

NO: 01 /BC-HĐQT

Hanoi, April 28, 2025

BOARD OF DIRECTORS' REPORT
Assessment of 2024 Performance Results and 2025 Plan

Pursuant to the Enterprise Law No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam at its 9th session on June 17, 2020;

Pursuant to the Charter (3rd amendment) of International Trade and Services Investment Joint Stock Company approved by the General Meeting of Shareholders on June 28, 2023;

Pursuant to Resolution No. 02/NQ-HĐQT dated January 20, 2025, of the Board of Directors of International Trade and Services Investment Joint Stock Company approving the plan to organize the 2025 Annual General Meeting of Shareholders;

Pursuant to Resolution No. 08/NQ-HĐQT dated April 28, 2025, of the Board of Directors of International Trade and Services Investment Joint Stock Company on the approval of documents for the 2025 Annual General Meeting of Shareholders,

The Board of Directors (BOD) of the Company would like to report to the General Meeting of Shareholders (GMS) on the BOD's operational results for 2024 and the plan for 2025 as follows::

I. Assessment of the BOD's Performance Results in 2024

1. Board of Directors Personnel:

The Board of Directors currently has 05 members:

- Mr. Phung Tien Toan, Chairman of the BOD;
- Mr. Trieu Van Bang, Member of the BOD - Deputy General Director;
- Ms. Phung Thuy Hoa, Member of the BOD - Deputy General Director;
- Mr. Nguyen Thai Hoa, Member of the BOD ;
- Mr. Nguyen Van Thinh, Member of the BOD .

Based on the detailed task assignment table for each member, the BOD members have performed their assigned duties correctly. All BOD members fully participated in BOD meetings and provided opinions on matters for collective opinion or "Opinion Request Forms". The BOD members have successfully completed their duties in accordance with their assigned roles and responsibilities, consistent with legal regulations and the Company's Charter.

2. Management and Administration Work of the Board of Directors:

Based on the functions and duties stipulated in the Company Charter, in 2024, the BOD organized 06 centralized meetings and 12 times took opinions from members in

writing to approve important contents falling within the BOD's authority and implement Resolution No. 01/NQ-ĐHĐCĐ dated June 26, 2024, which was approved by the 2024 Annual GMS. Among these, the BOD made some important decisions as follows:

- Regarding business plan: Approved the implementation results and production and business plan, quarterly and annual investment of the Parent Company; assigned business plan targets, investment plan to the Capital Representative; approved debt recovery plan, cash flow plan, etc..

- Approved the plan for borrowing capital from banks: MB, BIDV, Shinhan Vietnam to serve production and business

- Regarding investment projects: Issued the Regulation on decentralized management of construction investment projects and bidding, contractor selection; Approved the adjustment of the ICD My Dinh construction investment project in Duc Thuong commune, Hoai Duc district, Hanoi; Approved the bidding plan for some bidding packages.

- Personnel consolidation: Nominated, adjusted, supplemented capital representatives of the Company in companies with contributed capital to suit the professional capacity of each individual.

3. Results of directing and supervising activities of the General Director Board:

With its role, authority, and responsibility, the BOD has strictly carried out the task of directing and supervising the activities of the General Director Board. Specifically:

- The BOD always closely monitors the activities of the General Director Board by attending and providing guidance on the activities of the General Director Board during operation to improve the efficiency of the Company's production and business activities.

- Required the General Director to regularly report to the BOD on the Company's activities in general and business activities in particular

- Directed the General Director Board to deploy the Company's business activities in accordance with the resolutions of the GMS and BOD. Timely handled issues arising during the operation of the Company's production and business activities; at the same time, issued or directed the timely issuance of internal documents within its authority to effectively control all production and business activities of the Company

In 2024, the global economy gradually recovered, but global trade remained precarious, facing many risks and uncertainties. Geopolitical instability and military conflicts caused fluctuations in oil prices, raw material prices, freight rates, prolonged transportation and delivery times, putting pressure on inflation and slowing global growth. Climate change, extreme weather phenomena, and unfavorable seasonal conditions in major food production areas led to continuous increases in world food prices for many months.

Domestic economy: 2024 concluded, marking a year in which the Government proactively and flexibly managed macroeconomic policies, in line with global and domestic economic developments; inflation was controlled; production recovered better quarter by quarter; thinking and approach were innovated, gradually improving the efficiency of investment capital; foreign investment prospered, ready to welcome a new wave of FDI; export turnover reached a new historical milestone; economic growth far

exceeded the target, marking 2024 as a successful accelerating year, creating a foundation for a triumphant 2025 finish.

The Company's business results are as follows:

3.1. Business Results:

Unit: Million VND

No	Indicator	2024 Plan		2024 Actual		Completion Rate %	
		Parent	Consolidated	Parent	Consolidated	Parent	Consolidated
1	Total Revenue	118.696	238.081	171.806	206.758	145%	87%
2	Total Expenses	116.563	226.891	158.753	189.042	136%	83%
3	Profit before tax	2.133	11.189	13.053	17.716	612%	158%
4	Net profit after tax	2.133	9.357	13.053	16.476	612%	176%

In 2024, the Parent Company's separate revenue reached VND 171.8 billion, achieving 145% of the plan. Separate revenue in 2024 focused on activities such as: port operation, office leasing, logistics services, customs agency services, commercial business, and financial investment.

Profit after tax reached VND 13.2 billion, achieving 612% of the plan. Accumulated as of December 31, 2024, the Company has fully provisioned for all bad debts receivable from before the conversion to a joint-stock company, totaling VND 54 billion.

3.2. Investment Results:

Unit: Million VND

No	Category	2024 Plan	2024 Actual	Completion Rate %
1	Financial Investment	47.544	1.419	2,98%
2	Project Investment	201.319	22.704	11,28%
3	Major Repair Investment	25.300	860	3,40%
4	Asset Investment	1.500	1.423	94,87%
5	Provision	3.000	0	
	Total	278.663	26.406	9,48%

3.2.1 Project Investment: In 2024, the Company invested VND 22.704 billion in projects. This primarily included compensation for site clearance, funds for protecting and developing rice cultivation land, interest payments on loans, and project management costs. According to Notice No. 1440/TB-BQLKKT dated September 14, 2023, of the Management Board of the Economic Zone of Cao Bang Provincial People's Committee, regarding the termination of the Logistics Center Construction Investment Project in Tra Linh district (now Trung Khanh district), Cao Bang province, the Company adjusted down the investment cost of the Logistics Center Construction Investment Project in Tra Linh, Cao Bang by VND 2.381 billion in 2024.

3.2.2 For financial investments, equipment for production and business, and other investments: As of December 31, 2024, the total investment value in subsidiaries, associates, and other capital contributions was VND 276.4 billion, with a provision for investments amounting to VND 26.1 billion.

a. Purchased an additional 141,910 shares issued by ASG Group Joint Stock Company. .

b. Assets: Invested in 01 7-seater car, Container shells, and some other assets to serve business operations.

c. Major repair investment: Renovated and repaired the office building.

All investment work was carried out in accordance with proper procedures and regulations.

4. Report on the appropriation of funds and dividend payment in 2024:

Due to the Company's business results in the year not being sufficient to offset accumulated losses, the Company did not pay dividends.

5. Report on the remuneration payment to the BOD and Supervisory Board in 2024:

The Company proceeded to pay remuneration for 2024 to the BOD and Supervisory Board in accordance with the 2024 remuneration budget for the BOD and Supervisory Board approved by the 2024 Annual GMS, with a total remuneration of VND 552 million.

II. Report on the activities of each member of the Board of Directors in 2024:

In 2024, the members of the Board of Directors fully participated in the meetings and opinion-taking sessions of the Board of Directors, specifically:

- Mr. Phung Tien Toan participated in 6/6 meetings and 12/12 opinion-taking sessions.
 - Mr. Nguyen Thai Hoa participated in 6/6 meetings and 12/12 opinion-taking sessions.
 - Ms. Phung Thuy Hoa participated in 6/6 meetings and 12/12 opinion-taking sessions.
 - Mr. Trieu Van Bang participated in 6/6 meetings and 12/12 opinion-taking sessions.
 - Mr. Nguyen Van Thinh participated in 6/6 meetings and 12/12 opinion-taking sessions.
- In addition to fulfilling their general responsibilities for the BOD's activities, the BOD

members successfully completed their assigned tasks according to the individual task assignments of each BOD member, specifically:

- Mr. Phung Tien Toan, in his role of generally overseeing all BOD activities, directly directed the work of strategic orientation, enterprise restructuring; building business and investment strategies; organization and personnel work within his authority; and the implementation of the Company's key investment projects.
- Mr. Nguyen Thai Hoa directed and supervised the logistics business sector; external relations, promotion, and marketing; and the implementation of investment projects in which the Company has contributed capital in the Southern provinces.
- Ms. Phung Thuy Hoa directed and supervised the labor export sector, administrative - human resources work, organization - salary, policies for employees, mass organizations work, social culture work, service quality work, the Company's ISO quality management system, labor safety, and environmental sanitation.
- Mr. Trieu Van Bang directly directed and supervised the commercial business/infrastructure exploitation activities of the Company and the system; the Company's annual business and investment plans; and the technology strategy for management and administration of the Company and the system.
- Mr. Nguyen Van Thinh directly directed and supervised investment activities, the implementation of investment projects in which the Company has contributed capital in the Northern provinces; and inspected, supervised, and evaluated the operational efficiency of the Company's capital contributions in subsidiaries and associates.

III. BOD's Plan and Orientation for 2025

1. Development Outlook for 2025:

2025 is projected to be a volatile year, yet full of opportunities as the global economy continues to be affected by challenges and new trends. Profound shifts in economy, politics, and technology will continue to shape growth prospects and regional stability. Particularly, the shift of supply chains, intense strategic competition among major powers, along with breakthroughs in renewable energy and advanced technologies, will contribute to a complex yet potential economic picture. In this context, the global economic outlook for 2025 is forecast to maintain stable growth momentum.

Vietnam's economy is forecast to be significantly negatively affected in 2025 and the next 1-2 years. However, it is expected that positive results from tariff negotiations and solutions to balance the trade deficit with the US, Vietnam will maintain certain trade advantages and FDI attraction compared to other countries, along with policies and solutions to stimulate domestic demand, promoting new growth drivers from the second half of 2025, full-year GDP growth in 2025 can approach the target of 8% or more and growth in the 2026-2030 period continuously reach double digits

2. Operational Orientation for 2025:

Based on market assessments for 2025, the BOD will direct the implementation of several orientations as follows:

- Develop the 2025 business plan; orient to 2030.

- Implement the Resolution of the 2025 Annual General Meeting of Shareholders.
- Continue to implement the construction investment project of ICD My Dinh dry port in Duc Thuong; continue to study adjustment plans to improve project operational efficiency in accordance with the approved 1/500 planning adjustment policy of the project by the 2024 General Meeting of Shareholders, completing 1/500 planning adjustment procedures in 2025..
- Direct the General Director Board to strengthen the application of management tools to maintain revenue, retain customers, and optimize corporate and system costs.
- Implement the divestment of state capital in the Company according to the plan of the Prime Minister and the direction of the Hanoi People's Committee.
- Strengthen the direction of brand development work for ILS within the system to enhance brand value and strength.
- Regularly coordinate with the Supervisory Board in governance work.
- Research and apply advanced information technology solutions in ILS system management and centralized management to improve the operational efficiency of the Company and the system.

3. 2025 Production and Business Plan:

No	Indicator	Unit	2025 Plan	
			Parent	Consolidated
1	Total Revenue	Million VND	172.298	226.627
2	Total Expenses	Million VND	167.939	217.866
3	Profit before tax	Million VND	4.359	8.761
4	Profit after tax	Million VND	4.359	7.596

4. 2025 Investment Plan:

Unit: Million VND

No	Category	2025 Plan
1	Financial Investment	83.960
2	Project Investment	90.299
3	Major Repair Investment	3.645
4	Asset Investment	1.086
5	Provision	2.000
	Total	180.990

IV. Proposals and Recommendations:

1. Respectfully request the GMS to consider and approve the Reports and Submissions presented at the General Meeting.

2. Respectfully request the state shareholder (Hanoi People's Committee) to provide guidance and solutions to resolve difficulties in determining enterprise value so that the Company can soon implement divestment according to the Prime Minister's Decision. At the same time, propose that the Hanoi People's Committee consider and approve the plan to increase Charter Capital to alleviate difficulties regarding medium and long-term capital sources for the Company..

Respectfully submitted this report to the General Meeting for consideration and approval.

Recipients:

- Shareholders;
- BOD, Supervisory Board;
- Save: Office, BOD Secretary.

ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN



Phung Tien Toan