and that the financial statements comply with the current regulations of the State. The Board of General Directors is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of General Directors of the Company confirms that the Financial Statements fairly and reasonably reflected the financial position of the Company as at 31 December 2024, and the financial performance and cash flows for the financial year ended 31 December 2024, in accordance Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

**SONG DA – THANH HOA JOINT STOCK COMPANY**  
**STATEMENT OF THE GENERAL DIRECTORS (CONTINUED)**

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**Other commitments**

The Board of General Directors confirms that the Company complies with Decree No. 155/2020/ND-CP dated 31/12/2020 providing guidelines on corporate governance applicable to public companies, and that the Company has not violated its disclosure obligations as stipulated in Circular No. 96/2020/TT-BTC dated 16 November 2020 of the Ministry of Finance guiding information disclosure in the securities market.

Thanh Hoa, 07 March 2025

On behalf of The Board of General Directors

**General Director**



**Vu Thi Ly**



No : 0306.01.2/2024/BCTC-NVT2

## **INDEPENDENT AUDITOR'S REPORT**

### **On the Financial Statements for the financial year ended 31 December 2024**

To : **The shareholders, The Board of Directors, and The Board of General Directors of Song Da - Thanh Hoa Joint Stock Company**

We have audited the accompanying financial statements of Song Da - Thanh Hoa Joint Stock Company, prepared on 07 March 2025, and presented on pages 07 to 38, which comprise the balance sheet as at 31 December 2024, the income statement and the statement of cash flows for the financial year then ended, as well as the notes to the financial statements.

#### **The Board of General Directors' Responsibility**

The Board of General Directors of Song Da - Thanh Hoa Joint Stock Company Limited is responsible for the preparation and fair representation of the Company's financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of General Directors determines to be necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

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. These standards require that we comply with the ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

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

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

**Unqualified opinion**

In our opinion, the financial statements presented fairly, in all material respects, the financial position of Song Da - Thanh Hoa Joint Stock Company as at 31 December 2024, as well as its financial performance and cash flows for the financial year then ended, in accordance with the Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

**Other matter**

The financial statements for the fiscal year ended 31 December 2023 of Thanh Hoa - Song Da Joint Stock Company were audited by another auditor and auditing firm. The auditor expressed an unqualified opinion on these financial statements on 14 August 2023.

Hanoi, 07 March 2025

**NHAN TAM VIET AUDITING COMPANY LIMITED**

**Deputy General Director**

**Auditor**



**Nguyen Thi Hanh**

Auditing Practice Registration Certificate No  
1690-2023-124-1

**Le My Trang**

Auditing Practice Registration Certificate No  
3764-2021-124-1

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**BALANCE SHEET**

As at 31 December 2024

Unit: VND

ASSETS	Code	Note	Closing balance	Opening balance
<b>A. CURRENT ASSETS</b>	<b>100</b>		<b>90,951,758,330</b>	<b>51,692,232,081</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>V.1</b>	<b>5,064,537,259</b>	<b>4,361,900,601</b>
1. Cash	111		5,064,537,259	4,361,900,601
2. Cash equivalents	112		-	-
<b>II. Short-term financial investments</b>	<b>120</b>		<b>14,860,001,316</b>	-
1. Trading securities	121	V.2	14,860,001,316	-
2. Provision for impairment of trading securities	122		-	-
3. Held-to-maturity investments	123		-	-
<b>III. Short-term accounts receivable</b>	<b>130</b>		<b>27,918,351,049</b>	<b>14,095,714,366</b>
1. Receivables from customers	131	V.3	17,481,860,439	11,035,411,025
2. Prepayments to suppliers	132	V.4	8,009,410,823	464,496,769
3. Intercompany receivables	133		-	-
4. Receivables based on the progress of the construction contract	134		-	-
5. Short-term loans receivable	135		-	-
6. Other short-term receivables	136	V.5	2,930,380,313	3,032,312,567
7. Allowance for credit losses (*)	137	V.6	(503,300,526)	(436,505,995)
8. Shortage of assets awaiting resolution	139		-	-
<b>IV. Inventories</b>	<b>140</b>	<b>V.7</b>	<b>42,871,105,313</b>	<b>32,605,458,265</b>
1. Inventories	141		43,939,492,190	33,411,411,838
2. Allowance for inventories (*)	149		(1,068,386,877)	(805,953,573)
<b>V. Other current assets</b>	<b>150</b>		<b>237,763,393</b>	<b>629,158,849</b>
1. Short-term prepaid expenses	151	V.9	68,145,986	46,114,897
2. Deductible value added tax	152		169,617,407	-
3. Tax receivables from the State	153	V.14	-	583,043,952
4. Repurchase agreements of Government bonds	154		-	-
5. Other current assets	155		-	-



**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Balance sheet (continued)**

Unit: VND

ASSETS	Code	Note	Closing balance	Opening balance
<b>B. NON-CURRENT ASSETS</b>	<b>200</b>		<b>28,401,922,340</b>	<b>24,035,732,221</b>
<b>I. Accounts receivable – long-term</b>	<b>210</b>		-	-
1. Accounts receivable from customers	211		-	-
2. Prepayments to suppliers	212		-	-
3. Business capital at affiliated units	213		-	-
4. Intercompany receivables	214		-	-
5. Long-term loans receivable	215		-	-
6. Other long-term accounts receivable	216		-	-
<b>II. Fixed assets</b>	<b>220</b>		<b>8,931,524,323</b>	<b>11,351,878,115</b>
1. Tangible fixed assets	221	V.10	8,931,524,323	11,351,878,115
- Historical cost	222		29,138,612,464	29,292,958,587
- Accumulated depreciation (*)	223		(20,207,088,141)	(17,941,080,472)
2. Finance lease assets	224		-	-
- Historical cost	225		-	-
- Accumulated depreciation (*)	226		-	-
3. Intangible fixed assets	227		-	-
- Historical cost	228		-	-
- Accumulated depreciation (*)	229		-	-
<b>III. Investment properties</b>	<b>230</b>	<b>V.11</b>	<b>9,773,552,695</b>	<b>10,382,202,775</b>
1. Historical cost	231		20,870,696,426	20,870,696,426
2. Accumulated depreciation (*)	232		(11,097,143,731)	(10,488,493,651)
<b>IV. Long-term work in progress</b>	<b>240</b>		<b>7,270,089,734</b>	-
1. Long-term work in progress	241		-	-
2. Construction in progress	242	V.8	7,270,089,734	-
<b>V. Long-term financial investments</b>	<b>250</b>		-	-
<b>VI. Other non-current assets</b>	<b>260</b>		<b>2,426,755,588</b>	<b>2,301,651,331</b>
1. Long-term prepaid expenses	261	V.9	2,426,755,588	2,301,651,331
4. Other non-current assets	268		-	-
<b>TOTAL ASSETS</b>	<b>270</b>		<b>119,353,680,670</b>	<b>75,727,964,302</b>

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Balance sheet (continued)**

Unit: VND

<b>TOTAL LIABILITIES AND EQUITY</b>	<b>Code</b>	<b>Note</b>	<b>Closing balance</b>	<b>Opening balance</b>
<b>C. LIABILITIES</b>	<b>300</b>		<b>80,043,857,698</b>	<b>35,346,850,628</b>
<b>I. Current liabilities</b>	<b>310</b>		<b>79,407,173,698</b>	<b>35,346,850,628</b>
1. Short-term account payables to suppliers	311	V.13	9,407,421,700	7,405,300,153
2. Advances from customers	312		76,431,182	20,000,000
3. Taxes payable to the State	313	V.14	65,568,416	389,061,492
4. Payables to employees	314		-	-
5. Accrued expenses	315	V.15	51,000,000	37,500,000
8. Short-term deferred revenue	318	V.17	15,000,000	-
9. Other short-term payables	319	V.16	101,016,768	481,046,768
10. Short-term borrowings and finance leases	320	V.12	69,690,735,632	27,013,942,215
12. Bonus and welfare fund	322		-	-
<b>II. Non-current liabilities</b>	<b>330</b>		<b>636,684,000</b>	<b>-</b>
7. Other long-term payables	337	V.16	636,684,000	-
<b>D. EQUITY</b>	<b>400</b>		<b>39,309,822,972</b>	<b>40,381,113,674</b>
<b>I. Owners' equity</b>	<b>410</b>	<b>V.18</b>	<b>39,309,822,972</b>	<b>40,381,113,674</b>
1. Share capital	411		30,000,000,000	30,000,000,000
- Ordinary shares with voting rights	411a		30,000,000,000	30,000,000,000
- Preference shares	411b		-	-
5. Treasury shares	415		(2,162,020,000)	(2,162,020,000)
8. Development investment fund	418		10,383,133,674	10,182,834,836
11. Retained earnings	421		1,088,709,298	2,360,298,838
Retained earnings brought forward	421a		-	-
Retained earnings for the current year	421b		1,088,709,298	2,360,298,838
<b>II. Funding sources and other funds</b>	<b>430</b>		<b>-</b>	<b>-</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>440</b>		<b>119,353,680,670</b>	<b>75,727,964,302</b>

Established: 07 March 2025

Prepared by

Chief Accountant

General Director



Hoang Thi Tam



Hoang Thi An



Vu Thi Ly

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**INCOME STATEMENT**  
**Year 2024**

ITEM	Code	Note	Unit: VND	
			Current year	Prior year
1. Revenue from the sale of goods and provision of services	01	VI.1	268,453,264,248	226,619,858,475
2. Revenue deductions	02	VI.2	239,634,347	1,327,370
3. Net revenue	10		268,213,629,901	226,618,531,105
4. Cost of goods sold	11	VI.3	250,971,453,502	209,148,816,553
5. Gross profit	20		17,242,176,399	17,469,714,552
6. Financial income	21	VI.4	768,971,887	549,032,795
7. Financial expenses	22	VI.5	2,417,092,689	2,209,722,280
<i>In which: Interest expense</i>	23		2,415,870,867	2,187,103,487
8. Selling expenses	25	VI.6	9,890,152,538	8,799,319,846
9. General and administrative expenses	26	VI.7	4,767,390,637	4,377,138,476
10. Net operating profit	30		936,512,422	2,632,566,745
11. Other income	31	VI.8	1,511,811,829	1,455,284,260
12. Other expenses	32	VI.9	1,087,104,124	1,116,255,653
13. Profit from other activities	40		424,707,705	339,028,607
14. Profit before tax	50		1,361,220,127	2,971,595,352
15. Current corporate income tax expense	51	VI.10	272,510,829	611,296,514
16. Deferred corporate income tax expense	52		-	-
17. Net profit after tax	60		1,088,709,298	2,360,298,838
18. Basic earnings per share	70	VI.11	403	874
19. Diluted earnings per share	71	VI.11	403	874

Prepared by



Hoang Thi Tam

Chief Accountant



Hoang Thi An

Established: 07 March 2025

General Director



Vu Thi Ly



**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**STATEMENT OF CASH FLOWS****(Indirect method)****Year 2024**

		Code	Note	Unit: VND	
ITEM				Current year	Prior year
<b>I. Cash flows from operating activities</b>					
1. Profit before tax		01		1,361,220,127	2,971,595,352
2. Adjustments for					
- Depreciation and amortization		02		3,029,003,872	3,078,478,557
- Allowances and provisions		03		329,227,835	75,412,678
- Gains/losses on revaluation of monetary items denominated in foreign currencies		04		-	-
- Gains/losses from investing activities		05		(8,529,848)	(745,552)
- Interest expenses		06		2,415,870,867	2,187,103,487
- Other adjustments		07		-	-
3. Operating profit before changes in working capital		08		7,126,792,853	8,311,844,522
- Increase/decrease in receivables		09		(6,966,136,269)	(2,622,577,396)
- Increase/decrease in inventories		10		(10,528,080,352)	(1,102,370,219)
- Increase/decrease in payables (excluding interests payable and corporate income taxes payable)		11		2,171,762,072	(5,857,128,864)
- Increase/decrease in prepaid expenses		12		(147,135,346)	(1,957,858,542)
- Increase/decrease in trading securities		13		(14,860,001,316)	-
- Interest paid on loans		14		(2,415,870,867)	(2,187,103,487)
- Corporate income tax paid		15		(424,053,248)	(774,447,705)
- Proceeds from other operating activities		16		-	-
- Payments for other operating activities		17		-	(4,615,878)
Net cash flows from operating activities		20		(26,042,722,473)	(6,194,257,569)
<b>II. Cash flows from investing activities</b>					
1. Payments for additions to fixed assets and other non-current assets		21		(13,779,958,134)	(1,167,327,273)
2. Proceeds from disposal of fixed assets and other non-current assets		22		6,363,636	-
3. Payments for loans and purchase of debt instruments of other entities		23		-	-
4. Proceeds from loans recovery and sale of debt instruments of other entities		24		-	-
5. Payments for equity investments in other entities		25		-	-
6. Proceeds from recovery of equity investments in other entities		26		-	-
7. Proceeds from interest on loans, dividends, and profit distributions		27		2,166,212	745,552
Net cash flows from investing activities		30		(13,771,428,286)	(1,166,581,721)

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Statement of cash flows (continued)**

Unit: VND

ITEM	Code	Note	Current year	Prior year
<b>III. Cash flows from financing activities</b>				
1. Proceeds from shares issuance and capital contributions from owners	31		-	-
2. Repayment of capital contributions to owners, repurchase of issued shares	32		-	-
3. Proceeds from borrowings	33		220,229,974,128	134,323,351,575
4. Payments to settle loan principals to banks	34		(177,553,180,711)	(123,732,870,918)
5. Principal repayment of finance lease liabilities	35		-	-
6. Payments of dividends at the Company and subsidiaries	36		(2,160,006,000)	(2,161,308,000)
<b>Net cash flows from financing activities</b>	<b>40</b>		<b>40,516,787,417</b>	<b>8,429,172,657</b>
<b>Net cash flows during the year</b>	<b>50</b>		<b>702,636,658</b>	<b>1,068,333,367</b>
<b>Cash and cash equivalents at beginning of the year</b>	<b>60</b>		<b>4,361,900,601</b>	<b>3,293,567,234</b>
Effect of exchange rate fluctuations on cash and cash equivalents	61		-	-
<b>Cash and cash equivalents at end of the year</b>	<b>70</b>		<b>5,064,537,259</b>	<b>4,361,900,601</b>

Established, 07 March 2025

Prepared by

Chief Accountant



Hoang Thi Tam



Hoang Thi An



General Director

Vu Thi Ly



**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**NOTES TO THE FINANCIAL STATEMENTS**

**Year 2024**

**I. REPORTING ENTITY**

1. **Ownership structure** : Joint Stock Company

2. **Business sectors** : Trade and real estate business

3. **Business activities** :

The principal activities of the Company for the financial year ended 31 December 2024 are as follows:

- Trading of goods: Electronic device, electrical equipment, office supplies, household goods;
- Real estate business: Office leasing.

4. **Normal operating cycle:** Within 12 months.

5. **Operational characteristics of the Company affecting the financial statements during the financial year:** None.

6. **Statement on the comparability of financial statement information:** The financial statement figures for the year ended 31 December 2024 are fully consistent and comparable with those for the year ended 31 December 2023.

7. **Employees**

As at the financial year-end, the Company has 43 employees (compared to 36 employees as at 01/01/2024)

**II. FINANCIAL YEAR AND FUNCTIONAL CURRENCY**

1. **Financial year**

The financial year of the Company runs from 01 January to 31 December each year.

2. **Functional currency**

The functional currency of the Company is Vietnam Dong (VND).

**III. APPLIED ACCOUNTING STANDARD AND SYSTEM**

1. **Applied Accounting System**

The Company applies the Vietnamese Accounting System for enterprises under Circular No. 200/2014/TT-BTC dated 22 December 2014, and Circular No. 53/2016/TT-BTC dated 21 March 2016 of the Ministry of Finance amending and adding some articles of circular No. 200/2014/TT-BTC.

2. **Statement of Compliance**

The financial statements were prepared and presented in accordance with the current Vietnamese Accounting Standards and Vietnamese Accounting System for enterprises.

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

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**IV. APPLIED ACCOUNTING POLICIES**

**1. Cash**

Cash comprises cash on hand and bank deposits.

**2. Accounts receivable**

Accounts receivable are presented at their carrying value, net of allowance for doubtful debts.

The classification of receivables into trade receivables and other receivables is based on the following principles:

- Trade receivables represent commercial receivables arising from sales transactions between the Company and independent buyers, including receivables from entrusted export sales.
- Other receivables represent non-commercial receivables that are not related to buying and selling transactions.

The allowance for doubtful debts is determined based on the overdue aging of receivables or estimated potential losses, as follows:

- For overdue receivables:
  - 30% of the outstanding balance for receivables overdue from 6 months to under 1 year.
  - 50% of the outstanding balance for receivables overdue from 1 year to under 2 years.
  - 70% of the outstanding balance for receivables overdue from 2 years to under 3 years.
  - 100% of the outstanding balance for receivables overdue for 3 years or more.
- For receivables not yet overdue but deemed uncollectible: the allowance is made based on estimated potential losses.

**3. Inventories**

Inventory is recognized at cost. If the net realizable value is lower than cost, inventory is measured at net realizable value. The cost of inventory includes purchase costs, processing costs, and other directly attributable costs to bring the inventory to its present location and condition. Net realizable value is determined by subtracting the estimated costs to complete the product, along with the estimated costs for marketing, selling, and distribution.

Inventory is measured using the weighted average method and accounted for under the perpetual inventory system.

**4. Tangible fixed assets**

Tangible fixed assets are presented at historical cost, net of accumulated depreciation. Historical cost includes all expenditures necessary to acquire and prepare the asset for use. Subsequent costs are capitalized only if they clearly enhance the economic benefits derived from the asset. Costs that do not meet this criterion are recognized as expenses in the period in which they are incurred.

Upon disposal or liquidation, the historical cost and accumulated depreciation of the assets are derecognized, with any resulting gain or loss recognized in the income statement.

Tangible fixed assets are depreciated using the straight-line method over their estimated useful lives as follows:

<u>Asset category</u>	<u>Useful life</u>
- Buildings and structures	05 – 20 years



**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

---

<u>Asset category</u>	<u>Useful life</u>
- Machinery and equipment	04 – 08 years
- Transportation vehicles and transmission equipment	03 – 08 years

**5. Investment properties*****Historical cost***

Investment properties are recognized at cost. During the holding period for appreciation or leasing, they are presented at historical cost, net of accumulated depreciation and carrying value. Expenses incurred after the asset is put into use are recorded as expenses in the period incurred. If these expenses demonstrably increase the future economic benefits of the investment property beyond the initially assessed standard, they are capitalized into historical cost.

***Depreciation***

Investment properties are depreciated using the straight-line method over their estimated useful life as follows:

- Buildings	30 – 36 years
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**6. Prepaid expenses**

Prepaid expenses include actual expenses incurred that relate to multiple financial periods. The company's prepaid expenses include:

***Tools and equipment***

Tools and equipment are amortized on a straight-line basis over a period not exceeding 3 years.

***Major repairs***

Major repairs are amortized on a straight-line basis over a period not exceeding 3 years.

***Other expenses***

Other expenses are amortized on a straight-line basis over a period not exceeding 1 year.

**7. Liabilities and accrued expenses**

Liabilities and accrued expenses are recognized at the amounts payable in the future for goods and services already received. Accrued expenses are recognized based on reasonable estimates of the amounts payable.

The classification of liabilities into trade payables and other payables follows these principles:

- Trade payables represent commercial obligations arising from purchases of goods, services, and assets from independent suppliers, including amounts payable for imports through entrusted agents.
- Accrued expenses include amounts payable for goods and services received or provided but not yet invoiced or fully documented, as well as employee-related costs such as accrued leave and other business expenses to be allocated.
- Other payables represent non-commercial obligations unrelated to the purchase, sale, or provision of goods and services.

**8. Loans**

Loans are tracked individually for each lender, loan agreement, and repayment term.

**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

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**9. Deferred revenue**

Deferred revenue represents advance payments received from customers for asset leases covering one or more financial years.

It is recognized as revenue from the sale of goods and provision of services or financial activities in amounts allocated appropriately to each financial year.

**10. Owners' equity**

Owners' equity is recognized at the actual amount of contributed capital.

Retained earnings represent the Company's net profit (or loss) after corporate income tax, as well as any distributions or loss adjustments. These earnings may be distributed to investors based on capital contribution ratios, subject to approval by the General Meeting of Shareholders or Board of Directors, and after statutory reserve allocations in accordance with Company charter and Vietnamese law.

Dividends payable are recognized as liabilities in the Company's balance sheet following approval by the General Meeting of Shareholders or the official dividend distribution announcement.

**11. Revenue**

***Revenue from sales of goods***

Revenue from sales is recognized when all the following conditions are fulfilled:

- The significant risks and rewards of ownership have been transferred to the buyer;
- The company no longer retains control over the goods as the owner;
- The revenue amount is reliably measurable;
- The company has received or is expected to receive economic benefits from the transaction;
- The costs related to the sale are determinable.

Revenue is measured at the fair value of consideration received or receivable, following the accrual accounting principle. Advance payments from customers are not recognized as revenue in the current year.

***Revenue from asset leases***

Revenue from asset leases is recognized on a straight-line basis over the lease term. Prepaid lease payments for multiple years are allocated to revenue over the lease period. Lease revenue is recognized when the following conditions are fulfilled:

- The revenue amount is reliably measurable;
- It is probable that economic benefits will flow to the company;
- The stage of completion at the reporting date is determinable;
- The costs incurred and expected to complete the service are determinable.

***Financial income***

Financial income, including interest income, royalties, dividends, and profit-sharing, is recognized when both conditions are fulfilled:

- It is probable that economic benefits will flow to the company;
- The revenue amount is reliably measurable.

**12. Revenue deductions**

Deductions from sales revenue and service provision arising during the year include: Trade discounts and Sales returns.

**13. Cost of goods sold**

Cost of goods sold represents the cost of goods and services delivered and completed during the year.

The cost of goods sold is recognized in line with the corresponding revenue, including any accrued expenses allocated to cost of goods sold.



**SONG DA – THANH HOA JOINT STOCK COMPANY**

Address: 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, Thanh Hoa City

**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

---

**14. Financial expenses**

Financial expenses include borrowing costs and exchange rate losses arising from foreign currency transactions.

These expenses are recorded at the total amount incurred during the year without offsetting against financial income.

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

***Selling expenses***

Selling expenses represent actual costs incurred during the sales process, including salaries and related contributions for sales personnel, costs of tools and supplies, prepaid expenses allocated to sales expenses, advertising expenses, and similar costs.

***General and administrative expenses***

General and administrative expenses represent the Company's overall management costs, including salaries, wages, allowances, and bonuses for management personnel; social insurance, health insurance, trade union fees, and unemployment insurance for management employees; office materials, labor tools, depreciation of fixed assets used for administrative purposes; land rental, business license fees; provisions for doubtful debts; outsourced services (electricity, water, telephone, fax, asset insurance, fire insurance, etc.); and other cash expenses (customer entertainment, business meetings, etc.).

**16. Financial instruments**

**Financial assets**

***Classification***

The Company classifies its financial assets into the following categories: financial assets measured at fair value through profit or loss, held-to-maturity investments, loans and receivables, and available-for-sale financial assets. The classification is based on the nature and purpose of the financial assets and is determined at the time of initial recognition.

***Financial assets measured at fair value through profit or loss***

The classified financial assets are recognized at fair value through profit or loss if they are held for trading or designated as such at initial recognition. A financial asset is considered held for trading if:

- It is acquired or incurred primarily for the purpose of selling or repurchasing in the near term;
- The Company intends to hold it for short-term profit-taking;
- It is a derivative financial instrument, except for derivatives designated as effective hedging instruments or financial guarantee contracts.

***Receivables***

Receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

***Initial recognition***

Financial assets are recognized on the trade date, which is the date the Company commits to purchasing the asset, and are derecognized on the settlement date when sold. At initial recognition, financial assets are measured at purchase price or issue price, plus directly attributable transaction costs related to the acquisition or issuance of the financial asset.

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**Notes to the Financial Statements (continued)****17. Current corporate income tax expenses**

Corporate income tax expense represents the current income tax, calculated based on taxable income. Taxable income differs from accounting profit due to adjustments for temporary differences between tax and accounting treatments, non-deductible expenses, non-taxable income, and tax loss carryforwards.

**18. Related parties**

Parties are considered related parties if one party has control or significant influence over the other in making financial and operational policy decisions. They are also classified as related parties if they are under common control or subject to significant common influence.

In assessing related party relationships, the substance of the relationship takes precedence over its legal form.

Transactions with related parties during the year are disclosed in Note VIII.1.

**V. SUPPLEMENTARY INFORMATION TO ITEMS DISCLOSED IN THE BALANCE SHEET**

Unit: VND

**1. Cash**

	<b>Closing balance</b>	<b>Opening balance</b>
Cash on hand	4,118,717,233	2,380,626,735
Demand deposits	945,820,026	1,981,273,866
<b>Total</b>	<b>5,064,537,259</b>	<b>4,361,900,601</b>

**2. Short-term financial investments**

	<b>Closing balance</b>		<b>Opening balance</b>	
	<b>Cost</b>	<b>Preventive</b>	<b>Cost</b>	<b>Preventive</b>
<i>Trading securities</i>	<b>14,860,001,316</b>	-	-	-
Other investments (*)	14,860,001,316	-	-	-
<b>Total</b>	<b>14,860,001,316</b>	-	-	-

(\*) Debt purchase of Phuc Thanh Infrastructure Development and Construction Investment Joint Stock Company at Vietnam Joint Stock Commercial Bank for Industry and Trade - North Thanh Hoa Branch according to Debt Purchase Contract No. 01/HDMBN-Vietinbank dated July 8, 2024. The total value of the debt according to the provisional books as of July 1, 2024 is VND 55,520,938,869. The collateral for the debt is all land use rights and assets attached to the land at No. 171, Thanh Thai, Dong Tho Ward, Thanh Hoa City, Thanh Hoa Province. The re-appraised asset value is VND 32,130,000,000 according to the asset appraisal result announcement of the Thanh Hoa City Civil Judgment Enforcement Office dated January 7, 2025. According to Resolution No. 38/NQ-HDQT of the Board of Directors dated June 20, 2024 on the business plan, this investment will be resold by auction. The auction will be held on March 14, 2025 according to Notice of auction of assets for execution of judgment No. 25/TB-TTĐVĐG dated February 17, 2025 of the Thanh Hoa Department of Justice, Property Auction Service Center.



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Unit: VND

**3. Short-term accounts receivable from customers**

	<u>Closing balance</u>	<u>Opening balance</u>
<i>Receivables from related parties</i>	-	-
<i>Other receivables from customers</i>	<b>17,481,860,439</b>	<b>11,035,411,025</b>
Quang Trung Trading Investment and Construction Company Limited	605,712,000	1,300,000,000
Hoang Quan Trading, Service and Technology Company Limited	1,032,310,000	-
Other receivables from customers	15,843,838,439	9,735,411,025
<b>Total</b>	<b><u>17,481,860,439</u></b>	<b><u>11,035,411,025</u></b>

**4. Short-term prepayments to suppliers**

	<u>Closing balance</u>	<u>Opening balance</u>
<i>Prepayment to suppliers – related parties</i>	<b>6,509,868,400</b>	-
Thanh Nam Mechanical - Thermal - Electrical Company Limited	6,509,868,400	-
<i>Other prepayments to suppliers</i>	<b>1,499,542,423</b>	<b>464,496,769</b>
Dai Dong Tien Corporation	324,906,317	181,187,174
Aqua Electrical Appliances Vietnam Company Limited	371,893,664	194,588,738
Kangaroo International Joint Venture Company	-	69,620,108
Other short-term prepayments to suppliers	802,742,442	19,100,749
<b>Total</b>	<b><u>8,009,410,823</u></b>	<b><u>464,496,769</u></b>

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5. Other short-term receivables	Unit: VND			
	Closing balance		Opening balance	
	Value	Allowance	Value	Allowance
Sales bonus receivable	2,923,112,513	-	3,024,234,767	-
+ <i>Hoa Phat Refrigeration Engineering Company Limited</i>	2,218,404,862	-	1,776,026,834	-
+ <i>Aqua Electrical Appliances Vietnam Company Limited</i>	427,058,190	-	946,228,784	-
+ <i>Qui Phuc Trading - Service - Production Company Limited</i>	190,153,094	-	133,168,843	-
+ <i>Kangaroo International Joint Venture Company</i>	87,496,367	-	168,810,306	-
Other receivables	7,267,800	(7,267,800)	8,077,800	(7,267,800)
<b>Total</b>	<b>2,930,380,313</b>	<b>(7,267,800)</b>	<b>3,032,312,567</b>	<b>(7,267,800)</b>

6. Overdue unpaid debts	Unit: VND			
	Closing balance		Opening balance	
	Overdue period	Allowance	Gross carrying amount	Allowance
Toan Thang Company Limited	Over 3 years	(331,690,000)	331,690,000	(331,690,000)
Van Anh Travel and Logistics Company Limited	1 year - 2 years	(19,086,326)	38,172,651	(11,451,795)
VAT receivable from subsidiary 2	Over 3 years	(7,267,800)	7,267,800	(7,267,800)
People's Committee of Yen Lac Commune	Over 3 years	(62,715,000)	62,715,000	(62,715,000)
Mr. Le Van Anh	2 years - 3 years	(3,081,400)	10,402,000	(7,281,400)
Chau Long Construction Company	1 year - 2 years	(26,985,000)	88,550,000	-
Mr. Le Xuan Dai	1 year - 2 years	(36,375,000)	72,750,000	-
Trung Kien Electronics Store	Over 3 years	(16,100,000)	16,100,000	(16,100,000)
<b>Total</b>	-	<b>(503,300,526)</b>	<b>571,647,451</b>	<b>(436,505,995)</b>



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**Notes to the Financial Statements (continued)**

Unit: VND

**7. Inventories**

	<b>Closing balance</b>		<b>Opening balance</b>	
	<i>Value</i>	<i>Allowance</i>	<i>Value</i>	<i>Allowance</i>
Goods	43,939,492,190	(1,068,386,877)	33,411,411,838	(805,953,573)
<b>Total</b>	<b>43,939,492,190</b>	<b>(1,068,386,877)</b>	<b>33,411,411,838</b>	<b>(805,953,573)</b>

**8. Construction in progress**

	<b>Closing balance</b>	<b>Opening balance</b>
Purchasing (Sports Center) (*)	2,084,489,734	-
Construction in progress	5,185,600,000	-
- Construction design consulting costs at 301 Tran Phu (*)	685,600,000	-
- Land use rights in Dien Bien ward, Thanh Hoa (**)	4,500,000,000	-
<b>Total</b>	<b>7,270,089,734</b>	<b>-</b>

(\*) Cost of purchasing assets and repairing at location 301 Tran Phu, Ba Dinh ward, Thanh Hoa city to deploy retail business of existing items and open a fitness and yoga center at location 301 Tran Phu according to the business plan approved by Resolution of the Board of Directors of the Company No. 54/2024/HDQT-NQ dated October 15, 2024. Business implementation time from the first quarter of 2025.

(\*\*) Cost of receiving the transfer of land use rights in Dien Bien ward, Thanh Hoa city, Thanh Hoa province according to the Land Use Rights Transfer Contract dated August 30, 2024 between the Company and Mr. Nguyen Dinh Cuong and Ms. Bui Thi Hop, approved by Resolution of the Board of Directors No. 50/NQ-HĐQT dated August 27, 2024. The transfer price is VND 4,500,000,000 and the Company is carrying out the procedures to be granted the Land Use Rights Certificate.

**9. Prepaid expenses****a) Short-term prepaid expenses**

	<b>Closing balance</b>	<b>Opening balance</b>
Insurance expenses	36,838,918	34,157,800
Tools and equipment in use	31,307,068	10,320,000
Others	-	1,637,097
<b>Total</b>	<b>68,145,986</b>	<b>46,114,897</b>

**b) Long-term prepaid expenses**

	<b>Closing balance</b>	<b>Opening balance</b>
Tools and equipment in use	75,591,271	12,129,129
Heat insulation roof for the Commercial Center at 25 Le Loi – Thanh Hoa	671,223,177	1,118,705,301
Asset repair costs	1,623,125,516	1,170,816,901
Others	56,815,624	-
<b>Total</b>	<b>2,426,755,588</b>	<b>2,301,651,331</b>

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**Notes to the Financial Statements (continued)**

	Unit: VND		
<b>10. Tangible fixed assets</b>			
		<b>Transportation vehicles and transmission equipment</b>	<b>Total</b>
<b>Historical cost</b>			
Opening balance	16,109,740,595	8,769,423,759	29,292,958,587
Additions	-	-	-
Asset disposal and sale	-	(154,346,123)	(154,346,123)
<b>Closing balance</b>	<b>16,109,740,595</b>	<b>8,615,077,636</b>	<b>29,138,612,464</b>
<i>In which:</i>			
<i>Fully depreciated assets still in use</i>	<i>1,488,801,242</i>	<i>2,610,903,091</i>	<i>8,513,498,566</i>
<b>Accumulated depreciation</b>			
Opening balance	7,960,795,733	4,352,061,369	17,941,080,472
Depreciation for the year	1,210,679,064	61,732,864	2,420,353,792
Asset disposal and sale	-	(154,346,123)	(154,346,123)
<b>Closing balance</b>	<b>9,171,474,797</b>	<b>6,621,819,111</b>	<b>20,207,088,141</b>
<b>Net book value</b>			
Opening balance	8,148,944,862	3,141,200,389	11,351,878,115
<b>Closing balance</b>	<b>6,938,265,798</b>	<b>1,993,258,525</b>	<b>8,931,524,323</b>

As at 31 December 2024, the historical cost and carrying amount of the tangible fixed assets pledged as collateral for loans at the Commercial Bank are VND 15,263,524,293 and VND 6,655,205,090.

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**Notes to the Financial Statements (continued)**

Unit: VND

**11. Investment properties**

	<b>Historical cost</b>	<b>Accumulated depreciation</b>	<b>Carrying amount</b>
Opening balance	20,870,696,426	(10,488,493,651)	10,382,202,775
Depreciation for the year	-	(608,650,080)	(608,650,080)
<b>Closing balance</b>	<b>20,870,696,426</b>	<b>(11,097,143,731)</b>	<b>9,773,552,695</b>

As at 31 December 2024, the historical cost and carrying amount of the investment property – Commercial Center at 25 Le Loi – are VND 15,488,315,193 and VND 7,979,425,645. This property has been pledged as collateral for loans at Vietnam Bank for Agriculture and Rural Development –Thanh Hoa Branch.

According to Accounting Standard No. 05 – “Investment Property,” the fair value of investment property as of December 31, 2024, needs to be disclosed. The Company has not determined the fair value of its investment property as of December 31, 2024, for disclosure in the notes to the financial statements due to the absence of recent market transactions for similar properties in the same location.



		Closing balance		Opening balance	
		Value	Repayable amount	Value	Repayable amount
<b>12. Short-term loans and finance lease liabilities</b>					
<b>- Bank loans</b>					
+ Vietnam Bank for Agriculture and Rural Development –Thanh Hoa Branch under Credit agreement No. 3500 - LAV - 202401232 dated 30 October 2024 (1)		69,690,735,632	69,690,735,632	27,013,942,215	27,013,942,215
+ Vietnam Joint Stock Commercial Bank for Industry and Trade – Bac Thanh Hoa Branch under Loan facility agreement No. 300057250/2024-HĐCVHM/NHCT424-THANH HOA SONGDA dated 13 June 2024 (2)		35,477,763,698	35,477,763,698	16,010,284,349	16,010,284,349
		34,212,971,934	34,212,971,934	11,003,657,866	11,003,657,866
<b>Total</b>		<b>69,690,735,632</b>	<b>69,690,735,632</b>	<b>27,013,942,215</b>	<b>27,013,942,215</b>

Unit: VND

- Loans provided by Vietnam Bank for Agriculture and Rural Development –Thanh Hoa Branch under Credit facility agreement No. 3500 - LAV - 202401232 dated 30 October 2024, with a credit limit of VND70,000,000,000. The maximum credit facility term is 36 months from the contract signing date. The loan term for each specific promissory note does not exceed 03 months. The loan is intended to supplement working capital for the commercial business plan for the 2024-2025 period. The annual interest rate ranges from 4.0% to 4.5% during the year. The collateral consists of all assets attached to the land at plot no. 85, cadastral map no. 07, with an area of 3458.0m2, located at 25 Le Loi Boulevard, Lam Son Ward, Thanh Hoa City, owned by the Company under Mortgage agreement No. 3500/HS/163/2023 dated 19/10/2023.
- Loans provided by Vietnam Joint Stock Commercial Bank for Industry and Trade – Bac Thanh Hoa Branch (“Vietinbank”) under Credit facility agreement No. 300057250/2024-HĐCVHM/NHCT424-THANH HOA SONGDA dated 13 June 2024, with a credit limit of VND55,000,000,000. The credit facility maintenance period is until 13/06/2025. The loan term for each specific promissory note shall not exceed 06 months. The loan is intended to supplement working capital for the commercial business plan. The annual interest rate ranges from 5.0% to 5.5% during the year. The collateral consists of all assets attached to the land at plot no. 02, map no. 29, with an area of 4,708.2 m2, located at Dinh Huong – Tay Bac Ga Industrial Park, Dong Tho Ward, Thanh Hoa City owned by the Company under Mortgage agreement No. 300057250/2022/HĐBĐ/NHCT424/CV881671 dated 17/5/2022, and the rotated inventory determined based on the ratio of the Company’s short-term credit balance at Vietinbank to the Company’s total short-term credit balance at financial institutions, as per the Asset mortgage agreement No. 300057250/2022/HĐBĐ/NHCT424-HTK dated 17/5/2022.

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Unit: VND

Details of short-term loans are as follows:

	Opening balance	Loan amount incurred during the year	Reclassification from long-term borrowings and debts	Loan repayments made during the year	Closing balance
+ Vietnam Bank for Agriculture and Rural Development – Thanh Hoa Branch under Credit agreement No. 3500 - LAV - 202401232 dated 30 October 2024	16,010,284,349	158,708,786,882	-	139,241,307,533	35,477,763,698
+ Vietnam Joint Stock Commercial Bank for Industry and Trade – Bac Thanh Hoa Branch under Loan facility agreement No. 300057250/2024-HDCVHM/NHCT424-THANH HOA SONGDA dated 13 June 2024	11,003,657,866	61,521,187,246	-	38,311,873,178	34,212,971,934
<b>Total</b>	<b>27,013,942,215</b>	<b>220,229,974,128</b>	<b>-</b>	<b>177,553,180,711</b>	<b>69,690,735,632</b>

**13. Short-term accounts payable to suppliers**

	Closing balance		Opening balance	
	Value	Repayable amount	Value	Repayable amount
<i>Other payables to suppliers</i>				
Hoa Phat Refrigeration Engineering Company Limited	9,407,421,700	9,407,421,700	7,405,300,153	7,405,300,153
The One Furniture Trading and Manufacturing Joint Stock Company	5,973,730,124	5,973,730,124	5,119,410,326	5,119,410,326
Other short-term payables to suppliers	890,122,362	890,122,362	597,367,063	597,367,063
	2,543,569,214	2,543,569,214	1,688,522,764	1,688,522,764
<b>Total</b>	<b>9,407,421,700</b>	<b>9,407,421,700</b>	<b>7,405,300,153</b>	<b>7,405,300,153</b>



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Unit: VND

14. Taxes payable to the State	Opening balance		During the year		Closing balance	
	Receivable	Payable	Amount payable	Amount paid	Receivable	Payable
Output value-added tax	-	190,055,523	127,046,075	298,510,871	-	18,590,727
Corporate income tax	-	196,249,967	272,510,829	424,053,248	-	44,707,548
Personal income tax	-	2,756,002	110,170,196	110,656,057	-	2,270,141
Land and property tax, land rental fees	583,043,952	-	1,986,006,035	1,402,962,083	-	-
Fees, charges, and other obligations	-	-	7,000,000	7,000,000	-	-
<b>Total</b>	<b>583,043,952</b>	<b>389,061,492</b>	<b>2,502,733,135</b>	<b>2,243,182,259</b>	<b>-</b>	<b>65,568,416</b>

**Value-added tax**

The Company applies the deduction method for value-added tax.

From 1 January 2024, the Company applies a VAT reduction from 10% to 8%, pursuant to Decree 94/2023/NĐ-CP dated 28/11/2023.

**Corporate income tax**

A tax rate of 20% is applied.

**Other taxes**

The Company declares and pays taxes in accordance with regulations.

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**Notes to the Financial Statements (continued)**

Unit: VND

**15. Short-term accrued expenses**

	<u>Closing balance</u>	<u>Opening balance</u>
Other expenses	51,000,000	37,500,000
<b>Total</b>	<b>51,000,000</b>	<b>37,500,000</b>

**16. Other payables and accruals****a) Other short-term payables and accruals**

	<u>Closing balance</u>	<u>Opening balance</u>
Short-term deposits and collaterals received	12,448,133	12,448,133
Dividends payable	79,592,635	79,598,635
Other payables and accruals	8,976,000	389,000,000
+ <i>Accrued customer appreciation and customer support expenses</i>	-	389,000,000
+ <i>Other payables to various parties</i>	8,976,000	-
<b>Total</b>	<b>101,016,768</b>	<b>481,046,768</b>

**b) Other long-term payables and accruals**

	<u>Closing balance</u>	<u>Opening balance</u>
Long-term deposits and collaterals received	636,684,000	-
<b>Total</b>	<b>636,684,000</b>	-

(\*) Rental deposits received by the Company for lease agreements.

**17. Short-term deferred revenue**

	<u>Closing balance</u>	<u>Opening balance</u>
Rental revenue	15,000,000	-
<b>Total</b>	<b>15,000,000</b>	-

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Unit: VND

<b>18. Owners' equity</b>					
<i>a. Changes in owners' equity</i>					
	Share capital	Treasury shares	Development investment fund	Retained earnings	Total
<b>Balance at 1 January 2023</b>	<b>30,000,000,000</b>	<b>(2,162,020,000)</b>	<b>8,923,178,729</b>	<b>3,419,656,107</b>	<b>40,180,814,836</b>
Increase in capital during the prior year	-	-	-	-	-
Profit/(loss) for the prior year	-	-	-	2,360,298,838	2,360,298,838
Profit distribution	-	-	1,259,656,107	(3,419,656,107)	(2,160,000,000)
Other decreases	-	-	-	-	-
<b>Balance at 31 December 2023</b>	<b>30,000,000,000</b>	<b>(2,162,020,000)</b>	<b>10,182,834,836</b>	<b>2,360,298,838</b>	<b>40,381,113,674</b>
<b>Balance at 1 January 2024</b>	<b>30,000,000,000</b>	<b>(2,162,020,000)</b>	<b>10,182,834,836</b>	<b>2,360,298,838</b>	<b>40,381,113,674</b>
Increase in capital during the year	-	-	-	-	-
Profit/(loss) for the year	-	-	-	1,088,709,298	1,088,709,298
Profit distribution (*)	-	-	200,298,838	(2,360,298,838)	(2,160,000,000)
<b>Balance at 31 December 2024</b>	<b>30,000,000,000</b>	<b>(2,162,020,000)</b>	<b>10,383,133,674</b>	<b>1,088,709,298</b>	<b>39,309,822,972</b>

(\*) As per the Meeting minutes and Resolution of the Annual General Meeting of Shareholders No. 01/2024/THS/NQ-THSD, dated 24 April 2024, the Company distributed the 2023 profit as follows:

	Amount
Appropriation to the development investment fund	200,298,838
Appropriation for dividend payment	2,160,000,000
<b>Total</b>	<b>2,360,298,838</b>



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Unit: VND

**b. Details of owners' capital contribution as at 31 December 2024**

	<b>Closing balance</b>	<b>Percentage</b>	<b>Opening balance</b>	<b>Percentage</b>
Mr. Le Anh Tuan	21,323,640,000	71.08	21,323,640,000	71.08
Mr. Nguyen Xuan Bac	1,404,840,000	4.68	1,404,840,000	4.68
Ms. Nguyen Thi Huong	2,920,000,000	9.73	2,920,000,000	9.73
Other entities	1,351,520,000	4.51	1,351,520,000	4.51
Treasury shares	3,000,000,000	10.00	3,000,000,000	10.00
<b>Total</b>	<b>30,000,000,000</b>	<b>100.00</b>	<b>30,000,000,000</b>	<b>100.00</b>

**c. Equity transactions with owners and distribution of dividends and profits**

	<b>Year-to-date cumulative</b>	
	<b>Current year</b>	<b>Prior year</b>
- Contributed capital		
+ Opening balance of contributed capital	30,000,000,000	30,000,000,000
+ Increase in contributed capital during the year	-	-
+ Decrease in contributed capital during the year	-	-
+ Closing balance of contributed capital	30,000,000,000	30,000,000,000
- Dividends and distributed profits	2,160,000,000	2,160,000,000

**d. Shares**

	<b>Closing balance</b>	<b>Opening balance</b>
- Number of shares registered for issuance	3,000,000	3,000,000
- Number of shares sold to the public	3,000,000	3,000,000
+ <i>Ordinary shares</i>	3,000,000	3,000,000
+ <i>Preference shares</i>	-	-
- Number of shares repurchased	300,000	300,000
+ <i>Ordinary shares</i>	300,000	300,000
+ <i>Preference shares</i>	-	-
- Number of shares outstanding	2,700,000	2,700,000
+ <i>Ordinary shares</i>	2,700,000	2,700,000
+ <i>Preference shares</i>	-	-

\* Par value of outstanding shares: VND 10,000 per share.

**e. The Company's funds**

	<b>Closing balance</b>	<b>Opening balance</b>
Development investment fund	10,383,133,674	10,182,834,836
<b>Total</b>	<b>10,383,133,674</b>	<b>10,182,834,836</b>

**19. Off-balance sheet item**

	<b>Closing balance</b>	<b>Opening balance</b>
Written-off bad debts	1,557,487,768	1,557,487,768

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For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)****VI. SUPPLEMENTARY INFORMATION TO ITEMS DISCLOSED IN THE INCOME STATEMENT****1. Revenue from the sale of goods and provision of services**

	<b>Current year</b>	<b>Prior year</b>
Sales of goods	260,430,004,031	215,770,233,034
Real estate business sales	8,023,260,217	10,849,625,441
<b>Total</b>	<b>268,453,264,248</b>	<b>226,619,858,475</b>

**2. Revenue deductions**

	<b>Current year</b>	<b>Prior year</b>
Trade discount	2,007,073	1,327,370
Returned goods	237,627,274	-
<b>Total</b>	<b>239,634,347</b>	<b>1,327,370</b>

**3. Cost of goods sold**

	<b>Current year</b>	<b>Prior year</b>
Cost of goods sold	247,333,652,519	206,824,807,475
Cost of investment property activities	3,375,367,679	2,270,576,795
Allowance for inventories	262,433,304	53,432,283
<b>Total</b>	<b>250,971,453,502</b>	<b>209,148,816,553</b>

**4. Financial income**

	<b>Current year</b>	<b>Prior year</b>
Interest income from deposits and loans	2,166,212	745,552
Interest income from deferred sales and payment discounts received	766,805,675	548,287,243
<b>Total</b>	<b>768,971,887</b>	<b>549,032,795</b>

**5. Financial expenses**

	<b>Current year</b>	<b>Prior year</b>
Interest expense on borrowings	2,415,870,867	2,187,103,487
Guarantee fee	-	22,616,459
Foreign exchange losses	1,221,822	-
Other financial expenses	-	2,334
<b>Total</b>	<b>2,417,092,689</b>	<b>2,209,722,280</b>

**SONG DA – THANH HOA JOINT STOCK COMPANY**

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**FINANCIAL STATEMENTS**

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**Notes to the Financial Statements (continued)**

Unit: VND

**6. Selling expenses**

	<b>Current year</b>	<b>Prior year</b>
Staff expenses	5,128,580,402	4,129,113,522
Raw materials and packaging expenses	962,765,739	938,774,793
Tools and supplies expenses	523,732,936	636,754,175
Depreciation expense	1,428,923,428	1,274,051,631
Taxes, fees and charges	-	72,835,920
Outsourced service expenses	485,275,116	561,127,483
Other selling expenses	1,360,874,917	1,186,662,322
<b>Total</b>	<b>9,890,152,538</b>	<b>8,799,319,846</b>

**7. General and administrative expenses**

	<b>Current year</b>	<b>Prior year</b>
Staff expenses	2,401,774,616	2,427,574,846
Office supplies expenses	58,211,052	48,259,954
Depreciation expense	991,430,364	1,195,776,846
Taxes, fees and charges	118,396,013	5,825,057
Provision expense	66,794,531	21,980,395
Outsourced service expenses	517,753,429	170,650,167
Other general and administrative expenses	613,030,632	507,071,211
<b>Total</b>	<b>4,767,390,637</b>	<b>4,377,138,476</b>

**8. Other income**

	<b>Current year</b>	<b>Prior year</b>
Gain from disposal of fixed assets	6,363,636	-
Electricity and water charges from leased premises	1,085,779,191	1,057,709,982
Promotional goods and sales support received	416,866,463	396,304,936
Bad debt recovery	-	819,342
Other income	2,802,539	450,000
<b>Total</b>	<b>1,511,811,829</b>	<b>1,455,284,260</b>

**9. Other expenses**

	<b>Current year</b>	<b>Prior year</b>
Electricity and water expense	1,085,770,101	1,067,583,750
Penalties and fines	683,518	43,842,231
Other expenses	650,505	4,829,672
<b>Total</b>	<b>1,087,104,124</b>	<b>1,116,255,653</b>



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**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

Unit: VND

**10. Corporate income tax expense for the current year**

	<b>Current year</b>	<b>Prior year</b>
Corporate income tax expense on current year taxable income (*)	272,510,829	604,053,451
Adjustments of prior year's corporate income tax expense to current year's tax expense	-	7,243,063
<b>Total corporate income tax expense – current</b>	<b>272,510,829</b>	<b>611,296,514</b>

**(\*) Determining the corporate income tax expense for the current year:**

	<b>Current year</b>	<b>Prior year</b>
Profit before tax	1,361,220,127	2,971,595,352
Adjustments to increase	1,334,023	48,671,903
<i>Penalties for late payment and regulatory fines</i>	<i>683,518</i>	<i>43,842,231</i>
<i>Other adjustments</i>	<i>650,505</i>	<i>4,829,672</i>
Adjustment to decrease	-	-
Taxable income	1,362,554,150	3,020,267,255
Corporate income tax rate	20%	20%
<b>Corporate income tax expense for the current year</b>	<b>272,510,829</b>	<b>604,053,451</b>

**11. Basic/diluted earnings per share**

	<b>Current year</b>	<b>Prior year</b>
Net profit after tax attributable to shareholders	1,088,709,298	2,360,298,838
Adjustments to accounting profit for determining profit or loss attributable to ordinary shareholders	-	-
Appropriation to bonus and welfare fund (*)	-	-
Profit or loss attributable to ordinary shareholders	1,088,709,298	2,360,298,838
Weighted average number of ordinary shares outstanding during the year	2,700,000	2,700,000
<b>Basic/diluted earnings per share</b>	<b>403</b>	<b>874</b>

(\*) As per the profit distribution plan for 2024, as approved by the general meeting of shareholders, the company will not appropriate funds for the bonus and welfare fund.

The weighted average number of ordinary shares outstanding during the year is calculated as follows:

	<b>Current year</b>	<b>Prior year</b>
Ordinary shares outstanding at the beginning of the year	2,700,000	2,700,000
Effect of ordinary shares issued during the year from retained earnings	-	-
<b>Weighted average number of ordinary shares outstanding during the year</b>	<b>2,700,000</b>	<b>2,700,000</b>

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**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

Unit: VND

**12. Operating expenses categorized by component**

	<b>Current year</b>	<b>Prior year</b>
Labor costs	7,530,355,018	6,556,688,368
Depreciation costs	3,029,003,872	3,078,478,557
Outsourced service costs	1,268,605,066	759,677,650
Other monetary costs	6,138,152,367	5,073,642,430
Provision costs	66,794,531	21,980,395
<b>Total</b>	<b>18,032,910,854</b>	<b>15,490,467,400</b>

**VII. SUPPLEMENTARY INFORMATION TO ITEMS DISCLOSED IN THE STATEMENT OF CASH FLOWS**

No information.

**VIII. OTHER INFORMATION****1. Related party information**

The related parties of the Company include key management personnel, individuals related to key management personnel, and other related parties.

**A. Transactions and balances with key management personnel and individuals related to key management personnel**

Key management personnel include members of the Board of Directors, members of the Board of General Directors, the Chief Accountant, and the Supervisory Board. Individuals related to key management personnel refer to close family members of key management personnel.

*Compensation of key management personnel:*

	<b>Position</b>	<b>Current year</b>	<b>Prior year</b>
<b><i>Executive Management</i></b>			
Mr. Le Anh Tuan	Chairman of the Board	98,670,000	-
Ms. Vu Thi Ly	General Director	284,500,000	273,476,000
Mr. Pham Van Loi	Deputy General Director	264,340,000	255,044,000
Ms. Hoang Thi An	Chief Accountant	124,290,000	116,492,000
<b><i>Supervisory Board</i></b>			
Ms. Cao Thi Hien	Chair of the Supervisory Board	208,950,000	188,866,525
Ms. Le Thi Phuong	Member (from 24/04/2024)	137,035,000	-
Mr. Trinh Dinh Thang	Member (until 24/04/2024)	48,340,000	201,438,670
<b>Total</b>		<b>1,166,125,000</b>	<b>1,035,317,195</b>



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**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)***Remuneration of the Board of Directors and the Supervisory Board:*

		Unit: VND	
		Current year	Prior year
<b>Board of Directors</b>			
Mr. Le Anh Tuan	Chair of the Board	36,000,000	36,000,000
Ms. Vu Thi Ly	Board member and General Director	24,000,000	24,000,000
Mr. Vu Manh Doan	Board member	24,000,000	24,000,000
<b>Supervisory Board</b>			
Ms. Cao Thi Hien	Chair of the Supervisory Board	36,000,000	36,000,000
Ms. Le Thi Phuong	Member (from 24/04/2024)	18,000,000	-
Mr. Trinh Dinh Thang	Member (until 24/04/2024)	6,000,000	24,000,000
Mr. Nguyen Quang Long	Member	24,000,000	24,000,000
<b>Total</b>		<b>168,000,000</b>	<b>168,000,000</b>

**B. Transactions with other related parties:**

Related parties	Relationship
Thanh Hoa Construction and Trading Joint Stock Company	Mr. Le Anh Tuan – The Chairman of the Board of Directors of Thanh Hoa Construction and Trading Joint Stock Company
Thanh Nam Mechanical - Thermal - Electrical Company Limited	Mr. Le Anh Tuan - The Chairman of the Board of Directors is a shareholder in Thanh Nam Mechanical - Thermal - Electrical Company Limited

The main transactions during the year between the Company and other related parties are as follows:

	Year-to-date cumulative	
	Current year	Prior year
<b>Thanh Hoa Construction and Trading Joint Stock Company</b>		
Revenue from the sale of goods	1,345,534,846	3,067,256,766
Revenue from the provision of services	14,154,021	295,477,124
Purchase of goods and use of services	3,523,183,672	2,816,004,073
<b>Thanh Nam Mechanical - Thermal - Electrical Company Limited</b>		
Revenue from the sale of goods	-	160,511,785
Purchase of goods and use of services	1,081,899,074	96,603,519
Acquisition of assets	685,600,000	-
Advance for purchase and upgrade of fixed assets	6,509,868,400	-

At the end of the financial year, in addition to the outstanding balances with related parties presented in notes V.4, the Company has no other outstanding balances with related parties.

**2. Segment information**

Segment information is presented by business segments and geographical areas. The primary segment report is based on business segments, while the secondary segment report is based on geographical areas.

**Business segments**

The company operates in the following main business segments:

- Segment 1: Trading;
- Segment 2: Real estate business.

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For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

Information on business results, fixed assets, other non-current assets, and significant non-cash expenses by business segment is as follows:

	Trading	Real estate business	Total
			Unit: VND
<b>Year 2024</b>			
Net revenue from external sales	260,190,369,684	8,023,260,217	268,213,629,901
Net revenue from inter-segment sales	-	-	-
<b>Total net revenue from sale of goods and provision of service</b>	<b>260,190,369,684</b>	<b>8,023,260,217</b>	<b>268,213,629,901</b>
Expenses by segment	257,486,238,361	3,375,367,679	260,861,606,040
Operating results by segment	2,704,131,323	4,647,892,538	7,352,023,861
Unallocated expenses	-	-	(4,767,390,637)
Operating profit	-	-	2,584,633,224
Financial income	-	-	768,971,887
Financial expenses	-	-	(2,417,092,689)
Other income	-	-	1,511,811,829
Other expenses	-	-	(1,087,104,124)
Current corporate income tax expense	-	-	(272,510,829)
<b>Profit after corporate income tax</b>	<b>-</b>	<b>-</b>	<b>1,088,709,298</b>
<b>Total expenses incurred for the acquisition of fixed assets and other non-current assets</b>	<b>8,455,452,624</b>	<b>-</b>	<b>8,455,452,624</b>
<b>Total depreciation and amortization of long-term prepaid expenses</b>	<b>3,480,574,925</b>	<b>1,126,070,058</b>	<b>4,606,644,983</b>
<b>Year-end balances</b>			
- Directly attributable segment assets	89,655,589,400	9,773,552,695	99,429,142,095
- Unallocated assets	-	-	19,924,538,575
<b>Total assets</b>	<b>89,655,589,400</b>	<b>9,773,552,695</b>	<b>119,353,680,670</b>
- Directly attributable segment liabilities	80,014,448,172	29,409,526	80,043,857,698
- Unallocated liabilities	-	-	-
<b>Total liabilities</b>	<b>80,014,448,172</b>	<b>29,409,526</b>	<b>80,043,857,698</b>



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**Notes to the Financial Statements** (continued)

	Trading	Real estate business	Total
<b>Year 2023</b>			
Net revenue from external sales	215,768,905,664	10,849,625,441	226,618,531,105
Net revenue from inter-segment sales	-	-	-
<b>Total net revenue from sale of goods and provision of service</b>	<b>215,768,905,664</b>	<b>10,849,625,441</b>	<b>226,618,531,105</b>
Expenses by segment			
Operating results by segment	215,677,559,604	2,270,576,795	217,948,136,399
Unallocated expenses	91,346,060	8,579,048,646	8,670,394,706
Operating profit	-	-	(4,377,138,476)
Financial income	-	-	4,293,256,230
Financial expenses	-	-	549,032,795
Other income	-	-	(2,209,722,280)
Other expenses	-	-	1,455,284,260
Current corporate income tax expense	-	-	(1,116,255,653)
<b>Profit after corporate income tax</b>	<b>-</b>	<b>-</b>	<b>(611,296,514)</b>
			<b>2,360,298,838</b>
<b>Total expenses incurred for the acquisition of fixed assets and other non-current assets</b>	<b>3,974,757,272</b>	<b>-</b>	<b>3,974,757,272</b>
<b>Total depreciation and amortization of long-term prepaid expenses</b>	<b>3,155,201,692</b>	<b>608,650,080</b>	<b>3,763,851,772</b>
<b>Year-end balances</b>			
- Directly attributable segment assets	60,983,860,926	10,382,202,775	71,366,063,701
- Unallocated assets	-	-	4,361,900,601
<b>Total assets</b>	<b>60,983,860,926</b>	<b>10,382,202,775</b>	<b>75,727,964,302</b>
- Directly attributable segment liabilities	35,337,454,933	9,395,695	35,346,850,628
- Unallocated liabilities	-	-	-
<b>Total liabilities</b>	<b>35,337,454,933</b>	<b>9,395,695</b>	<b>35,346,850,628</b>

**Geographical area:**

All of the Company's operations take place within the territory of Vietnam.



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**FINANCIAL STATEMENTS**

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**Notes to the Financial Statements (continued)****3. Financial risk management**

The Company's activities expose it to the following financial risks: credit risk, liquidity risk, and market risk. The Board of General Directors is responsible for establishing policies and controls to mitigate financial risks, as well as overseeing their implementation and ensuring compliance.

**A. Credit risk**

Credit risk arises when a counterparty to a contract fails to fulfill its obligations, resulting in financial losses for the Company.

The Company is exposed to credit risk primarily from trade receivables, bank deposits, and loans.

*Trade receivables*

The Company mitigates credit risk by transacting only with financially sound counterparties, requiring letters of credit, or obtaining collateral for first-time or unverified transactions. Additionally, the accounts receivable and payable accountant regularly monitors outstanding receivables to ensure timely collection.

The company's trade receivables are diversified across various entities and individuals, thereby reducing the concentration of credit risk.

*Bank deposits*

The company's term and non-term deposits are held with reputable banks in Vietnam, leading to a low credit risk associated with bank deposits.

**B. Liquidity risk**

Liquidity risk arises when the company encounters difficulties in meeting its financial obligations due to cash shortages.

The company's liquidity risk mainly stems from a mismatch in maturity profiles between financial assets and financial liabilities.

The company manages liquidity risk through the following measures: regularly monitoring current and forecasted payment obligations to maintain an appropriate level of cash and borrowings, comparing actual cash flows with projected cash flows to minimize the impact of cash flow fluctuations. (present the company's liquidity risk management policy).

The contractual undiscounted maturities of the Company's non-derivative financial liabilities (excluding interest payable) are as follows:

Unit: VND

	Up to 1 year	Over 1 year to 5 years	Over 5 years	Total
<b>Closing balance</b>				
Trade payables	9,407,421,700	-	-	9,407,421,700
Loans and borrowings	69,690,735,632	-	-	69,690,735,632
Accrued expenses	51,000,000	-	-	51,000,000
Other payables	88,568,635	-	-	88,568,635
<b>Total</b>	<b>79,237,725,967</b>	-	-	<b>79,237,725,967</b>
<b>Opening balance</b>				
Trade payables	7,405,300,153	-	-	7,405,300,153
Loans and borrowings	27,013,942,215	-	-	27,013,942,215
Accrued expenses	37,500,000	-	-	37,500,000
Other payables	468,598,635	-	-	468,598,635
<b>Total</b>	<b>34,925,341,003</b>	-	-	<b>34,925,341,003</b>

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**FINANCIAL STATEMENTS**

For the financial year ended 31 December 2024

**Notes to the Financial Statements (continued)**

Unit: VND

**4. Fair value of financial assets and liabilities**

	Carrying amount		Fair value	
	Closing balance	Opening balance	Closing balance	Opening balance
<b>Financial assets</b>				
Cash and cash equivalents	5,064,537,259	4,361,900,601	5,064,537,259	4,361,900,601
Trade and other receivables	20,412,240,752	14,067,723,592	(*)	(*)
Short-term financial investments	14,860,001,316	-	(*)	-
<b>Total</b>	<b>40,336,779,327</b>	<b>18,429,624,193</b>		
<b>Financial liabilities</b>				
Trade payables	9,407,421,700	7,405,300,153	(*)	(*)
Loans and borrowings	69,690,735,632	27,013,942,215	(*)	(*)
Accrued expenses	51,000,000	37,500,000	(*)	(*)
Other payables	88,568,635	468,598,635	(*)	(*)
<b>Total</b>	<b>79,237,725,967</b>	<b>34,925,341,003</b>		

(\*) The Company has not determined the fair value of its financial instruments, as they are not quoted in an active market. Additionally, the current Vietnamese accounting standards and Accounting system for enterprises do not provide guidance on fair value measurement using valuation techniques. Therefore, the Company does not disclose the fair value of its financial assets and liabilities. It is possible that the fair value of these instruments may differ from their carrying amounts.

**5. Events after the reporting period**

The Board of General Directors of the Company confirms that there have been no events occurring after 31 December 2024 and up to the date of preparation of these financial statements that would require adjustments or disclosures in the financial statements.

**6. Comparative information**

Comparative information is figures derived from the financial statements for the financial year ended 31 December 2023 audited by Nam Viet Auditing and Accounting Financial Consulting Services Company Limited – The North Branch (now is NVA Auditing Company Limited – The North Branch).

**7. Going concern disclosures**

During the financial year, no activities or events have been identified that may cast significant doubt on the Company's ability to continue as a going concern. Therefore, the financial statements of the Company have been prepared on a going concern basis.

Prepared by



Hoang Thi Tam

Chief Accountant



Hoang Thi An

Established: 07 March 2025

General Director



Vu Thi Ly

**Recipient:**

- As per K/g;
- Board of Directors, Supervisory Board;
- Archive for the Board of Directors

**LEGAL REPRESENTATIVE**



**Vu Thi Ly**