

**CÔNG TY CỔ PHẦN SƠN Á ĐÔNG**  
**A DONG PAINT STOCK COMPANY**

**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM**  
**Độc lập - Tự do - Hạnh phúc**  
**SOCIALIST REPUBLIC OF VIET NAM**  
**Independence – Liberty – Happiness**

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Tp Hồ Chí Minh, ngày 05 tháng 04 năm 2025  
Ho Chi Minh city, April 05<sup>th</sup> 2025

## **CÔNG BỐ THÔNG TIN/ INFORMATION DISCLOSURE**

**Kính gửi/ To: - Ủy ban chứng khoán nhà nước/ The State Securities Commission of Viet Nam**  
**- Sở Giao dịch Chứng khoán thành phố Hồ Chí Minh/ Ho Chi Minh Stock Exchange**

1. Tên tổ chức/ Name of organization: **CÔNG TY CỔ PHẦN SƠN Á ĐÔNG/ A DONG PAINT STOCK COMPANY**

- Mã chứng khoán/ Stock code : **ADP**  
- Địa chỉ/ Address : **1387 Bến Bình Đông, Phường 15, Quận 8, Tp Hồ Chí Minh/ 1387 Ben Binh Dong, Ward 15, District 8, Ho Chi Minh city**  
- Điện thoại liên hệ/ Tel : **028.38552689** Fax: **028.38555092**  
- E-mail : **info@adongpaint.com.vn**

2. Nội dung thông tin công bố/ Content of disclosure:

Công ty cổ phần Sơn Á Đông công bố thông tin/ A Dong Paint Stock Company announces information:

**- Báo cáo thường niên năm 2024.**

**- ANNUAL REPORT 2024.**

3. Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày **05/04/2025** tại đường dẫn/ This information was published on the company's website information page on **05/04/2025**, at the following link: <https://adongpaint.com.vn/quan-he-co-dong/>

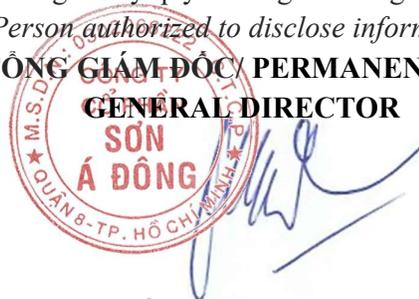
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**CÔNG TY CỔ PHẦN SƠN Á ĐÔNG**  
**A DONG PAINT STOCK COMPANY**

Người ủy quyền công bố thông tin/  
Person authorized to disclose information

*Person authorized to disclose information*

**PHÓ TỔNG GIÁM ĐỐC/ PERMANENT DEPUTY**  
**GENERAL DIRECTOR**



**LÊ ĐÌNH QUANG**

# ANNUAL REPORT

## 2024

## A DONG PAINT STOCK COMPANY

A DONG PAINT

[WWW.ADONGPAINT.COM.VN](http://WWW.ADONGPAINT.COM.VN)



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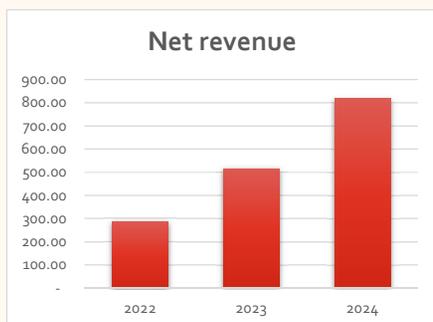
## ABBREVIATION LIST

AD	Assistant Director
AGI	Actual Gross Income
AGV	Actual Gross Value
AM	Administratrion Manager
ASEAN	Association of Southeast Asian Nations
B2B	Business to Business
B2C	Business to Consumer
BS	Balance Sheet
CMS	Content Management System
EPS	Earnings per Share
ER	Employee Relations
COGS	Cost of goods sold
GDP	Gross domestic product
HCMc	Ho Chi Minh city
HOSE	Ho Chi Minh city Stock Exchange
HR	Human Resource
N/A	Not Applicable
OKR	Objectives and Key Results
PIP	Performance Improvement Plan
PR	Pulic relations
QRM	Quality rosk management
ROA	Return on asset
ROE	Return on Equity
SGDs	
TBD	To be determined

## NOTABLE FINANCIAL INDICATOR

### 2022 - 2024

Business results (billion VND)	2022	2023	2024
<b>Net revenue</b>	287,39	516,21	817,85
<b>Cost of goods sold</b>	198,24	416,67	658,33
<b>Gross profit</b>	89,15	99,54	159,52
<b>Financial activity revenue</b>	8,59	11,34	6,20
<b>Selling expenses</b>	22,95	15,44	18,73
<b>Business management costs</b>	23,82	20,39	39,15
<b>Net profit from business operations</b>	50,41	73,84	106,90
<b>Other income</b>			
<b>Other expenses</b>	0,01	0,02	0,06
<b>Total accounting profit before tax</b>	50,34	73,82	106,84
<b>Net profit after tax</b>	40,45	58,93	85,31



# 01

## GENERAL INFORMATION

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# GENERAL INFORMATION

## A DONG PAINT STOCK COMPANY

<b>Trade name</b>	CÔNG TY CỔ PHẦN SƠN Á ĐÔNG
<b>English name</b>	A DONG PAINT STOCK COMPANY
<b>Stock code</b>	ADP
<b>Charter capital</b>	230.398.500.000 Đồng
<b>Headquarters</b>	1387 Ben Binh Dong, Ward 15, District 8, HCM city
<b>Phone</b>	(028) 38552689
<b>Fax</b>	(028) 38555092
<b>Website</b>	www.adongpaint.com.vn
<b>Business registration certificate number</b>	Number 0302066222 was first issued by the Ho Chi Minh City Department of Planning and Investment on August 13, 2000, and registered for the 11th amendment on May 8, 2023.



# FORMATION PROCESS

1970

The predecessor of the Company was A Dong Paint Company, established in 1970 in Saigon, one of the two largest paint manufacturers in Southern Vietnam before 1975.

1976

A Dong Paint Company was nationalized, becoming A Dong Paint Enterprise under the Paint and Ink Company – Chemical Industry Department, and expanded its production capacity, specializing in the manufacture of decorative and construction paint products.

1993

Based on the merger of the Paint and Ink Company and the Chemical Packaging Company, the Ministry of Heavy Industry issued Decision No. 263/QĐ/TCNSDT on May 22, 1993, to establish the Plastic Paint Company under the Vietnam Chemical Industry Corporation, in which the A Dong Paint Factory is a dependent economic unit.

The enterprise collaborates with Kansai Paint Co. Ltd. (Singapore), (a member of the Kansai Paint Group of Japan), under a technology transfer contract to domestically produce marine paints and high-durability industrial paints bearing the famous KANSAI PAINT brand. Through this, A Dong Paint is the first paint manufacturer in Vietnam to apply advanced and modern technology, producing products that meet international quality standards.

1998

Continuing to leverage technological strengths and meet the development needs of the Vietnamese market, the Enterprise has collaborated with Sime Coating (Malaysia), now Kansai Coating (Malaysia) under the Kansai Paint Group (Japan), to produce a line of color-coated steel and other industrial paints.

2000

Based on Decision No. 40/2000/QĐ-BCN dated June 29, 2000, by the Ministry of Industry, A Dong Paint Enterprise was transformed into A Đông Paint Joint Stock Company with an initial charter capital of 10 billion VND. After being privatized, the scale and efficiency of the Company's production and business operations have made significant progress

2001

The company has developed and implemented the ISO 9001:2000 Quality Management System certified by DNV (Norway) International Consulting and Registration, and it has now been upgraded to the ISO 9001:2015 Quality Management System

2005

The company has signed a technology transfer contract for the production of powder coating with Powchem Ltd. Co., a member of Samhwa Paint Industries Corp (South Korea). At the same time, the Company is constructing and fully installing a powder coating workshop with a capacity of 900 tons/year at 1387 Ben Binh Dong, Ward 15, District 8, Ho Chi Minh City, increasing the Company's total production capacity to 3,500 tons/year.

2010

A Dong Paint Stock Company has been approved by the Hanoi Stock Exchange to register for trading on the UPCOM market with the stock code ADP.

2014

A Dong Paint Joint Stock Company was granted conformity certificate No. 03-14 by the Center for Technical Standards and Measurement 3 for the Alkyd paint products manufactured by the Company.

2015

The company issued bonus shares according to the resolution of the 2015 annual general meeting of shareholders on April 25, 2015, increasing the total charter capital from 63,999,990,000 VND to 95,999,740,000 VND.

2016

The company issued shares to increase equity capital from its own capital according to the resolution of the extraordinary General Meeting of Shareholders in 2016 on August 8, 2016, raising the total charter capital from 95,999,740,000 VND to 153,359,140,000 VND.

2021

The company issued shares to increase equity capital from retained earnings according to the resolution of the 2021 Annual General Meeting of Shareholders on April 20, 2021, raising the total charter capital from 95,999,740,000 VND to 230,398,500,000 VND.

2023

The company has been approved for listing on the Ho Chi Minh City Stock Exchange.

# NOTABLE AWARDS AND RECOGNITIONS

**2005** On May 24, 2005, the President signed Decision No. 626/QĐ-CTN awarding the Second-Class Labor Medal to Eastern Asia Paint Joint Stock Company and the Third-Class Labor Medal to Ms. Nguyễn Thị Nhung - the Company's Director for outstanding achievements in the 2001-2005 period, contributing to the cause of building socialism and protecting the homeland.



**2010** On November 9, 2010, the President signed Decision No. 1885/QĐ-CTN awarding the First Class Labor Medal to Eastern Asia Paint Joint Stock Company for its outstanding achievements in the 2005 - 2009 period, contributing to the cause of building socialism and protecting the homeland.



**2014** Flag of the People's Committee of Ho Chi Minh City awarded to Asia Paints Joint Stock Company for 40 years of construction and development (1970 - 2010)



**2015** Flag of the Ministry of Industry and Trade awarded to Asia Eastern Paint Joint Stock Company Outstanding unit in the emulation movement



# BUSINESS SECTORS AND AREAS OF OPERATION

## BUSINESS SECTOR

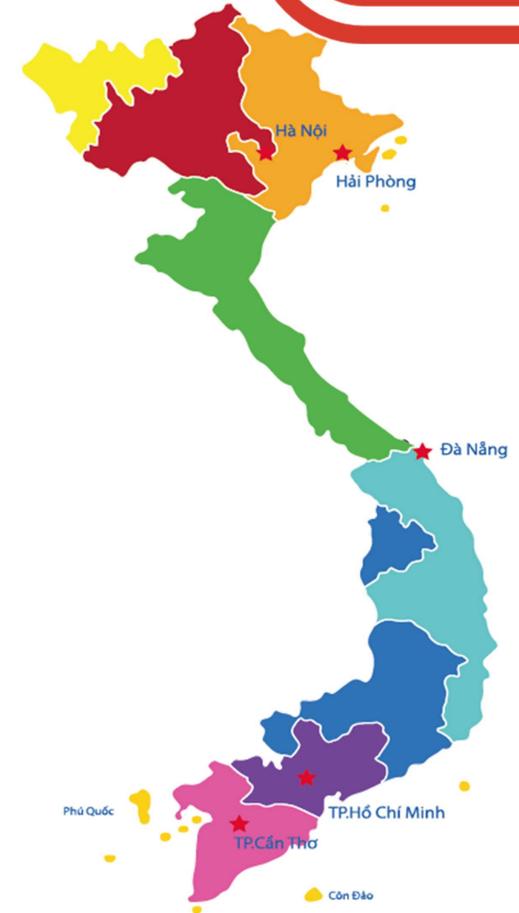
Manufacturing paint products and raw materials, equipment for the paint industry.

Design and provide various technical services related to products and materials, equipment in the paint industry.

Trading and importing-exporting paint products and materials, paint industry equipment.

## AREAS OF OPERATION

- A Dong Paint distributes products nationwide, including the Ho Chi Minh City area and neighboring provinces such as Binh Duong, Ba Ria - Vung Tau, Long An, and extending to the Central, Southwestern, and Central Highlands regions, in order to effectively meet the diverse needs of customers across all regions.



## NOTABLE PRODUCTS

### CONSTRUCTION, DECORATION PAINT

#### Alkyd A Dong Sumo AC Paint, Alkyd A Dong White Horse Paint

- For both outdoor and indoor use. The paint film is flexible, with high gloss and coverage, weather-resistant, easy to use, and available in various colors, ...
- The product is a general-purpose and versatile synthetic Alkyd solvent-based paint used for decoration and protection on surfaces made of metal, wood, etc. (such as doors, fences, steel frames in construction items, equipment, etc.) for both outdoor and indoor use.



Alkyd A Dong Sumo AC Paint



Alkyd A Dong White Horse Paint



#### Indoor water paint, Outdoor water paint

- Suitable for both outdoor and indoor use, easy to use.
- Fast-drying paint, diverse colors. The smooth paint film has good adhesion, high weather resistance, color durability over time, and good washability and mold and moss resistance.
- Water-based paint products are widely used for walls, ceilings inside the house, outdoors, and floor paint for architectural construction projects such as single-family homes, high-rise buildings...



Indoor water paint



Outdoor water paint

## NOTABLE PRODUCTS

### INDUSTRIAL PAINT

#### Gas Tank – Mechanical – Barrel Paint

- Beautiful glossy paint film, high hardness, rich colors according to customer requirements.
- High resistance to chemicals, oils, and solvents, easy to use, durable and flexible paint film with good impact resistance.
- The Alkyd melamine product is used for finishing coatings on various surfaces, especially steel surfaces such as barrels, gas cylinders, metal packaging, mechanical products, and other household tools before they are shipped.



Gas Tank – Mechanical – Barrel  
Paint

#### Sheet metal rolling Paint

- There are many product lines and types that meet diverse usage purposes in the galvanized steel industry both domestically and internationally.
- The paint film has good flexibility - high formability, long-lasting gloss, color retention, and high weather resistance. Additionally, it has excellent anti-corrosion and chemical resistance properties.
- Products meet international standards (ASTM, JIS, ISO, ...), used for the coil coating line to produce color-coated sheets widely used in civil and industrial constructions: roofing sheets, partitions, fences, shutters, awnings (pre-engineered steel buildings, factories, thermal power plants, ...) and household appliances.



Sơn Tôn cuộn màu

# NOTABLE PRODUCTS

## CONSTRUCTION, DECORATION PAINT

### SHIP CONSTRUCTION PAINT

Paint is used for constructions:

- Oil and gas project
- Factory buildings, workshops, industrial projects
- Hydroelectric power plant
- Transportation infrastructure: bridges, ports
- Telecommunications project
- Pipeline and tank construction
- Mechanical products, machinery, equipment, metal tools. New paint, maintenance of various types of riverboats.



Epoxy Paint



Ship Paint

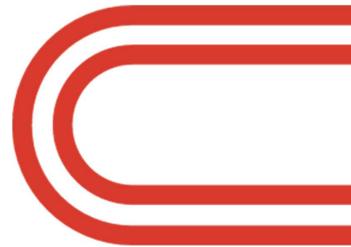


Poly Urethane Paint



Construction Paint

The paint system has a wide variety of types to meet many different purposes. The product withstands seawater, oil, and chemicals well. The paint film is flexible, resistant to impact and abrasion, compatible with anti-corrosion Epoxy paint systems, and easy to use. The coating lines have the advantage of weather resistance and excellent gloss retention.



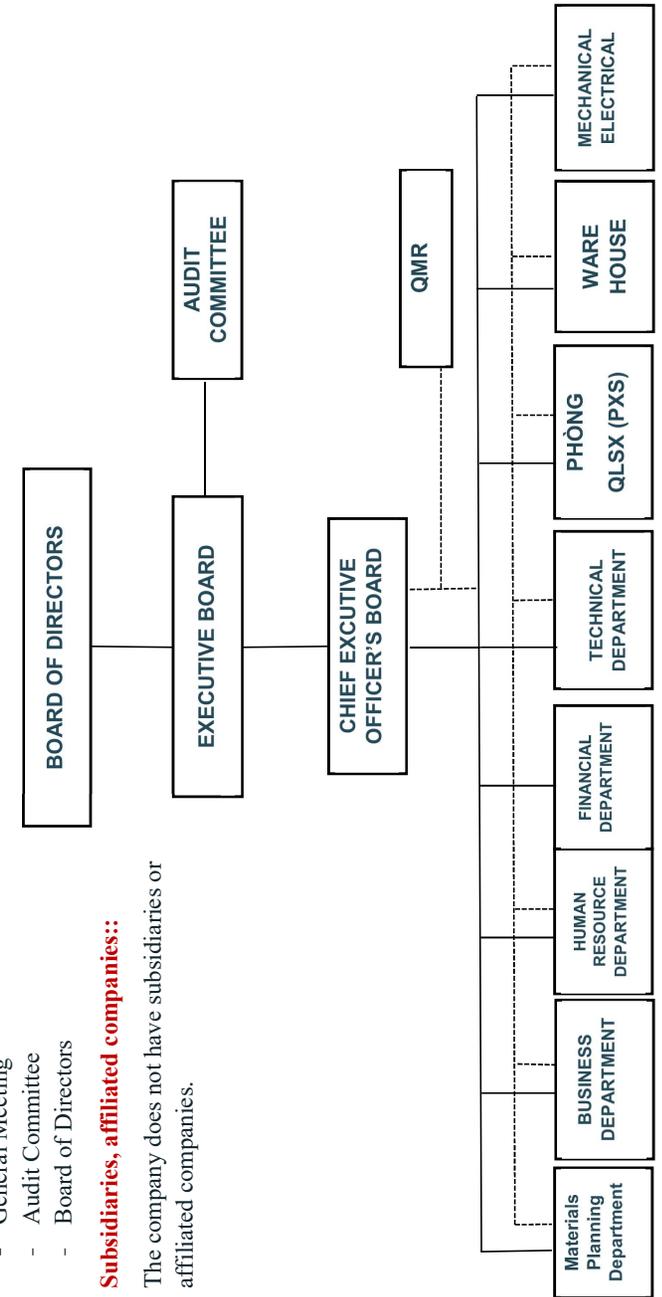
# MANAGEMENT STRUCTURE

### Management model

- General Meeting
- Audit Committee
- Board of Directors

### Subsidiaries, affiliated companies::

The company does not have subsidiaries or affiliated companies.



## DEVELOPMENT ORIENTATION AND PRINCIPLES



A Dong Paint is committed to continuous innovation to provide high-quality products at reasonable prices for consumers, aiming to create beautiful, sustainable living spaces, protect structures, and generate lasting value for the community. At the same time, we always aim to maximize benefits for shareholders and provide the best, most inspiring working environment for our employees.

The strategic vision of A Dong Paint is to become a pioneering symbol in the paint industry in Vietnam, affirming its leading position through superior quality and continuous innovation. A Dong Paint is committed to delivering breakthrough products and solutions that meet all customer needs, from aesthetics and durability to environmental friendliness. Based on continuous investment in research and technology development, promoting innovation in each product. In addition, we focus on building a strong brand and fostering long-term partnerships with customers, employees, and shareholders. We aim not only to exceed market expectations but also to elevate the domestic paint industry, leading the Vietnamese paint sector to greater heights and affirming its position and reputation on the international stage.

## DEVELOPMENT ORIENTATION AND PRINCIPLES

### CORE VALUES

#### FOR THE COMMUNITY AND SOCIETY

ADP always strives to be a socially responsible organization, actively and proactively participating in community and social activities, contributing to the country's continuous development.



#### FOR CUSTOMERS

ADP always puts customers first, using customer satisfaction as a measure of the company's success. ADP is committed to providing high-quality products at the most reasonable prices to meet customer needs.



#### FOR EMPLOYEES

Each member of the Company is a value. ADP is an environment that helps members maximize their potential, increase their personal value, and contribute to the development of the Company.



## STRATEGIES FOR THE FUTURE

### SHORT-TERM STRATEGY      MEDIUM AND LONG-TERM STRATEGY

- Focus on expanding market share and strengthening brand position in the market. Invest heavily in research and development to innovate products and best meet the diverse needs of customers. At the same time, the Company also focuses on optimizing marketing strategies to enhance brand awareness and build a strong, reliable corporate image in the eyes of customers.
- Continuously seeking cooperation and collaboration opportunities with strategic partners to expand the distribution network and reach customers more broadly. Enhancing the efficiency of the distribution channel will help the Company improve its competitiveness, thereby creating a market advantage and boosting sales
- Maintaining and enhancing competitiveness, the company focuses on improving the quality of customer service, from pre-sales consultation to post-sales support. The company believes that customer satisfaction will be the most solid foundation for the sustainable development of the business in the future.
- Improve product quality: Invest in research and development to produce new, high-quality products that meet market demand.
- Market expansion: Expand the distribution system, reach more potential customers. Enhance marketing activities, promote the brand, and increase brand recognition.
- Enhance competitiveness: Improve labor productivity, reduce production costs. Promote the application of modern technology in production and business.
- Human resources: Strengthen training and management of staff to improve service quality.
- Cost management: effective cost management to increase profits, maximize benefits for shareholders and related partners.
- Restructuring the Company: Towards a lean and efficient approach to ensure agility in diversifying business types and methods.



## GOALS FOR THE ENVIRONMENT, SOCIETY, AND COMMUNITY

### ENVIRONMENTAL GOALS

A Dong Paint Stock Company is committed to reducing emissions into the environment during the production process, complying with regulations on waste treatment and recycling, and contributing to environmental protection.



### GOALS FOR SOCIETY AND THE COMMUNITY

A Dong Paint Stock Company always fulfills all tax and insurance obligations for its employees, creates a safe and friendly working environment, and also pays attention to waste collection and treatment, contributing to the construction of a more civilized and modern society and community.



### COMPANY'S OPERATIONAL PRINCIPLES

A Dong Paint aims to contribute to improving the quality of life through activities that are friendly to people, the environment, and nature, using customer satisfaction as a measure of the company's loyalty, creativity, and efforts for perfection. A Dong Paint ensures the harmony of the company's interests with the national and social interests.

- Customers first
- Comprehensive quality
- Continuous improvement



# RISKS



## ECONOMIC RISKS

In 2024, the global climate continues to evolve in a complex and unpredictable manner with many uncertainty factors. Military conflicts continue to escalate, strategic competition among major powers is becoming increasingly fierce, many countries are intensifying trade protectionist policies, public debt and budget deficits are rising, the decline of some major economies, and localized disruptions in global supply chains have impacted world peace, stability, and economic growth. Along with that, natural disasters and extreme weather have severely impacted the lives of residents and socio-economic development in many countries. However, the global economy is gradually stabilizing as global goods trade improves, inflationary pressures gradually decrease, financial market conditions continue to ease, and the labor market recovers positively.

Vietnam's economy is also affected by the global economic situation. In the industrial and construction sector, the industry has recovered positively and grown strongly compared to 2023. The added value of the industrial sector in 2024 increased by 8.32% compared to the previous year. In 2024, the industrial production index (IIP) is estimated to increase by 8.4% compared to the previous year (2023 saw an increase of 1.3%), with the production of chemicals and chemical products rising by 11.9%... Therefore, the management and direction work of the Company's leadership will consider implementing cautiously, proactively, and flexibly to ensure control over the Company's activities.



## LEGAL RISKS

All business activities of the enterprise must be governed and managed by law, and Á Đông Paint Joint Stock Company is no exception. Therefore, the Company is subject to the management of legal regulations including: the Enterprise Law, the Securities Law, the Tax Law, and decrees, circulars, and documents related to the company's activities.

In addition, the production and business activities of paint also face constraints and regulatory policies of the law regarding consumer safety and environmental protection. Because of these constraints, the Company faces many difficulties when the Law applies different regulations. The legal documents and subordinate regulations are currently being developed and finalized. Any changes in the above regulations will impact the Company's business operations. Therefore, the Company has always proactively updated legal regulations, improved its management system, and from there developed appropriate plans to minimize the impact on the Company's production activities.



## EXCHANGE RATE RISKS

Exchange rate risk is a type of risk where businesses are always in a passive position and find it difficult to respond. Exchange rate risk causes losses for businesses through its impact on cash flows from operations, investments, and financing activities.

In 2024, the exchange rates between USD-VND and SGD-VND have experienced significant fluctuations. The USD-VND rate fluctuated between 24,269 VND and 25,486 VND, with an average of approximately 25,056 VND, indicating that the US dollar continues to dominate over the Vietnamese dong. The SGD-VND exchange rate ranges from 18,078 VND to 19,302 VND, with an average of approximately 18,750 VND, reflecting the relative stability of the Singapore dollar but still increasing slightly against the VND.

Currently, the Vietnamese paint manufacturing industry is almost entirely dependent on foreign supply, with the proportion of imported raw materials accounting for 70% of the Company's usage needs. Therefore, ADP's business operations are under pressure from fluctuations in the international financial market. It can be said that exchange rate risk is a common and concerning type of risk for the Company's import-export activities.

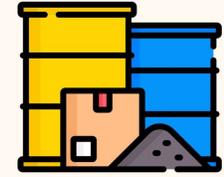
To mitigate risks from exchange rate fluctuations, the Company has implemented measures such as using derivative financial instruments, diversifying foreign currency income and expenses, managing cash flow effectively, and closely collaborating with banks. These solutions help the company stabilize its operations and increase its competitiveness in the market.

# SPECIFIC RISK

## MATERIAL RISKS

The main components of paint are resin (polymer), along with some solvents, pigments, and additives. These components are mostly extracted from petroleum products, so fluctuations in the global socio-economic situation directly affect the prices of the Company's raw materials.

In response to the unpredictable fluctuations in raw material prices, ADP has implemented measures such as proactively negotiating with raw material suppliers to adjust prices, aiming to optimize input costs.



At the same time, ADP reduced production and business costs and participated in import-export goods insurance contracts to minimize risks.

To ensure a continuous supply of raw materials and not rely on a single supplier, ADP has proactively sought additional suppliers. Diversifying the supply helps the Company be more proactive in selecting raw materials with reasonable prices and guaranteed quality.

## FIRE RISKS



The paint manufacturing plant is a place with a high risk of fire and explosion because the raw materials used in paint formulation are all flammable chemicals. The fire at the paint factory is very dangerous, difficult to extinguish, and causes significant damage to people, property, and the environment. Therefore, ensuring fire prevention and fighting safety at the production and business facility is always the top priority of the Company.

To ensure fire safety, ADP has implemented measures such as: installing automatic fire alarm and suppression systems; fully equipping the on-site fire fighting force; regularly inspecting and maintaining fire safety equipment; organizing fire safety training and drills for all employees.

## ENVIRONMENTAL IMPACT

Paint is a common material in modern life, widely used in home decoration, construction projects... Seizing that demand, more and more paint factories and workshops are being established. This also comes with the issue of environmental pollution caused by the paint manufacturing industry.

The company is aware of the environmental and health risks to workers caused by its production activities. To minimize these risks as much as possible, the Company has built wastewater and exhaust gas treatment systems. In addition, the Company also periodically provides and replaces personal protective equipment for workers and organizes regular health check-ups.

## OTHER RISKS

Besides the foreseeable risks, the Company is also aware of the force majeure risks, which, although rare, can severely impact business operations if they occur. These risks include natural disasters, wars, epidemics... To minimize damage when an unavoidable risk occurs, the Company has developed contingency plans to address unexpected situations.

# 02

## ACTIVITIES IN THE YEAR

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## ACTIVITIES IN THE YEAR

### RESULTS OF BUSINESS PRODUCTION ACTIVITIES IN 2024:

The year 2024 is a year of many fluctuations due to the complex developments in the global economic and political situation, leading to an energy crisis and inflation, causing raw material prices to remain high. These factors have negatively impacted the economy and business operations of various industries in Vietnam in general and the paint industry in particular.

Right from the early months of 2025, A Dong Paint has implemented measures to respond to the rising prices of raw materials, optimized resources to stabilize production and consumption, developed sales programs, boosted consumption, and strived to achieve the highest levels of business production targets, specifically:

- Strengthen the management of production and business activities, and improve and streamline the production process. Research new product lines and substitute products to meet market demand.
- Review and identify the cost plans that are truly necessary for production and business, and cut unnecessary costs. Temporarily suspend investment and procurement items that are not truly urgent at this time. Develop and implement a plan for flexible labor arrangement and streamlining according to the production and business plan to increase productivity and ensure income for workers.
- Strengthen the management of assets, capital, and cash flow; manage the implementation of the cost plan to closely monitor and analyze the fluctuations of factors affecting business production results, providing timely forecasts to proactively manage operations.
- Regularly monitor developments, assess market demand, thereby focusing resources and costs on the market, developing products, and evaluating the relationship between costs and business effectiveness.

In light of the aforementioned difficulties, A Dong Paint's business performance in 2024 achieved remarkable growth compared to 2023, with profit targets exceeding the plan approved by the General Meeting of Shareholders. The financial indicators of A Dong Paint are always at a safe level, with a high self-financing capability, ensuring the preservation and development of equity capital.

Unit: million dong

No.	INDICATORS	2024	2023	% Increase/Decrease in 2024 compared to 2023
1	Net revenue	817.854	519.137	57,54
2	Cost of goods sold	658.332	416.674	58,00
3	Gross profit	159.522	99.537	60,26
4	Net profit from business operations	106.900	73.840	44,77
5	Profit before tax	106.837	73.819	44,73
6	Net profit after tax	85.313	58.934	44,76
7	Basic earnings per share (VND)	3.703	2.558	44,76

At the end of 2024, the company's revenue reached 817.85 billion VND, an increase of 57.54% compared to 2023. Net profit after tax increased by 44.76% compared to 2022, reaching 85.31 billion VND. The consumption volume in 2024 reached 7,134 tons, an increase of 51.8% compared to 2023.

## BUSINESS PRODUCTION ACTIVITIES

### OPERATIONAL COSTS

Unit: million dong

Indicators	2024		2023	
	Value	Weight/ Revenue	Value	Weight/ Revenue
Cost of goods sold	658.332	80,50%	416.674	80,72%
Financial costs	1.079	0,13%	1.211	0,23%
Selling expenses	18.732	2,29%	15.444	2,99%
Business management costs	39.015	4,77%	20.385	3,95%
Other expenses	63	0,01%	21	0,00%
<b>Total cost</b>	<b>717.221</b>	<b>87,70%</b>	<b>453.735</b>	<b>87,90%</b>
<b>Net revenue</b>	<b>817.854</b>		<b>516.212</b>	

As a company primarily engaged in paint production, the cost of goods sold accounts for the highest proportion in the cost structure, amounting to 618.33 billion VND, 58% compared to 2023. The reason is the increase in proportion to revenue. Maintaining the proportion of cost factors helps Sơn Á Đông achieve high profits in the context of fierce competition with both foreign and domestic brands.

The two items, Selling Expenses and Administrative Expenses, reached 18.73 billion VND and 39.05 billion VND, respectively. The ratio of Selling Expenses/Net Revenue and Management Expenses/Net Revenue is controlled at 2.29% and 4.77%, respectively. Tight cost control helps the company ensure efficient business operations.

### IMPLEMENTATION COMPARED TO THE PLAN

Unit: million dong

No.	Indicators	Implementation in 2024	Plan 2024	Implementation 2024/ Plan 2024
1	Total revenue	821.151	600.000	36,85%
2	Profit before tax	106.837	60.000	78,06%

Compared to the plan approved by the shareholders' meeting in 2024, Sơn Á Đông's actual business results achieved impressive performance. The total revenue achieved in 2024 reached 821.15 billion VND, exceeding the planned target by 44.06%. Pre-tax profit reached 106.84 billion VND, exceeding 94.25% of the plan set by the General Meeting of Shareholders. To achieve this successful result, the leadership has made efforts in seeking new customer sources to ensure product output, setting sales policies, and closely controlling costs. Thanks to that, Sơn Á Đông optimized efficiency.



## ORGANIZATION AND HUMAN RESOURCES

### INTRODUCING THE COMPANY'S LEADERSHIP TEAM

Up until 31/12/2024

No.	Member	Position	Number of shares owned	Ownership ratio
<b>I</b>	<b>Board of Directors</b>			
1	Mrs. Nguyễn Thị Nhung	Chairwoman	2.318.269	10,06%
2	Mr. Trần Bửu Trí	Vice Chairman	2.616.568	11,36%
3	Mr. Lê Đình Quang	Board Member and Deputy Director	2.124.000	9,22%
4	Mr. Võ Hồng Hà	Board Member and Deputy Director	2.534.400	11,00%
5	Mrs. Võ Thị Bích Ngọc	Board Member	637.696	2,77%
6	Mrs. Nguyễn Thị Minh Sáu	Indendent Board Member	-	0,00%
7	Mr. Ông Tổng Trường Thịnh	Indendent Board Member	133.500	0,58%
<b>II</b>	<b>Audit Committee</b>			
1	Bà Nguyễn Thị Minh Sáu	Chairwoman	-	0,00%
2	Ông Tổng Trường Thịnh	Committee member	135.500	0,58%
<b>III</b>	<b>Executive Board</b>			
1	Bà Dương Thị Thùy Hương		3.697	0,02%
2	Ông Lê Đình Quang	Board Member and Deputy General Director	2.124.000	9,22%
3	Ông Võ Hồng Hà	Board Member Deputy Director	2.534.400	11,00%
4	Ông Huỳnh Thanh Tâm	Chief Accountant	4.372	0,02%



## ORGANIZATION AND HUMAN RESOURCES

### INTRODUCTION OF THE BOARD OF DIRECTORS

#### MRS. NGUYỄN THỊ NHUNG – CHAIRWOMAN OF THE BOARD

**Year of birth:** 1941

**Professional qualification:** Bachelor's degree in Economics

**Work history:**

Time	Event
1960 – 1966	: Worked at Sao Vàng Rubber Factory in Hanoi
1966 – 1972	: Intern in the Socialist Republic of Czechoslovakia
1972 – 1976	: Worked at the Hanoi Synthetic Paint Factory
1976 – 1980	: Took over A Dong Paint Factory
1980 – 2000	: Worked at Sơn Chất Dẻo Company – A Dong Enterprise
2000 – 04/2022	: Member of the BoD and General Director of A Dong Paint
04/2022 – Current	: Chairwoman of the BoD of A Dong Paint

**Current position at another organization:** None

**Number of shares held:** 2,318,269 shares/10.06% of charter capital

**The number of shares held by related parties:**

- Võ Hồng Hà (Son) holds: 2,534,400 shares/11.00% of charter capital
- Võ Thị Mai Hương (Daughter) holds: 264,312 shares/1.15% of charter capital
- Võ Thị Bích Ngọc (Daughter) holds: 637,696 shares/2.77% of charter capital
- Mr. Trần Bửu Trí (son-in-law) holds: 2,616,568 shares/11.36% of charter capital



### INTRODUCTION OF THE BOARD OF DIRECTORS

#### MR. TRẦN BỬU TRÍ – VICE CHAIRMAN OF THE BOARD

**Year of birth:** 1977

**Professional qualification:** Chemical Engineer

**Work history:**

Time	Event
2000 – 2001	: Sales technical at Long Thành Co., Ltd.
2001 – 04/2022	: Member of the BoD and Deput Director of A Dong Paint Stock Company
04/2022 – Current	: Member of the BoD of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 2,318,269 shares/10.06% of charter capital

**The number of shares held by related parties:**

- Mrs. Nguyễn Thị Nhung (Mother-in-law) holds: 2,318,269 shares/10.06% of charter capital
- Mrs. Võ Thị Bích Ngọc (Wife) holds: 637,696 shares/2.77% of charter capital

#### MR. LÊ ĐÌNH QUANG – BOARD MEMBER AND DEPUTY GENERAL DIRECTOR

**Year of birth:** 1963

**Professional qualification:**

Bachelor of Economics, Major in Finance – Accounting

Bachelor of Laws, Major in Commerce

**Work history:**

Time	Event
1985 – 1994	: Worked in the accounting department of the Bình Chánh District Commerce Company, HCM City
1994 – 2000	: In charge of accounting at A Dong Paint Enterprise
2000 – 2022	: Member of the BoD and Deputy Director/Chief Accountant of A Dong Paint Stock Company
2022 – Current	: Member of the BoD and Deputy Director of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 2,124,000 shares/9.22% of charter capital

**The number of shares held by related parties:**

- Mrs. Vương Thị Huyền Trang (Wife) holds: 964,974 shares/4.19% of charter capital

## INTRODUCTION OF THE BOARD OF DIRECTORS

### MR. VÕ HỒNG HÀ – BOARD MEMBER AND DEPUTY DIRECTOR

**Year of birth:** 1963

**Professional qualification:** Business Administration

**Work history:**



Time	Event
1992 - 2019	: Restaurant business in Denmark
2019 - 2021	: Assistant to the Deputy General Director
2022 - 04/2022	: Head of Supply Chain Planning Department, A Dong Paint Stock Company
05/2022 - 01/2023	: Member of the BoD and General Director of A Dong Paint Stock Company
01/2023 - Current	: Member of the BoD and Deputy Director of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 2,534,400 shares/11.00% of charter capital

**The number of shares held by related parties:**

- Mrs. Nguyễn Thị Nhung (Mother-in-law) holds: 2,318,269 shares/10.06% of charter capital
- Ms. Võ Thị Mai Hương (younger sister) holds: 264,312 shares/1.15% of charter capital
- Mrs. Võ Thị Bích Ngọc (younger sister) holds: 637,696 shares/2.77% of charter capital
- Mr. Trần Bửu Trí (brother-in-law) holds: 2,616,568 shares/11.36% of charter capital

### MRS. VÕ THỊ BÍCH NGỌC – BOARD MEMBER

**Year of birth:** 1977

**Professional qualification:** Bachelor of Business Administration

**Work history:**



Time	Event
2000 – 04/2022	: Worked at A Dong Paint Stock Company
04/2022 – Current	: Board member of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 637,696 shares/2.77% of charter capital

**The number of shares held by related parties:**

- Mrs. Nguyễn Thị Nhung (Mother-in-law) holds: 2,318,269 shares/10.06% of charter capital
- Mr. Trần Bửu Trí (brother-in-law) holds: 2,616,568 shares/11.36% of charter capital
- Mr. Võ Hồng Hà (older brother) holds: 2,534,400 shares/11.00% of charter capital
- Mrs. Võ Thị Mai Hương (Elder Sister) holds: 264,312 shares/1.15% of charter capital

## INTRODUCTION OF THE BOARD OF DIRECTORS

### MRS. NGUYỄN THỊ MINH SÁU – INDEPENDENT BOARD MEMBER

**Year of birth:** 1957

**Professional qualification:** Doctorate of Economics in Business Administration

**Work history:**



Time	Event
1978 - 1996	: Worked at the Vietnam Oil and Gas Group
1997 - 2012	: Worked at the multinational oil and gas corporation Shell Vietnam
2012 - 04/2022	: Retired and taught at universities about business administration
04/2022 - Current	: Independent Board Member and Chairman of the Audit Committee of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 0 shares/0% of charter capital

**The number of shares held by related parties:**

- Mr. Nguyễn Tài Thảo (Husband) holds: 972,258 shares/4.22% of charter capital
- Mrs. Nguyễn Thị Lan Hương (Daughter) holds: 20,000 shares/0.09% of charter capital

### MR. TÙNG TRƯỜNG THỊNH – INDEPENDENT BOARD MEMBER

**Year of birth:** 1990

**Professional qualification:** Master's in Chemistry

**Work history:**



Time	Event
2013 - 2015	: Worked at Thành Công Vietnam Textile and Garment Co., Ltd.
2015 - 2017	: Worked at at DKSH Vietnam Co., Ltd.
2017 - 04/2022	: Bình Phú Trading Service Manufacturing Co., Ltd.
04/2022 - Current	: Independent Board Member and Member of the Audit Committee of A Dong Paint Stock Company

**Current position at another organization:** None

**Number of shares held:** 133,500 shares/0.58% of charter capital

**The number of shares held by related parties:**

- Mr. Tùng Quốc Minh (Father) holds: 1,148,250 shares/4.98% of charter capital
- Mrs. Ngũ Thị Kim Lệ (Mother) holds: 597,150 shares/2.59% of charter capital
- Mrs. Tùng Trường Lộc (Sister) holds: 133,025 shares/0.58% of charter capital

## INTRODUCTION OF THE EXECUTIVE BOARD

The biography of Mr. Lê Đình Quang – Board Member and Deputy General Director, and Mr. Võ Hồng Hà – Board member and Deputy General Director, please refer to the Board of Directors introduction section.

## INTRODUCTION OF THE EXECUTIVE BOARD

### MR. HUỖNH THANH TÂM – CHIEF ACCOUNT



**Year of birth:** 1979

**Professional qualification:** Bachelor's degree in Economics

**Work history:**

Time	Event
2006 - 04/2022	: Accounting Department of A Dong Paint
04/2023 - Current	: Chief Accountant and Company Administration Officer/Company Secretary

**Current position at another organization:** None

**Number of shares held:** 4,372 shares/0.02% of charter capital

**The number of shares held by related parties:** None

## INTRODUCTION TO THE AUDIT COMMITTEE

The biography of Ms. Nguyễn Thị Minh Sáu – Chairwoman of the Audit Committee and Mr. Tổng Trường Thịnh - Member of the Audit Committee can be found in the board of directors' introduction.

**Changes in the Board of Directors:** (None).

**Changes in the Audit Committee:** (None).

**Changes in the Executive Board:**

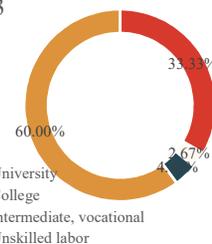
No.	Information	Position	First/Last date as a member of the Executive Board	
			Appointment date	Dismissal date
1	Mrs. Dương Thị Thùy Hương	Chief Executive Officer		31/01/2024
2	Mr. Lê Đình Quang	Executive Deputy General Director	23/01/2024	

## ORGANIZATION AND HUMAN RESOURCES

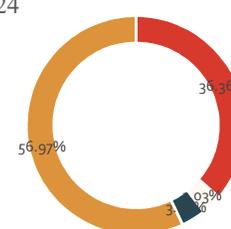
### NUMBER OF OFFICERS AND EMPLOYEES

Classification	2023		2024	
	Quantity	Percentage (%)	Quantity	Percentage (%)
<b>A Education level</b>	<b>150</b>	<b>1</b>	<b>165</b>	<b>1</b>
1 University	50	33,33%	60	36,36%
2 College	4	2,67%	5	3,03%
3 Intermediate, vocational	6	4,00%	6	3,64%
4 Unskilled labor	90	60,00%	94	56,97%
<b>B Labor term</b>	<b>150</b>	<b>1</b>	<b>165</b>	<b>1</b>
1 The contract has a term of 1 - 3 years.	94	62,67%	104	63,03%
2 Indefinite-term contract	52	34,67%	56	33,94%
3 Permanent	4	2,67%	5	3,03%
<b>C Sex</b>	<b>150</b>	<b>1</b>	<b>165</b>	<b>1</b>
1 Male	109	72,67%	128	77,58%
2 Female	41	27,33%	37	22,42%
<b>Total</b>	<b>150</b>	<b>100</b>	<b>165</b>	<b>100</b>

2023



2024



## WORKER INCOME

Indicator	2022	2023	2024
<b>Total number of workers (people)</b>	147	150	165
<b>Average income (million VND/person/month)</b>	17.947.000	18.547.000	18.947.000

# ORGANIZATION AND HUMAN RESOURCES

## POLICY TOWARDS WORKERS

### WORK ENVIRONMENT

The company is committed to building a dynamic, safe, fair, and friendly working environment. A good working environment is an important foundation for employees to develop their professional skills and creativity, contributing to increased labor productivity. Each employee is given the opportunity to feel connected and become an important part of the company.

### TRAINING POLICY

The company always focuses on developing the comprehensive capabilities of its staff through the design and organization of training programs, with the aim of ensuring that the team in each position can fully utilize their professional skills, soft skills, and be encouraged to be creative to increase productivity and efficiency in their work.

- Coordinate with training centers to organize specialized courses for employees.
- Training in professional skills: At Sơn Á Đông, in addition to focusing on training professional knowledge for the company's personnel, Sơn Á Đông also assigns some suitable personnel to participate in advanced training courses in the company's technical and production fields.
- The training courses on communication skills and problem-solving, implemented by Sơn Á Đông, are tailored to each level of personnel, helping employees comprehensively develop the necessary skills for their work...

- Maintain and improve training policies to ensure the harmony of interests between employees and businesses, thereby maintaining internal solidarity and unity.



# ORGANIZATION AND HUMAN RESOURCES

## POLICY TOWARDS WORKERS

### INSURANCE POLICY

Fully entitled to social insurance, health insurance, and unemployment insurance as per state regulations; in addition, employees are also supported by the Corporation to participate in health insurance.

### WELFARE POLICY

Workers are provided with assistance when they or their families are ill, during funerals or weddings; they receive gifts in kind on holidays, New Year, and anniversaries; they are supported with vacation expenses, etc...

### HEALTHCARE POLICY

The company organizes annual health check-ups for all employees, including occupational health examinations and specialized check-ups for women, ensuring the best health to work effectively.

### SALARY, BONUS, BENEFITS

Employees are entitled to salary and bonus schemes based on job position, work performance, and the company's business results, ensuring market competitiveness, encouraging and motivating employees to increase productivity and work efficiency, and ensuring compliance with current state regulations.

### INVESTMENT SITUATION, PROJECT IMPLEMENTATION STATUS

In the year, the Company's investment activities have focused on maintaining and improving business operational efficiency, while also expanding scale and enhancing market competitiveness. This includes the maintenance and upgrading of production equipment, as well as refining operational processes to ensure efficiency and cost savings.

# FINANCIAL STATUS

## FINANCIAL STATUS

No.	Indicators	2024	2023	% increase/decrease in 2024 compared to 2023
1	Total asset value	355.389	381.329	(6,80)
2	Net revenue	817.855	516.212	58,43
3	Gross profit	159.522	99.538	60,26
4	Net profit from business operations	106.901	73.840	44,77
5	Profit before tax	106.837	73.819	44,73
6	Net profit after tax	85.314	58.934	44,76
7	Basic earnings per share (VND)	3.703	2.558	44,76

## ESSENTIAL FINANCIAL INDICATORS

	Indicators	Unit	2024	2023
<b>A</b>	<b>Liquidity ratio</b>			
1	Short-term payment ratio	Times	3,83	3,60
2	Quick ratio	Times	2,18	2,28
<b>B</b>	<b>Capital structure targets</b>			
4	Debt/Total Assets Ratio	%	23,36	26,49
5	Debt/Equity Ratio	%	30,48	32,78
<b>C</b>	<b>Performance capacity targets</b>			
1	Inventory turnover	Round	5,04	4,20
2	Total asset turnover	Round	2,22	1,40
<b>D</b>	<b>Profitability targets</b>			
1	After-tax profit margin/ Net revenue	%	10,43	11,42
2	After-tax Profit/ Average Equity Ratio	%	30,49	20,99
3	After-tax profit margin/ Average total assets	%	23,16	15,93
4	Profit Margin from Business Operations / Net Revenue	%	13,07	14,30



## FINANCIAL STATUS

### PAYMENT CAPACITY TARGET

The Company's payment ratios did not fluctuate much over the past year, with the short-term payment ratio at 3.83, a slight increase compared to 3.60 in 2023; and the quick payment ratio at 2.18, a decrease compared to 2.28 in 2023.

Due to the geopolitical instability caused by conflicts around the world, which has significantly affected the global economy, the Company's business operations have been impacted. The unpredictable fluctuations in input material prices have led the Company to prioritize using the inventory it has stocked and to choose the appropriate timing to replenish inventory to maintain business operations. Inventory reached 137.24 billion VND, an increase of 10.51% compared to 2023.

Regarding short-term debt, as of December 31, 2024, short-term debt was recorded at 83.04 billion VND, a decrease of 11.81% compared to the same period last year. This decrease mainly comes from short-term payables, as at the end of the year, the Company proactively sourced raw materials to prepare for production activities at the beginning of 2025. Overall, the Company still has sufficient resources to fulfill its payment obligations for due debts in the future.

### CAPITAL STRUCTURE TARGETS

The debt-to-total assets ratio and the debt-to-equity ratio of the Company both show a slight downward trend in 2024. Among them, the debt-to-total-assets ratio of the Company slightly decreased from 24.69% in 2023 to 23.36% in 2024. Liabilities recorded an amount of 83.04 billion VND, a decrease of 11.81% compared to the same period last year. The total assets of the Company as of December 31, 2024, reached 355.39 billion VND, a decrease of 6.80% compared to the same period last year. This decrease mainly comes from the reduction in cash. Specifically, cash recorded at 9.76 billion VND, a decrease of 47.29% compared to 2023.

The debt-to-equity ratio also decreased slightly from 32.78% in 2023 to 30.48% in 2024. However, this debt level is still lower than the equity, indicating that the Company is effectively managing its debt structure and maintaining a stable financial structure. This helps to limit financial risk and ensure the Company's ability to pay off its due debts.

## FINANCIAL STATUS

### PERFORMANCE CAPACITY TARGETS

In 2024, the inventory turnover and total asset turnover of the Company both show an increasing trend compared to 2023. The inventory turnover increased from 4.20 times in 2023 to 5.04 times in 2024. The reason for this increase is due to the unpredictable fluctuations in the market, which directly impact the prices of input materials and market demand. The company has balanced and adjusted the inventory of raw materials accordingly. At the end of the year, the company has increased its inventory to prepare for business production at the beginning of 2025. Asset turnover increased slightly in 2024. Maintaining a positive trend in recent years has demonstrated the Company's stability in the effective use of its assets.

### PROFITABILITY TARGETS

The year 2024 witnessed significant fluctuations in the economy, posing many challenges for businesses in general and ADP in particular. However, the Company's profitability over the past year has still shown positive growth.

Specifically, the after-tax profit/net revenue ratio decreased from 11.42% to 10.43% compared to 2023. Net profit after tax increased by 44.76% compared to the previous year. The ROE and ROA indices increased significantly from 20.99% and 15.93% to 30.49% and 23.16%. Thanks to the wise direction and management, production, and business strategies that align with the context of the leadership, along with the continuous efforts of all employees.



## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S INVESTMENT CAPITAL

### SHARES

Share name: Share of A Dong Paint Stock Company

**Total number of shares issued:** 23,039,850 shares

- **Number of shares outstanding:** 23,039,850 shares
- **Number of treasury shares:** 0 shares

**Type of shares:** Common stock

**Par value of shares:** 10,000 VND/share

### SHAREHOLDER STRUCTURE

STT	Type of shareholder	Number of shareholders	Number of shares	Ownership ratio
<b>I</b>	<b>Domestic shareholders</b>	<b>421</b>	<b>22.846.510</b>	<b>99,16%</b>
1	Personal	419	22.840.410	99,13%
2	Organization	2	6.100	0,03%
<b>II</b>	<b>Foreign shareholders</b>	<b>14</b>	<b>193.340</b>	<b>0,84%</b>
1	Personal	9	15.500	0,07%
2	Organization	5	177.840	0,77%
<b>III</b>	<b>Treasury stock</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>		<b>435</b>	<b>23.039.850</b>	<b>100%</b>

**The of changes in the owner's investment capital** (None)

**Transaction of treasury shares** (None)

**Other securities** (None)



# REPORT ON THE COMPANY'S ENVIRONMENTAL AND SOCIAL IMPACT



Sustainable development is a process aimed at a close, reasonable, and harmonious integration of three aspects: economic, social, and environmental. In the past two decades, this issue has increasingly garnered attention on the international stage, becoming a common trend for all of humanity. In 2015, the United Nations adopted the Sustainable Development Goals (SDGs) with 17 goals and 169 specific targets. This is a global commitment aimed at building a better future for everyone. In Vietnam, sustainable development is identified as an important strategic goal, a guideline, policy, and viewpoint of the Party, State, and people.

## ENERGY CONSUMPTION

Energy saving is an important solution for cost savings, environmental protection, and sustainable development. To implement effectively, the Company needs to synchronize the following solutions:

- Invest in modern, energy-saving equipment.
- Regular maintenance checks on equipment and machinery.
- Raise workers' awareness of energy use.

Periodic maintenance checks help detect and promptly rectify damages, reduce energy consumption, and enhance operational efficiency. This not only brings economic benefits to the Company but also contributes to environmental protection and the conservation of natural resources..

## WATER CONSUMPTION

The company always emphasizes the efficient and sustainable use of water resources through a scientifically-based water reuse strategy. The company has implemented the following activities and policies:

- Use water-saving devices and technologies in production and daily life.
- Propagating and raising awareness about water conservation among staff and employees.
- Invest in building a wastewater treatment system that meets standards before discharging into the environment.

Recognizing the importance of protecting water resources, the Company always strives to use water efficiently. Through that, we gradually affirm our commitment to sustainable development, accompanying the community in protecting the living environment..

## ENVIRONMENTAL IMPACT

Keeping up with the trend of urbanization, water-based paint is essential and serves various decorative purposes such as homes, schools, and more. Recognizing that demand, more and more paint factories and production workshops have been established. And along with that increase comes the issue of environmental pollution caused by the paint manufacturing industry. Specific impacts can be mentioned such as:

- Emissions: Mainly generated from the paint production process, chemical mixing, and raw materials, this wastewater contains pollutants such as Biological Oxygen Demand, Chemical Oxygen Demand, Total Nitrogen Nitrate  $\text{NO}_3 - \text{N}$ , Nitrogen Nitrite  $\text{NO}_2 - \text{N}$ , Nitrogen Ammonia  $\text{NH}_3 - \text{N}$ , and other nitrogenous, colored organic substances, etc. In addition, there is wastewater from the paint industry generated from the daily activities of workers during the cleaning of the factory. If not treated before discharge, it will affect the environment and the health of people nearby.
- Emissions and dust: Arising from solvent vapors in the paint production process that are released into the air. These types of gases and dust, when dispersed into the environment, will cause air pollution and affect human health.
- Solid waste: Arising from additives, solvents, damaged raw materials, plastic containers with paint residues...

In order to minimize the negative impacts on the environment, Son Á Đông has implemented several solutions such as:

- Applying advanced technology: The company invests in advanced technologies to reduce emissions, wastewater, noise, and vibration...
- Strengthen management work: The company strengthens management and supervision of production activities to promptly detect and address environmental protection violations.
- Propaganda, raising awareness: The company organizes propaganda and raises awareness among its staff about environmental protection.

The company is committed to continuing efforts to minimize negative impacts on the environment, contributing to environmental protection and fulfilling corporate social responsibility.



## ENVIRONMENTAL IMPACT

### MATERIALS RESOURCE MANAGEMENT

As a company primarily operating in the paint manufacturing sector, ADP's main input materials are mostly imported from abroad.

To ensure the highest quality of input materials as well as to guarantee the proactive sourcing of materials that fully and timely meet the production and business activities, the Company diversifies its supply of raw materials. In addition to maintaining relationships with long-standing suppliers of raw materials for the Company, the Company is always actively seeking and collaborating with capable and reputable suppliers both domestically and internationally. Regularly organize annual supplier meetings to build relationships and update information on the fluctuations of input material prices.

In addition, the Company optimally uses raw materials, strictly adhering to regulations and specifications. Raw materials are used for their intended purpose, in sufficient quantities, following the production process, and are strictly controlled from input to output to ensure safety and protect the production environment and the surrounding natural environment. The company is always aware of the importance of recycling and reusing raw materials that can be reproduced, while still ensuring safety and controlling the quality of the finished products released to the market..



### COMPLIANCE WITH ENVIRONMENTAL PROTECTION LAWS

A Dong Paint Stock Company always complies with environmental protection laws. The company has also organized training programs to raise awareness about environmental protection for its employees, aiming to enhance their sense of responsibility towards the environment. With efforts in environmental protection, in 2024, the Company did not violate any regulations and was not penalized in the field of the environment.

### REPORT ON RESPONSIBILITY TOWARDS THE LOCAL COMMUNITY

Besides sustainable business activities, the Company has been and is actively implementing many social welfare programs. Through social welfare activities, A Đông Paint Joint Stock Company hopes to increasingly spread love and fresh energy, contributing to nurturing better living values for the community. In addition to the annual support programs for the social welfare fund, the company also participates in other sponsorship and support activities, etc...

# 03

## REPORT AND EVALUATION OF THE BOARD OF GENERAL DIRECTORS

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## REPORT AND EVALUATION OF THE BOARD OF GENERAL DIRECTORS

The global economy in 2024 experienced many relatively volatile and unpredictable factors. Prolonged geopolitical conflicts in Ukraine-Russia, the Middle East, and political instability in developed countries in Europe and Asia such as Germany, France, and South Korea have significantly impacted international trade activities, with supply chain disruptions occurring more frequently. Combined with severe natural disasters caused by global climate change, this led to increased prices of many raw materials and fuels, directly affecting the business performance of companies. Global manufacturing activity, although recovering, remains weak.

The targets for sales revenue and service provision revenue, as well as after-tax profit, were all exceeded beyond the planned targets. Under the leadership of the management and the relentless efforts of all employees, Sơn Á Đông has overcome the difficulties and market fluctuations in 2024 and achieved the following results:

- Net revenue reached 817.86 billion VND, an increase of 58.43% compared to the same period in 2023.
- The after-tax profit reached 85.31 billion VND, an increase of 44.76% compared to the same period in 2023.

### DIFFICULTIES



Political conflicts are occurring with high frequency, such as the conflict between Russia and Ukraine, and conflicts in the Middle East, which have significantly impacted the global supply chain, causing shipping costs to rise and the prices of raw materials and fuel to increase due to limited supply... leading to many negative impacts on the paint and printing industry in Vietnam;

The supply of raw materials is decreasing, but mainly from China, and this trend is not sustainable. While the prices of raw materials sourced from Europe remain high;

The domestic market is facing strong competition from foreign-invested competitors who hold 65% of the market share with stable quality, diverse product lines, and significant budgets for product promotion, along with potential domestic paint companies entering the market.

In the context of the fiercely competitive retail market for decorative and industrial paints, the Company has implemented numerous price reduction programs and increased trade discounts to attract more customers, resulting in higher costs for these programs. In addition, other costs such as investment in new product research and investment in machinery and equipment have been increasing, putting pressure on the Company's sales.

## REPORT AND EVALUATION OF THE BOARD OF GENERAL DIRECTORS CONVENIENT

The production of coil paint in 2024 recorded impressive growth, thanks to the development of the industrial and construction sectors. Infrastructure projects and new factories are driving the demand for coil paint, especially in sectors such as the production of colored steel and galvanized steel; The marine paint market has not experienced significant fluctuations compared to the previous year. Stable demand due to new shipbuilding and maintenance activities maintaining at an average level; the residential paint segment recorded strong growth thanks to the recovery of the real estate market and the demand for home renovations.

The existing international cooperation platform for technology transfer facilitates the Company in producing internationally standard products and high-quality services; delving into research to produce new lines of paint products that meet market demands, catering to the diverse needs of customers.

A Dong Paint has the support of the staff and employees, especially the technical and production operation team, who are trained with in-depth skills and expertise. The skilled workforce is dedicated to their work, meeting production and management requirements effectively.

Vietnam's economy is still recovering and is forecasted to continue growing in the coming years. This shows that there is ample space and opportunity for Vietnamese paint companies to develop and compete in the domestic market.

The A Dong Paint Factory – Long An has been completed and has commenced production with a designed capacity of 15,000 tons/year for oil-based paint products (mainly industrial paint and marine & high-durability industrial paint) and is prepared to quickly expand production in the future.



## FINANCIAL STATUS

### FINANCIAL STATUS

Unit: millions Dong

Indicators	31/12/2024	2024 Ratio	31/12/2023	2023 Ratio
Current assets	318.232	89,54%	338.669	88,81%
Long-term assets	37.156	10,46%	42.659	11,19%
<b>Total assets</b>	<b>355.388</b>	<b>100%</b>	<b>381.328</b>	<b>100%</b>

As of December 31, 2024, the Company's total assets amounted to 355.39 billion VND, a decrease of 6.80% compared to December 31, 2023. Among them, current assets decreased by 6.03% compared to 2023, accounting for 89.54% of total assets with a value of 318.23 billion VND. The majority of current assets are cash and inventory. This helps ADP proactively supplement working capital, ensuring the ability to pay short-term debts and respond promptly to business operational risks.

A Dong Paint's long-term assets decreased by 12.90% compared to the end of 2023, down to 37.15 billion VND. However, the proportion of long-term assets still accounts for 10.46% of total assets, indicating that ADP continues to focus on investing in equipment, factories, and machinery to enhance production capacity.

### SOURCES OF CAPITAL

Unit: millions Dong

Indicators	31/12/2024	2024 Ratio	31/12/2023	2023 Ratio
Debt to be paid	83.024	23,36%	94.138	24,69%
- Short-term debt	83.024	23,36%	94.138	24,69%
- Long-term debt	-	-	-	-
Equity capital	272.365	76,64%	287.190	75,31%
<b>Total capital</b>	<b>355.389</b>	<b>100%</b>	<b>381.328</b>	<b>100%</b>

As of December 31, 2024, ADP's liabilities decreased by 11.81% from 94.14 billion VND to 83.02 billion VND compared to the same period last year. The company always aims to primarily use equity capital and non-interest-bearing capital to minimize interest pressure. Thanks to this, the proportion of equity in the capital structure has been maintained at a high level over the years. As of the end of 2024, equity capital accounted for 76.64% of the total capital, equivalent to 272.37 billion VND..



## Improvements in organizational structure, policies, and management

- Strengthen production management, minimize product defects, focus on strictly controlling the production process, inspect the quality of raw materials and finished products, and absolutely do not release products that do not meet standards in both quality and packaging design to the market.
- Continue to strengthen and enhance production management capacity, focusing on streamlining production processes to minimize production costs and reduce product prices.
- Continue to perfect the management apparatus, focusing on training and developing human resources to meet the Company's development needs in the new situation, and continue to refine the Company's regulations and rules in accordance with changes in the law and the Company's operational reality.
- Rearranging the production stages in a reasonable manner to reduce costs, increase labor productivity, and thereby raise workers' incomes.



## FUTURE DEVELOPMENT PLANS

### BUSINESS PRODUCTION PLAN 2025

No.	TYPE	UNIT	2025 PLAN	
			QUANTITY	VALUE (VND)
<b>I</b>	<b>CIVIL PAINT REVENUE</b>			
	ALKYD	Liter	480.000	37.440.000.000
	Zinc Paint	Liter	15.000	1.140.000.000
<b>II</b>	<b>INDUSTRIAL PAINT REVENUE</b>			
	PCM	Liter	5.400.000	483.200.000.000
	STOVING	Liter	240.000	24.000.000.000
	Others	Liter	20.000	1.420.000.000
<b>III</b>	<b>SHIP PAINT REVENUE</b>			
	TB ADP	Liter	480.000	152.800.000.000
<b>TOTAL REVENUE</b>			<b>6.635.000</b>	<b>700.000.000.000</b>
<b>PRE-TAX PROFIT</b>				<b>70.000.000.000</b>

### Deployment activities in 2025

#### Regarding paint production and business

##### Regarding customers

- Complete the traditional distribution system, aiming to cover each province with 1-2 distributors per province. Apply the 2024 sales policy to the distributor system to boost revenue.
- For key customers: continuously stabilize product quality; improve products to increase their applications for customers; enhance technical service care;
- For Projects, constructions: establish a team to create relationships in the specialized industry (design, projects, contractors...); Develop a pricing policy suitable for each scale, purpose of the project...

##### Regarding products

- Continue to stabilize and improve product quality.
- Introduce new paint lines to the market: Zinc paint; Economic PU paint; Anti-fingerprint paint; Low heavy metal content paint; Quick-drying Alkyd paint; UV-resistant paint..

##### Regarding the technique

- Investing in new machinery and equipment to improve products and conduct new product research..
- Recruiting and training a team of engineers..

##### Regarding production investment

- Improve, invest in new crushers.
- Invest in a new product packaging line.

##### Human Resources and Training

- ❖ In 2025, we will continue to recruit personnel to meet the company's needs, especially skilled and experienced staff for the development of new paint lines – for development and the distributor agent system...
- ❖ Implement training programs to enhance the skills, qualifications, and competencies of workers.

# 04

## EVALUATION OF THE BOARD ON THE COMPANY'S OPERATIONS

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## EVALUATION OF THE BOARD ON THE COMPANY'S OPERATIONS

In 2024, Vietnam's economy continues to maintain its recovery and growth momentum, with the chemical and construction industries playing important roles. The chemical industry recorded stable growth, thanks to high domestic and export demand, along with the promotion of modern technology applications in production. Meanwhile, the construction sector is being driven by strategic infrastructure projects such as the North-South Expressway, Long Thanh Airport, and the social housing development plan. The construction materials market has become lively again, contributing to meeting the high demand from ongoing projects. Both sectors are effectively leveraging support policies, creating a solid foundation for development amidst numerous global challenges.

The Board has always closely monitored market fluctuations, domestic macroeconomic prospects, and the Company's business operations to provide appropriate and flexible directives, ensuring safety in production and business activities, expanding the market, and maximizing efficiency. With the support of our esteemed Shareholders, Customers/Partners, and extraordinary efforts, united as one, the Company's staff has successfully completed the tasks and business plan targets assigned by the General Meeting of Shareholders. entrusted.

Thanks to the unity and solidarity among the Board of Directors, the General Director, and all employees, the company's business results for 2023 have achieved the following encouraging outcomes:

- Actual static revenue in 2024 reached 821.15 billion VND, completing 136.24% of the set plan.
- Pre-tax profit reached 106.84 billion VND, completing 178.07% of the plan set by the Shareholders' meeting

Human resources work continues to be carried out in an open, transparent, and scientific manner. Training activities are regularly implemented to enhance the skills and qualifications of employees, preparing a workforce for the company's development strategy. The regimes and policies for employees according to legal regulations and the Company's regulations are always strictly implemented, creating stable jobs and income for employees.



## EVALUATION OF THE BOARD ON THE COMPANY'S OPERATIONS

In 2024, the Board of Directors conducted close supervision and comprehensive evaluation of the CEO's activities, ensuring compliance and efficiency in operations. Specifically as follows

- ❖ Closely monitor the implementation of the business plan set by the Board of Directors for 2024 and provide timely support to ensure that the units meet their targets and promote business activities in the best direction. At the same time, the Board of Directors always monitors and updates the market situation in a timely manner to provide appropriate directions and policies aimed at maximizing the development potential, advantages, and internal strengths of each unit within the Company's system.
- ❖ Supervise the Board of Directors in organizing the 2024 annual general meeting of shareholders in accordance with legal regulations;;
- ❖ Supervise the Board of Directors in preparing the periodic financial statements for 2024 to be completed on time;;
- ❖ The General Director's Board regularly reports to the Board of Directors on the current financial situation, investment status, and business operations, as well as future directions, so that the Board of Directors can provide guidance. Based on this, the Board of Directors has the conditions to closely supervise the General Director in the implementation of the Board's resolutions and decisions.
- ❖ The Board of Directors has developed and flexibly implemented solutions in managing business operations based on a correct understanding of the difficulties and challenges the Company faces.
- ❖ The Executive Board has actively proposed and coordinated with the Board of Directors in implementing measures to address arising issues, creating the most favorable conditions for the Company's operations.



## PLANS AND DIRECTIONS OF THE BOARD OF DIRECTORS

### GENERAL ASSESSMENT

In addition to setting specific business goals for 2025 with projected total revenue of 700 billion VND and pre-tax profit of 70 billion VND, competing with foreign companies entering the paint market remains a constant challenge for ADP. With the determination to focus on achieving the highest level of the production and business plan and development investment for 2025, the Board of Directors has developed an operational plan with the following objectives and solutions:

- ❖ Implement and ensure that the activities of the Board of Directors comply with the laws and the Company's charter.
- ❖ Fully conduct all meetings and regular exchanges, promptly grasp the Company's business activities, and timely direct to ensure the completion of the production and business plan entrusted by the General Meeting of Shareholders.
- ❖ Complete and implement internal audit work in accordance with legal regulations.
- ❖ Ensure the efficiency of production and business operations, promote development efforts, expand the market, and advertise the ADP brand.
- ❖ Continuously update the global economic situation and the fluctuations in input material prices, and develop timely policies to create production and business solutions that align with the actual situation.
- ❖ Regularly pay attention to customer care activities to harmonize interests and strengthen the relationship between the Company and customers, agents, distributors, and direct users of the Company's products.
- ❖ Focus on consolidating and developing the target market, with reasonable policies to develop new markets, where there are distribution channels, and emphasize maintaining the current market.
- ❖ Research and implement market policy mechanisms, market segmentation, identify market demand and consumer preferences to produce product lines that society needs.
- ❖ Strengthen production management, minimize product defects, focus on tightly controlling the production process, inspect the quality of raw materials and finished products, and absolutely do not release products that do not meet standards in both quality and packaging design to the market.
- ❖ Focus on developing future product lines that are clean and environmentally friendly for society and the community.

# 05

## COMPANY GOVERNANCE

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## BOARD OF DIRECTORS

### COMPOSITION AND STRUCTURE OF THE BOARD OF DIRECTORS

No.	Member	Position	Number of shares owned	Ownership rate (%)
1	Mrs. Nguyễn Thị Nhung	Chairwoman	2.318.269	10,06
2	Mr. Trần Bửu Trí	Vice Chairman	2.616.568	11,36
3	Mr. Lê Đình Quang	Board Member and Deputy Director	2.124.000	9,22
4	Mr. Võ Hồng Hà	Board Member and Deputy Director	2.534.400	11,00
5	Mrs. Võ Thị Bích Ngọc	Board Member	637.696	2,77
6	Mrs. Nguyễn Thị Minh Sáu	Indendent Board Member	-	-
7	Mr. Tống Trường Thịnh	Indendent Board Member	135.500	0,58

### SUBCOMMITTEES OF THE BOARD OF DIRECTORS

The Company's Board of Directors has not yet established any subcommittees. The members of the Board of Directors carry out their duties as assigned by the Board of Directors.

### ACTIVITIES OF THE BOARD OF DIRECTORS

The Board of Directors has organized and regularly maintained periodic meetings, in addition to making timely approval and business direction decisions. The Board of Directors has also conducted consultations with its members in the form of written opinions. The members of the Board of Directors participated fully, worked with a high sense of responsibility, and made timely decisions to guide and direct business in accordance with the resolutions of the General Meeting of Shareholders and legal regulations.

### BOARD OF DIRECTORS MEETINGS

No.	Member	Position	Meetings attended	Attendance rate	Reasons for absence
1	Mrs. Nguyễn Thị Nhung	Chairwoman	5/5	100%	
2	Mr. Trần Bửu Trí	Vice Chairman	5/5	100%	
3	Mr. Lê Đình Quang	Board Member and Deputy Director	5/5	100%	
4	Mr. Võ Hồng Hà	Board Member and Deputy Director	5/5	100%	
5	Mrs. Võ Thị Bích Ngọc	Board Member	5/5	100%	
6	Mrs. Nguyễn Thị Minh Sáu	Indendent Board Member	5/5	100%	
7	Mr. Tống Trường Thịnh	Indendent Board Member	5/5	100%	

## BOARD OF DIRECTORS

### Activities of independent board members

- The independent members of the Board of Directors have fully participated in the Board's meetings throughout the year and contributed to the completion of policies and management tasks with their expertise and professional knowledge through their input during the meetings. at the meetings.
- Perform the assigned rights and duties honestly, cautiously, and to the best of your ability to ensure the maximum legal benefits for the Company.
- Independent members of the Board of Directors also provide comments on the financial situation, business operations, risks, challenges, recommendations, and proposals to enhance the effectiveness of the Board of Directors and the Company, thereby affirming their commitment to fulfilling their roles well.

List of board members with corporate governance training certificates

The members of the Company's leadership team regularly participate in corporate governance programs to enhance operational capabilities and contributions to the operational processes of Son Á Đông. of Son Á Đông. Aware of the decisive role of the leadership team, the training of certifications and management programs is always emphasized by the Company. management is always prioritized by the Company.



## AUDIT COMMITTEE

### MEMBERS AND STRUCTURE OF THE AUDIT COMMITTEE

No.	Member	Position	Number of shares owned	Ownership rate (%)
1	Mrs. Nguyễn Thị Minh Sáu	Chairwoman	-	-
2	Mr. Tổng Trường Thịnh	Member	135.500	0,58

### ACTIVITIES OF THE AUDIT COMMITTEE TOWARDS THE BOARD OF DIRECTORS, GENERAL DIRECTOR, AND SHAREHOLDERS

- ❖ The Audit Committee performs oversight duties, having attended all Board of Directors meetings, reviewed and inspected internal documents issued by the Board of Directors and the General Director during the company's governance process to ensure that the development of the company's operational directions and policies complies with the law and aligns with the resolutions of the General Meeting of Shareholders. In the Audit Committee meetings, important opinions on financial, personnel, and investment issues are consistently proposed.
- ❖ Supervise the timely disclosure of periodic and extraordinary information and verify the authenticity of the disclosed information to the Company's shareholders;
- ❖ Evaluate and appraise periodic financial reports to timely assess the accuracy and reasonableness of the financial data.
- ❖ Supervise and regularly evaluate the activities of the Board of Directors and the General Director in implementing the resolutions of the General Meeting and the resolutions of the Board;
- ❖ Consider the reasonableness and legality in issuing the Resolutions of the Board of Directors and the General Director in accordance with the law and the Company's Charter;
- ❖ Carry out other tasks according to the functions, duties, and authority of the audit committee

### THE COORDINATION OF ACTIVITIES BETWEEN THE AUDIT COMMITTEE AND THE ACTIVITIES OF THE BOARD OF DIRECTORS, THE GENERAL MANAGER, AND OTHER MANAGEMENT STAFF

In 2024, the Audit Committee attended all meetings of the Board of Directors and provided opinions on the decisions of the Board of Directors and the General Director to ensure that the decisions are issued in accordance with legal regulations and protect the interests of the Company. The Audit Committee also provided feedback and engaged in discussions to ensure that the management process aligns with the resolutions of the General Meeting of Shareholders. The Audit Committee has also had interactions and discussions with shareholders regarding the Company's financial situation and operational status, gathering feedback and clarifying issues that shareholders need to understand about the Company..

### SỐ LƯỢNG CÁC CUỘC HỌP ỦY BAN KIỂM TOÁN:

No.	Member	Position	Meetings attended	Attendance rate
1	Mrs. Nguyễn Thị Minh Sáu	Chairwoman	5/5	100%
2	Mr. Tổng Trường Thịnh	Member	5/5	100%

## TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD, GENERAL DIRECTOR, AND AUDIT COMMITTEE

### Salary, bonuses, remuneration, benefits

Unit: Dong

No.	Member	Position	Income
1	Mrs. Nguyễn Thị Nhung	Chairwoman	348.000.000
2	Mr. Trần Bửu Trí	Vice Chairman	302.000.000
3	Mr. Lê Đình Quang	Board Member and Deputy Director	1.121.356.785
4	Mr. Võ Hồng Hà	Board Member and Deputy Director	984.200.810
5	Mrs. Võ Thị Bích Ngọc	Board Member	274.000.000
6	Mrs. Nguyễn Thị Minh Sáu	Indendent Board Member	334.000.000
7	Mr. Tổng Trường Thịnh	Indendent Board Member	322.000.000

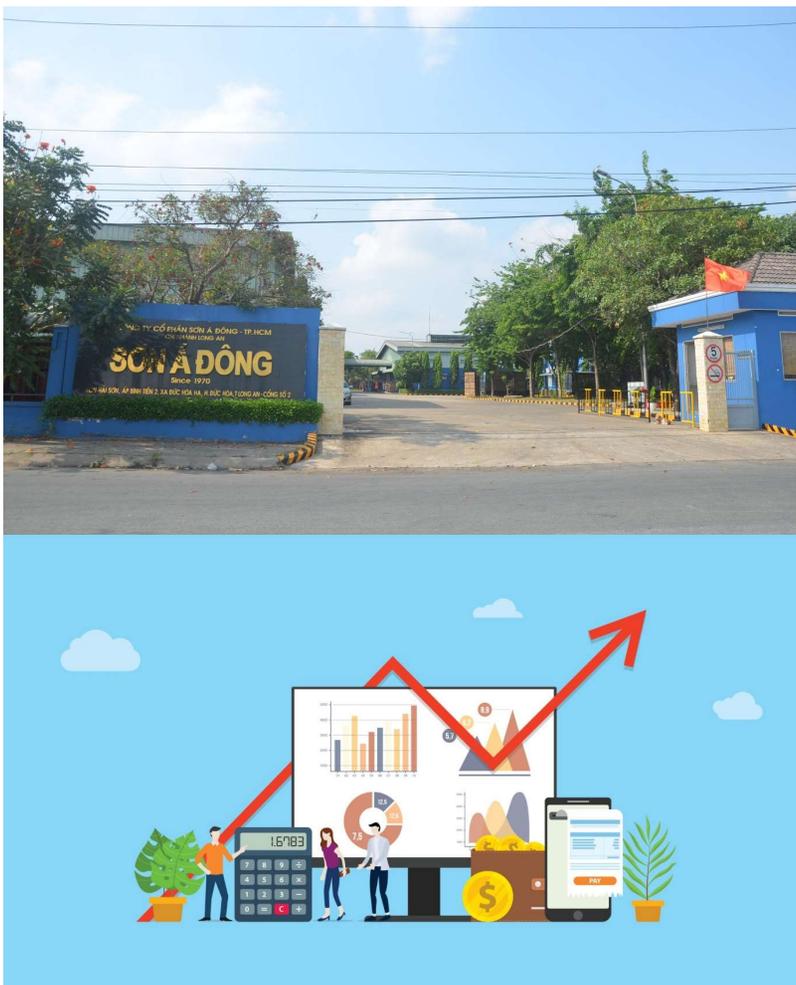
Internal stock trading: Không có

### Contracts or transactions with insiders:

- Transactions between the company and related parties of the company; or between the company and major shareholders, insiders, or related parties of insiders: (None)
- Transactions between company insiders, related parties of insiders with subsidiaries, companies controlled by the company: (None)

### Evaluation of the implementation of corporate governance regulations

The management of the Company is always ensured in accordance with the law, the Charter, internal regulations, and criteria to ensure the smoothest operation of the Company; pursuing goals for the benefit of the Company and its shareholders, as well as creating favorable conditions for the effective supervision of the Company's activities, thereby encouraging the Company to use its resources in the best way possible. In addition, the Company continually enhances governance knowledge for members of the Board of Directors and the General Director through sending staff for training as per the announcements of the State Securities Commission, relevant agencies, and corporate governance classes. From there, it enhances business efficiency, improves access to capital, reduces capital costs, and builds trust with shareholders and investors.



# 06

## FINANCIAL REPORT

Audit opinion

Audited financial report



CÔNG TY TNHH DỊCH VỤ TƯ VẤN TÀI CHÍNH KẾ TOÁN & KIỂM TOÁN PHÍA NAM  
SOUTHERN AUDITING AND ACCOUNTING FINANCIAL CONSULTING SERVICES COMPANY LIMITED (AASCS)

## A DONG PAINT JOINT STOCK COMPANY

Financial statements  
For the fiscal year 2024, ended as at 31/12/2024

29 Vo Thi Sau Street, District 1, Ho Chi Minh City  
Tel: (028) 3820 5944 - (028) 3820 5947 • Fax: (028) 3820 5942  
Email: info@aascs.com.vn Website: www.aascs.com.vn



*Audited Financial statements*

## A DONG PAINT JOINT STOCK COMPANY

Financial statements  
For the fiscal year 2024, ended as at 31/12/2024

Audited by  
SOUTHERN AUDITING AND ACCOUNTING FINANCIAL CONSULTING SERVICES CO., LTD.(AASCS)  
Address: 29 Vo Thi Sau, Dakao Ward, District 1, Ho Chi Minh City



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## REPORT OF THE BOARD OF MANAGEMENT

The Board of Management of A DONG PAINT JOINT STOCK COMPANY is pleased to present this report and financial statements of the Company for the fiscal year 2024, ended as at 31/12/2024.

### I. THE COMPANY

#### 1. Form of ownership

A Dong Paint Joint Stock Company was established under Decision No. 40/2000/QĐ-BCN dated 29/06/2000 on the transformation of A Dong Paint Enterprise into A Dong Paint Joint Stock Company issued by the Ministry of Industry, Decision No. 49/2000/QĐ-BCN dated 10/08/2000 amending to Decision No. 40/2000/QĐ-BCN dated 29/06/2000 on the restructuring of charter capital and sales of preference shares to employees. Enterprise Registration Certificate No. 4103000132 first registered on 13/08/2000, registered for the eleventh change of business code 0302066222 on 08/05/2023 issued by the Department of Planning and Investment of Ho Chi Minh City.

The Company's contributed charter capital stated in the ERC : 230,398,500,000 VND  
Contributed capital as at 31/12/2024 : 230,398,500,000 VND

The Company's headquarters is located at 1387 Ben Binh Dong, Ward 15, District 8, Ho Chi Minh City.

#### 2. Business field

Manufacturing, trading, commercial.

#### 3. Principal activities

Production, import and export of paint products and raw materials and equipment in the paint industry; Design and supply other types of technical services on products, raw materials and equipment in the paint industry; Doing business in other business lines as prescribed by law.

#### 4. Corporate structure

##### List of affiliated units without legal entity status combined with dependent accounting

Name	Address
Long An Branch	Hai Son Industrial Park, Binh Tien II Hamlet, Duc Hoa Ha Commune, Duc Hoa District, Long An Province

### II. OPERATING RESULTS

The operating results and the financial positions of the Company as at 31/12/2024 are presented in the accompanying financial statements.

### III. EVENTS AFTER THE BALANCE SHEET DATE

The Board of Management of the Company assures that there are no significant events that have arisen after December 31, 2024 until the time of preparing this report that have not been considered for adjustments or disclosed in the financial statements.

### IV. THE BOARD OF DIRECTORS AND MANAGEMENT, AUDIT COMMITTEE, CHIEF ACCOUNTANT AND LEGAL REPRESENTATIVE

#### Board of Directors

Ms.	Nguyen Thi Nhung	Chairman
Mr.	Tran Bui Tri	Deputy Chairman
Mr.	Le Dinh Quang	Member
Mr.	Vo Hong Ha	Member
Ms.	Vo Thi Bich Ngoc	Member
Ms.	Nguyen Thi Minh Sau	Independent member
Mr.	Tong Truong Thinh	Independent member

## REPORT OF THE BOARD OF MANAGEMENT

### Board of Management

Ms.	Duong Thi Thuy Huong	General Director (dismissed on 31/01/2024)
Mr.	Le Dinh Quang	Permanent Deputy General Director
Mr.	Vo Hong Ha	Deputy General Director

### Audit Committee

Ms.	Nguyen Thi Minh Sau	Chairman
Mr.	Tong Truong Thinh	Member

### Legal Representative

Ms.	Nguyen Thi Nhung	(authorised by Ms. Nguyen Thi Nhung about the responsibility and signing the financial statements for the fiscal year 2024)
Mr.	Le Dinh Quang	

### Chief Accountant

Mr.	Huynh Thanh Tam
-----	-----------------

According to the list above, no person in the Board of Directors, the Board of Management, the Audit Committee use their powers they are delegated in the management and administration of the Company to obtain any benefits other than usual benefits from holding shares like other shareholders.

### V. AUDITOR

The auditors of Southern Auditing and Accounting Financial Consulting Services Co., Ltd. (AASCS) take the audit of financial statements for the Company.

### VI. MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

Management is responsible for the financial statements of each financial year which give a true and fair view of the state of affairs of the Company and of its results and cash flows for the fiscal year 2024, ended as at 31/12/2024. In preparing those financial statements, management is required to:

- Establishing and maintaining internal control as determined by the Board of Directors and the Board of Management as necessary to ensure that the preparation and presentation of the financial statements are free of material misstatement, whether due to fraud or due to fraud or error;
- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- The applicable accounting standards are complied with by the Company, there are no significant misleading applications that need to be disclosed and explained in this financial report;
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of Company and to ensure that the accounting records comply with the applied accounting system. It 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.

We, the Board of Management, confirm that the financial statements for the fiscal year 2024, ended as at 31/12/2024, its operating results and cash flows in the year 2024 of the Company in accordance with the Vietnamese Accounting System and comply with relevant statutory requirements.

## REPORT OF THE BOARD OF MANAGEMENT

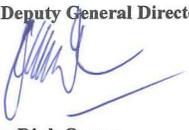
### VII. OTHER COMMITMENTS

The Board of Management commits that the Company does not violate the obligation to disclose information as prescribed in Circular No. 96/2020/TT-BTC dated November 16, 2020 issued by the Ministry of Finance on guidance on information disclosure on the stock market.

### VIII. APPROVAL OF FINANCIAL STATEMENTS

We, the Board of Directors of A DONG PAINT JOINT STOCK COMPANY approved our financial statements for the fiscal year 2024, ended as at 31/12/2024.

Approved, *March 14th* 2025  
On behalf of Board of Directors  
Chairman  
  
Nguyen Thi Nhung

Approved, *March 14th* 2025  
On behalf of Board of Management  
Permanent Deputy General Director  
  
Le Dinh Quang

## INDEPENDENT AUDITOR'S REPORT

**To: Shareholders, Board of Directors, Board of Management  
of A DONG PAINT JOINT STOCK COMPANY**

We have audited the financial statements of A DONG PAINT JOINT STOCK COMPANY, prepared on Prepared, 07 March 2025, as set out on 07 to 31, which comprise the Balance Sheet as at 31/12/2024, the Income Statement, the Cash Flow Statement and Notes to Financial Statements for the fiscal year 2024, ended as at 31/12/2024.

### Management's responsibility

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the relevant statutory requirements applicable to financial statements, and for such internal control as Management determines is necessary to enable the preparation of 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 these financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statement are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

### Opinion

In our opinion, the financial statements give a true and fair view, in all material respects, the financial position of A DONG PAINT JOINT STOCK COMPANY as at 31/12/2024, and of the results of its operation and cash flows for the fiscal year 2024, ended as at 31/12/2024, in accordance with Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System and the relevant statutory requirements applicable to separate financial statements.

Ho Chi Minh City, March 14<sup>th</sup> 2025

Southern Auditing and Accounting  
Financial Consulting Services Co., Ltd.  
Deputy General Director



**Đo Khắc Thanh**  
Practising Auditor Registration  
Certificate No.: 0064-2023-142-1



Auditor

**Duong Thi Quynh Hoa**  
Practising Auditor Registration  
Certificate No.: 0424-2023-142-1

29 Vo Thi Sau Street, District 1, Ho Chi Minh City  
Tel: (028) 3820 5944 - (028) 3820 5947 - Fax: (028) 3820 5942  
Email: info@aascs.com.vn Website: www.aascs.com.vn

## BALANCE SHEET

As at December 31, 2024

Unit: VND

Item	Code	Note	Ending balance	Beginning balance
<b>A. SHORT-TERM ASSETS</b>	<b>100</b>		<b>318,232,759,297</b>	<b>338,669,128,004</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>V.1</b>	<b>9,757,936,691</b>	<b>18,513,911,255</b>
Cash	111		9,757,936,691	18,513,911,255
Cash equivalents	112		-	-
<b>II. Short-term investments</b>	<b>120</b>	<b>V.2</b>	<b>102,000,000,000</b>	<b>130,000,000,000</b>
Held-for-trading securities	121		-	-
Provisions for held-for-trading securities	122		-	-
Held to maturity investments	123		102,000,000,000	130,000,000,000
<b>III. Short-term receivables</b>	<b>130</b>		<b>68,594,229,322</b>	<b>65,341,854,280</b>
Short-term trade receivables	131	V.3	68,285,939,397	63,536,051,725
Short-term prepayments to suppliers	132		-	-
Short-term intra-company receivables	133		-	-
Construction contract receivables based on agreed progress billings	134		-	-
Short-term loan receivables	135		-	-
Other short-term receivables	136	V.5	1,133,398,444	1,905,280,822
Short-term provisions for doubtful debts	137		(825,108,519)	(99,478,267)
Shortage of assets waiting for resolution	139		-	-
<b>IV. Inventories</b>	<b>140</b>		<b>137,241,012,210</b>	<b>124,184,683,018</b>
Inventories	141	V.7	137,241,012,210	124,184,683,018
Provisions for obsolete inventories	149		-	-
<b>V. Other current assets</b>	<b>150</b>		<b>639,581,074</b>	<b>628,679,451</b>
Short-term prepaid expenses	151	V.4	639,581,074	628,679,451
Value-added tax deductible	152		-	-
Taxes and other receivables from the State	153	V.12	-	-
Government bonds trading	154		-	-
Other current assets	155		-	-
<b>B. LONG-TERM ASSETS</b>	<b>200</b>		<b>37,156,354,346</b>	<b>42,659,482,116</b>
<b>I. Long-term receivables</b>	<b>210</b>		<b>-</b>	<b>-</b>
Long-term trade receivables	211		-	-
Long-term prepayments to suppliers	212		-	-
Paid-in capital in dependent units	213		-	-
Long-term intra-company receivables	214		-	-
Long-term loan receivables	215		-	-
Other long-term receivables	216		-	-
Long-term provisions for doubtful debts	219		-	-
<b>II. Fixed assets</b>	<b>220</b>		<b>37,156,354,346</b>	<b>42,590,642,225</b>
Tangible fixed assets	221	V.9	21,152,626,541	26,101,952,972
- Historical costs	222		140,868,944,189	139,059,824,773
- Accumulated depreciation	223		(119,716,317,649)	(112,957,871,801)

**BALANCE SHEET**  
As at December 31, 2024

Unit: VND

Item	Code	Note	Ending balance	Beginning balance
Finance leases	224		-	-
- Historical costs	225		-	-
- Accumulated depreciation	226		-	-
Intangible fixed assets	227	V.10	16,003,727,805	16,488,689,253
- Historical costs	228		24,248,072,436	24,248,072,436
- Accumulated amortisation	229		(8,244,344,631)	(7,759,383,183)
<b>III. Investment properties</b>	<b>230</b>		-	-
- Historical costs	231		-	-
- Accumulated depreciation	232		-	-
<b>IV. Long-term assets in progress</b>	<b>240</b>		-	68,839,891
Long-term work in process	241		-	-
Construction in progress	242	V.8	-	68,839,891
<b>V. Long-term investments</b>	<b>250</b>		-	-
Investments in subsidiaries	251		-	-
Investments in joint ventures and associates	252		-	-
Investments in other entities	253		-	-
Provision for diminution in value of long-term investments	254		-	-
Held to maturity investments	255		-	-
<b>VI. Other long-term assets</b>	<b>260</b>		-	-
Long-term prepaid expenses	261		-	-
Deferred tax assets	262		-	-
Long-term tools, supplies and spare parts	263		-	-
Other long-term assets	268		-	-
<b>TOTAL ASSETS (270=100+200)</b>	<b>270</b>		<b>355,389,113,643</b>	<b>381,328,610,120</b>
<b>C. LIABILITIES</b>	<b>300</b>		<b>83,024,281,255</b>	<b>94,138,398,232</b>
<b>I. Short-term liabilities</b>	<b>310</b>		<b>83,024,281,255</b>	<b>94,138,398,232</b>
Short-term trade payables	311	V.11	55,756,046,482	74,320,547,113
Short-term prepayments from customers	312		415,059,929	257,819,244
Statutory obligations	313	V.12	9,662,673,085	8,562,059,512
Payables to employees	314		16,510,705,471	9,812,831,744
Short-term accrued expenses	315		-	71,873,400
Short-term intra-company payables	316		-	-
Construction contract payables based on agreed progress billings	317		-	-
Short-term unearned revenues	318		-	-
Other short-term payables	319	V.13	628,753,881	1,062,224,812
Short-term loans and finance lease	320		-	-
Short-term provisions	321		-	-
Bonus and welfare fund	322		51,042,407	51,042,407
Price stabilization fund	323		-	-
Government bonds trading	324		-	-

**BALANCE SHEET**  
As at December 31, 2024

Unit: VND

Item	Code	Note	Ending balance	Beginning balance
<b>II. Long-term liabilities</b>	<b>330</b>		-	-
Long-term trade payables	331		-	-
Long-term prepayments from customers	332		-	-
Long-term accrued expenses	333		-	-
Intra-company payables in relation to capital of dependent units	334		-	-
Long-term intra-company payables	335		-	-
Long-term unearned revenues	336		-	-
Other long-term payables	337		-	-
Long-term loans and finance lease	338		-	-
Convertible bonds	339		-	-
Preference shares	340		-	-
Deferred tax liabilities	341		-	-
Long-term provisions	342		-	-
Scientific and technological development fund	343		-	-
<b>D. OWNER'S EQUITY</b>	<b>400</b>	<b>V.14</b>	<b>272,364,832,388</b>	<b>287,190,211,888</b>
<b>I. Owner's equity</b>	<b>410</b>		<b>272,364,832,388</b>	<b>287,190,211,888</b>
Contributed charter capital	411		230,398,500,000	230,398,500,000
- Ordinary shares with voting rights	411a		230,398,500,000	230,398,500,000
- Preference shares	411b		-	-
Share premium	412		-	-
Convertible bond options	413		-	-
Other owners' capital	414		-	-
Treasury shares	415		-	-
Asset revaluation reserve	416		-	-
Foreign exchange differences reserve	417		-	-
Development and investment funds	418		7,235,180,969	7,235,180,969
Enterprise reorganization support fund	419		-	-
Other funds belonging to owners' equity	420		-	-
Undistributed earnings	421		34,731,151,419	49,556,530,919
- Undistributed earnings by the end of prior year	421a		104,838,419	22,000,000,000
- Undistributed earnings of current year	421b		34,626,313,000	27,556,530,919
Capital expenditure funds	422		-	-
<b>TOTAL LIABILITIES AND OWNERS' EQUITY (440=300+400)</b>	<b>440</b>		<b>355,389,113,643</b>	<b>381,328,610,120</b>

Preparer

Nguyen Thuc Thanh

Chief Accountant

Huynh Thanh Tam

Prepared, 07 March 2025  
Permanent Deputy General Director

Le Dinh Quang

## INCOME STATEMENT

Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
<b>Revenues from sales and services rendered</b>	<b>01</b>	VI.1	<b>821,151,104,229</b>	<b>519,137,972,340</b>
Revenue deductions	02	VI.2	3,296,405,810	2,926,075,364
<b>Net revenues from sales and services rendered (10=01-02)</b>	<b>10</b>		<b>817,854,698,419</b>	<b>516,211,896,976</b>
Costs of goods sold and services rendered	11	VI.3	658,332,372,224	416,674,279,894
<b>Gross profit from sales and services rendered (20=10-11)</b>	<b>20</b>		<b>159,522,326,195</b>	<b>99,537,617,172</b>
Finance income	21	VI.4	6,204,783,057	11,342,548,075
Finance expenses	22	VI.5	1,078,757,733	1,210,585,775
- In which: Interest expenses	23		8,331,282	
Selling expenses	25	VI.8	18,732,188,831	15,444,303,273
General and administrative expenses	26	VI.8	39,015,353,541	20,385,005,461
<b>Operating profit {30=20+(21-22)-(25+26)}</b>	<b>30</b>		<b>106,900,809,147</b>	<b>73,840,270,738</b>
Other income	31	VI.6	5,558	184,152
Other expenses	32	VI.7	63,655,334	21,153,420
<b>Other loss (40=31-32)</b>	<b>40</b>		<b>(63,649,776)</b>	<b>(20,969,268)</b>
<b>Accounting profit before tax (50=30+40)</b>	<b>50</b>		<b>106,837,159,371</b>	<b>73,819,301,470</b>
Current corporate income tax expenses	51	VI.10	21,523,176,371	14,885,272,320
Deferred tax expenses	52	VI.11	-	-
<b>Net profit after tax (60=50-51-52)</b>	<b>60</b>		<b>85,313,983,000</b>	<b>58,934,029,150</b>
Basic earnings per share (*)	70	VI.11	3,703	2,558
Diluted earnings per share (*)	71	VI.12	3,703	2,558

Preparer

Nguyen Thuc Thanh

Chief Accountant

Huynh Thanh Tam

Prepared: 07 March 2025

Permanent Deputy General Director

Le Dinh Quang

## CASH FLOW STATEMENT

(Indirect method)

Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
<b>I. Cash flows from operating activities</b>				
<b>Profit/(loss) before tax</b>	<b>01</b>		<b>106,844,144,775</b>	<b>73,819,301,470</b>
<b>2. Adjustments for</b>				
Depreciation and amortisation of fixed assets and investment properties (including amortization of goodwill)	02		7,243,407,296	8,257,088,628
Provisions	03		725,630,252	65,907,810
Foreign exchange (gains)/losses arising from revaluation of monetary accounts	04		(28,323,413)	300,877,035
(Profits)/losses from investing activities	05		(5,319,130,022)	(10,256,591,991)
Interest expenses	06		8,331,282	-
Other adjustments	07		-	-
<b>Operating profit/(loss) before changes in working capital</b>	<b>08</b>		<b>109,474,060,170</b>	<b>72,186,582,952</b>
(Increase)/decrease in receivables	09		(4,724,820,363)	18,831,490,210
(Increase)/decrease in inventories	10		(13,056,329,192)	(49,852,974,929)
Increase/(decrease) in payables (other than interest payable, corporate income tax payable)	11		(16,683,684,535)	4,633,532,374
(Increase)/decrease in prepaid expenses	12		(10,901,623)	(161,837,880)
(Increase)/decrease in held-for-trading securities	13		-	-
Interest paid	14		(8,331,282)	-
Corporate income tax paid	15		(20,785,272,320)	(11,897,217,345)
Other cash inflows from operating activities	16		-	10,000,000,000
Other cash outflows from operating activities	17		(2,220,000,000)	-
<b>Net cash flows from/(used in) operating activities</b>	<b>20</b>		<b>51,984,720,854</b>	<b>43,739,575,382</b>
<b>II. Cash flows from investing activities</b>				
Purchase and construction of fixed assets and other long-term assets	21		(1,740,279,525)	(323,693,987)
Proceeds from disposal of fixed assets and other long-term assets	22		-	-
Loans to other entities and payments for purchase of debt instruments of other entities	23		(214,000,000,000)	-
Collections from borrowers and proceeds from sale of debt instruments of other entities	24		242,000,000,000	-
Payments for investments in other entities	25		-	-
Proceeds from sale of investments in other entities	26		-	-
Interest and dividends received	27		6,065,945,091	8,384,311,169
<b>Net cash flows from investing activities</b>	<b>30</b>		<b>32,325,665,566</b>	<b>8,060,617,182</b>

## CASH FLOW STATEMENT

(Indirect method)  
Year 2024

Unit: VND

Item	Code	Note	Current year	Previous year
<b>III. Cash flows from financing activities</b>				
Capital contribution and issuance of shares	31		-	-
Repayment of contributed capital and repurchase of stock issued	32		-	-
Drawdown of borrowings	33		6,683,336,000	-
Repayment of borrowings	34		(6,683,336,000)	-
Payment of principal of finance lease liabilities	35		-	-
Dividends paid	36		(93,066,360,984)	(44,031,304,846)
<b>Net cash flows from financial activities</b>	<b>40</b>		<b>(93,066,360,984)</b>	<b>(44,031,304,846)</b>
<b>Net cash flows during the fiscal year (50 = 20+30+40)</b>	<b>50</b>		<b>(8,755,974,564)</b>	<b>7,768,887,718</b>
<b>Cash and cash equivalents at the beginning of fiscal year</b>	<b>60</b>		<b>18,513,911,255</b>	<b>10,745,023,537</b>
Impact of exchange rate fluctuation	61		-	-
<b>Cash and cash equivalents at the end of fiscal year (70=50+60+61)</b>	<b>70</b>		<b>9,757,936,691</b>	<b>18,513,911,255</b>

Preparer

Nguyen Thuc Thanh

Chief Accountant

Huynh Thanh Tam

Prepared: 07 March 2025  
Permanent Deputy General Director

Le Dinh Quang



## NOTES TO FINANCIAL STATEMENTS

Year 2024

### I. THE COMPANY

#### 1. Form of ownership

A Dong Paint Joint Stock Company was established under Decision No. 40/2000/QĐ-BCN dated 29/06/2000 on the transformation of A Dong Paint Enterprise into A Dong Paint Joint Stock Company issued by the Ministry of Industry, Decision No. 49/2000/QĐ-BCN dated 10/08/2000 amending to Decision No. 40/2000/QĐ-BCN dated 29/06/2000 on the restructuring of charter capital and sales of preference shares to employees. Enterprise Registration Certificate No. 4103000132 first registered on 13/08/2000, registered for the eleventh change of business code 0302066222 on 08/05/2023 issued by the Department of Planning and Investment of Ho Chi Minh City.

The Company's contributed charter capital stated in the ERC : 230,398,500,000 VND  
Contributed capital as at 31/12/2024 : 230,398,500,000 VND

The Company's headquarters is located at 1387 Ben Binh Dong, Ward 15, District 8, Ho Chi Minh City.

#### 2. Business fields

Manufacturing, trading, commercial.

#### 3. Principal activities

Production, import and export of paint products and raw materials and equipment in the paint industry; Design and supply other types of technical services on products, raw materials and equipment in the paint industry; Doing business in other business lines as prescribed by law.

#### 4. Ordinary course of business: 12 months

#### 5. Corporate structure

List of affiliated units without legal entity status combined with dependent accounting

Name	Address
Long An Branch	Hai Son Industrial Park, Binh Tien II Hamlet, Duc Hoa Ha Commune, Duc Hoa District, Long An Province

### II. ACCOUNTING PERIOD AND ACCOUNTING CURRENCY

#### 1. Accounting period

The Company's accounting period starts on 1 January and ends on 31 December.

#### 2. Accounting currency

The financial statements are prepared and presented in Vietnam Dong (VND).

### III. ACCOUNTING STANDARDS AND ACCOUNTING REGIME

#### 1. Accounting regime

The Company applies Enterprise Accounting System issued under Circular no.200/2014/TT-BTC dated December 22, 2014 by Ministry of Finance as well as the amended and guidance circulars.

#### 2. Declaration of adherence to Accounting Standards and Accounting system

The Company applies Vietnamese Accounting Standards and supplement documents issued by the State. Consolidated financial statements are prepared in accordance with regulations of each standard and supplement documents as well as with current accounting system.

### IV. ACCOUNTING POLICIES

#### 1. Cash and cash equivalents

##### a. Cash

Cash consists of: cash on hand, cash in banks and cash in transit.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### b. Cash equivalents

Cash equivalents are short-term investments for a period not exceeding 3 months that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value from the date of purchase to the date of financial statements.

### c. Other currencies conversion

Transactions in foreign currencies must be recorded in original currency and converted into Vietnam dong. Overdraft is recorded as a bank loan.

At the reporting date, the company is required to revalue the balance of foreign currencies and monetary gold using buying price quoted by commercial bank which is trading with the company at the reporting date.

### 2. Receivables

All receivables must be detailed by aging, by each client and in original currency (if any) and others details depending on the management request of the Company.

The classification of receivables must be managed as follows:

- Trade receivables: Receivables resulting from trading activities between the Company and its clients such as selling goods, rendering service, disposal of assets, export sales of consigner through the consignee;
- Intra-company receivables: Receivables between the Company and its dependent units;
- Other receivables: Receivables not related to trading activities.

For the preparation of financial statements, the receivables must be classified as follows:

- Having maturity less than 12 months or an normal operating cycle are recorded as short-term receivables.
- Having maturity over than 12 months or an normal operating cycle are recorded as long-term receivables.

At the reporting date, the Company reevaluates the receivables due in foreign currency (except for advances to suppliers; if it has evidence that the supplier will not provide goods or services and the Company will receive this advance in foreign currency, this advance will be treated as monetary items) at the buying price quoted by commercial bank where the Company normally transacts with at the reporting date.

**Provisions for bad debts:** The provisions for bad debts are made at the reporting date. The provision or reimbursement of provision is made at the reporting date and is recorded as general and administrative expenses in the period. For the bad debts due in several years that the Company tried to collect but failed and determined that the debtor was insolvent, the Company may sell these long-term bad debts to debt collection Companies or write off the bad debts (according to regulations and charter of the company).

### 3. Inventories

#### a. Recognition

Inventories are stated at original cost. Where net realizable value is lower than cost, inventories should be measured at net realizable value. The cost of inventories should comprise all costs of purchase, costs of conversion and other direct costs incurred in bringing the inventories to their present location and condition.

The assets purchased for production, use or sale are not presented in this item but are presented in item "Long-term equipment, supplies, spare parts ", including:

- Work in progress beyond a normal operating cycle (over 12 months);
- Supplies, equipments and spare parts that has the storage period more than 12 months or a normal operating cycle.

#### b. Inventories valuation method

The ending inventory balance is determined by the weighted average method.

#### c. Inventories recording system

The perpetual method is used to record inventories.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### d. Provision for obsolete inventories

At the reporting date, if inventories are not recoverable due to damages, obsolescence, reduction of selling price. In this case, the provision for obsolete inventories is made. The provision for obsolete inventories is the difference between the original costs of inventories and its net realizable value.

### 4. Tangible and intangible assets, finance leases and investment properties

Fixed assets are stated at the historical cost. During their useful life, fixed assets are recorded at cost, accumulated depreciation and amortisation and net book value.

The historical cost of financial leases is recorded as the fair value of the leased asset or the present value of the minimum rental payment (in case the fair value is higher than the present value of the minimum rent payment) plus the direct costs initially incurred related to the financial lease activities.

During the useful life, the depreciation and amortisation is recorded to the expenses for which the asset is used. Intangible assets that are land use rights are only depreciated for definite land use rights.

Investment properties are depreciated as a fixed asset, except for investment property held for appreciation. The Company accounts for impairment loss on investment properties held for appreciation.

Depreciation of tangible assets and amortization of intangible assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

- Buildings and structures	05-08 years
- Machinery and equipment	06-08 years
- Means of transportation	07 years
- Office equipment	06-07 years
- Other tangible fixed assets	06-08 years
- Intangible assets	03-05 years
- Intangible assets ad other assets	50 years

### 5. Deferred tax expenses

Deferred tax assets and deferred tax liabilities are determined at the estimated rate to be applied in the year when the assets are recovered or the liabilities are settled based on the effective tax rates as of the balance sheet date.

### 6. Prepaid expenses

The calculation and allocation of prepaid expenses to expenses in each accounting period is based on the nature, amounts to determine the allocation method properly and consistently.

Prepaid expenses are tracked according to each incurred prepaid term, which has been allocated to the subjects bearing the costs of each accounting period and the rest has not been allocated to expenses.

Prepaid expense is classified as follows:

- Prepaid expenses related to purchase or service rendering less than 12 months or a normal operating cycle from incurred date are recorded as short-term prepaid expenses.
- Prepaid expense related to purchase or service rendering over than 12 months or a normal operating cycle from incurred date are recorded as long-term prepaid expenses.

### 7. Payables

All payables must be recorded detail by aging, by each client and in original currency if any and others details depending on the management request of the Company.

The classification of payables must be managed as below:

- Trade payables: Payable resulting from trading activities such as purchase of goods, rendering of service, imports though consigner;
- Intra-company payables: Payables between the Company and its dependent units;
- Other payables: Payables not related to trading activities.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

For the preparation of financial statements, the paybles must be classified as below:

- Having maturity less than 12 months or an normal operating cycle are recorded as short-term payables.
- Having maturity over than 12 months or an normal operating cycle are recorded as long-term payables.

At the reporting date, the Company revaluates the payables due in foreign currency (except for advances from customers; if it has evidence that the Company will not provide goods or services and the Company will return this advance to customers in foreign currency, this advance will be treated as monetary items) at the selling price quoted by commercial bank where the Company normally transacts with at the reporting date.

### 8. Equity

#### a. Contributed charter capital, share premium, convertible bond options, other owner's capital

Contributed charter capital is recorded in the actual amount of capital contributed by each individual and organisation.

When the investment license defining the charter capital of the enterprise is determined in foreign currency equivalent to an Vietnam dong amount, the determination contributed capital by investors in foreign currencies is based on the amount of foreign currency actually contributed.

The receipt of capital contribution in assets must reflect the increase in the owner's investment capital at the revaluation price of the assets approved by capital contributors. For intangible assets such as brands, trademarks, trade names, exploitation rights, project development, etc., the Company only record an increase in contributed capital if permitted by relevant laws.

For joint-stock companies, contributed charter capital is recorded based on the actual price of stock issuance, but is recorded in detail in two separate criteria:

- Contributions charter capitals are recorded according to par value of shares;
- Share premium shall record the difference between the par value and issue price of shares.

In addition, share premium shall record the difference between the par value and issue price of shares when re-issuing treasury shares.

Other owner's capital reflects business capital formed due to supplementation from operating results or from donation, sponsorship, and asset revaluation (according to current regulations).

#### b. Foreign exchange difference reserve

Foreign exchange difference means differences incurred from real exchange or the conversion of the same amounts of foreign currency into accounting currency unit according to different foreign exchange rates at the transaction date and at the reporting date.

All sums of foreign exchange differences are recorded immediately in finance income (if gain) or finance expenses (if loss) at the time of incurring. The foreign exchange rate difference in the period before the operation of enterprises with 100% charter capital held by the State for implementing national key projects and works shall be reflected on the balance sheet and gradually allocated to finance income or finance expenses.

#### c. Undistributed earnings

Undistributed earnings is the profit of business operations after adding (+) or subtracting (-) adjustments due to retrospective accounting for changes in accounting policy or retrospective restatement to correct materiality misstatement in previous year.

Profit distribution on business activities of the Company must comply with the current financial policy.

Parent companies are entitled to distribute profits to the owners which shall not exceed the undistributed earnings on consolidated financial statements after eliminating the impact of profits resulting from gains from bargain purchase. Where the undistributed earnings on consolidated financial statements is higher than the undistributed earnings on financial statement of the parent companies and if the profits decided to distribute exceed the undistributed earnings on separate financial statements, the parent companies only make distribution after transferring profits from subsidiary companies to the parent companies.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

Profit distribution must consider non-monetary items in undistributed earnings that may affect cash flow and ability to pay dividends, the Company's profit.

### 9. Revenue

#### a. Revenue from sales of goods

Revenue from sales of goods should be recognised when all the following conditions have been satisfied:

- The significant risks and rewards of ownership of the goods have been transferred to the buyer;
- The Company no longer hold the right to manage goods as owners or the right to control goods;
- The amount of revenue can be measured reliably;
- The economic benefits associated with the transaction of goods sold have flown or will flow to the Company;
- The costs incurred or to be incurred in respect of the transaction of goods sold can be measured reliably.

#### b. Revenue from rendering of services

Revenue from rendering of services should be recognised when all the following conditions have been satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Company;
- The work completion can be measured reliably at the reporting date;
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

#### c. Finance income

Finance income includes interests, rights, gain on exchange rate difference, dividends and other income of finance activities. For interest earned from loans receivable, deferred payment, installment payment: finance income is recognized when the receipt is certainly recoverable and the principals are not classified as overdue that requires provisions. Income from dividend is recognized when the right to receive dividend is established.

#### d. Revenues of construction contract

Revenue from construction contracts are recognized in one of the two following cases:

- The construction contract defines that the contractor shall be entitled to payment basing on the progress: when the result of construction contract are estimated reliably, turnover from the construction contract is recorded proportionally to part of finished volume which was determined by contractors at the reporting time;
- The construction contract defines that the contractor shall be entitled to payment basing on finished volume: when the result of construction contract are estimated reliably, turnover from the construction contract is recorded proportionally to part of finished volume which was approved by customer.

When the result of the construction contract can not be estimated reliably, turnover from the construction contract recognized corresponding to the incurred costs that the reimbursement is relatively certain.

#### e. Other income

Other income includes income from other activities: disposal of asset; penalty receipt, compensation, collection of bad debt which was written off, unknown payables, gift in cash or non-cash form, etc.

### 10. Revenue deductions

Revenue deduction shall be recorded as follows:

- The decrease adjustment of revenue in the incurring period if revenue deductions incurred in the same period of consumption of products, goods and services;
- The decrease adjustment of revenue as follows if revenue deductions incurred in the next period of consumption of products, goods and services:
  - + Record a decrease in revenue on the current financial statements if the revenue deduction incurs before reporting date;
  - + Record a decrease in revenue on the next financial statements if the revenue deduction incurs after reporting date;

## NOTES TO FINANCIAL STATEMENTS

Year 2024

Trade discount is the discount for customers purchasing large quantity of goods.

Sales rebate is the deduction to the buyer due to damages, degradation or improper products as prescribed in contract.

Sales return reflects the value of the products, goods that customer returns due to violations of economic contracts, damages, degradation or improper goods.

### 11. Costs of goods sold

Costs of goods sold are cost of goods, products, services, investment property, costs of production of construction products sold in the period and costs relating to the real estate business, etc.

The lost value of inventory is recorded in the costs of goods sold after deducting compensation (if any).

The cost of direct materials consumed in excess of normal capacity, labor costs, fixed manufacturing overhead costs not allocated to the value of inventory, must be recorded in costs of goods sold (after deducting compensation, any) even if goods have not been determined to be consumed yet.

### 12. Finance expenses

Finance expenses include expenses for financial activities: expenses or losses relating to financial investment activities; borrowing expenses; incurred expenses for capital contribution to joint ventures and associates; losses from securities transfer; provision for diminution in value of trading securities; provision for diminution in value of investment in other entities; realised losses when selling foreign currency, realised foreign exchange losses, etc.

### 13. Selling expenses and general and administrative expenses

Selling expenses reflect indirect expenses incurred from selling goods and providing services.

General and administrative expenses reflect the general expenses of the company, including: labor cost; social and health insurance, unemployment fund, union cost of management employee; office and tools expenses, depreciation for assets used in administration purposes; land rental, business license tax; provision for bad debts; expenses from external services and other expenses, etc.

### 14. Taxation

Current tax expenses are the CIT expenses payable based on the taxable income and applicable CIT tax rate.

Deferred tax expenses is the CIT expenses payable in the future resulting from:

- Record of deferred tax liability during the year;
- Reimbursement of deferred tax assets recorded in previous years.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### V. NOTES TO BALANCE SHEET

Unit: VND

#### 1. CASH AND CASH EQUIVALENTS

	Ending balance	Beginning balance
- Cash on hands	159,020,991	173,445,922
+ Cash on hands (VND)	159,020,991	173,445,922
- Cash in banks	9,598,915,700	18,340,465,333
+ Cash in banks (VND)	9,598,915,700	18,340,465,333
Vietinbank - Branch 6	9,172,365,031	17,686,068,812
Sacombank - Binh Tay Branch	426,550,669	654,396,521
<b>Total</b>	<b>9,757,936,691</b>	<b>18,513,911,255</b>

#### 2. FINANCIAL INVESTMENTS

	Ending balance		Beginning balance	
	Cost	Book value	Cost	Book value
<b>Held-to-maturity investments</b>				
- Term deposits (6 months)	102,000,000,000	102,000,000,000	130,000,000,000	130,000,000,000
Sacombank VN, Binh Tay Branch	102,000,000,000	102,000,000,000	130,000,000,000	130,000,000,000
<b>Total</b>	<b>102,000,000,000</b>	<b>102,000,000,000</b>	<b>130,000,000,000</b>	<b>130,000,000,000</b>

#### 3. TRADE RECEIVABLES

	Ending balance	Beginning balance
<b>Short-term</b>		
- VNSTEEL Thang Long Coated Sheets Joint Stock Company	13,697,454,187	13,000,416,010
- Phu Huynh Company Limited	725,630,252	725,630,252
- Ton Phuong Nam Company	47,889,534,000	38,500,857,010
- GREIF Vietnam Limited	64,224,776	760,749,396
- Thep Dong Tien - Nhat Viet Production - Trading - Services Private Business	858,578,633	1,648,853,933
- The Russia-Vietnam Joint Venture - Vietsovpetro	2,944,434,514	6,329,142,122
- Others	2,106,083,035	2,570,403,002
<b>Total</b>	<b>68,285,939,397</b>	<b>63,536,051,725</b>

## NOTES TO FINANCIAL STATEMENTS

Year 2024

Unit: VND

### 4 . PREPAID EXPENSES

	Ending balance	Beginning balance
<b>Short-term</b>		
- Tools and supplies	-	204,536,667
- Asset insurance expenses	41,693,699	36,614,781
- Accounting software modification expenses	53,333,334	-
- Maintenance expenses	75,872,187	108,194,668
- Uniform expenses	112,360,251	-
- Other expenses	356,321,603	279,333,335
<b>Total</b>	<b>639,581,074</b>	<b>628,679,451</b>
<b>Long-term</b>		
- Equipment relocation costs	-	-
<b>Total</b>	<b>-</b>	<b>-</b>

### 5 . OTHER RECEIVABLES

	Ending balance		Beginning balance	
	Cost	Provision	Cost	Provision
<b>Short-term</b>				
- Advances	-	-	5,000,000	-
- Deposits	-	-	-	-
- Other receivables	1,133,398,444	-	1,900,280,822	-
+ SI, HI, UI	1,932,691	-	-	-
+ Interest receivables	1,125,465,753	-	1,872,280,822	-
+ Others	6,000,000	-	28,000,000	-
<b>Total</b>	<b>1,133,398,444</b>	<b>-</b>	<b>1,905,280,822</b>	<b>-</b>

### 6 . BAD DEBTS

	Ending balance		Beginning balance	
	Cost	Recoverable amounts	Cost	Recoverable amounts
- Total value of receivables, overdue debts or no overdue doubtful debts	99,478,267	-	99,478,267	-
<u>Details:</u>				
Phat Phuc Commerical and Service Company Limited	16,620,000	-	16,620,000	-
Dai Hung Cuong Trading Service Co., Ltd.	12,950,457	-	12,950,457	-
Son Hai Thinh Powder Coating Processing Co., Ltd.	4,000,000	-	4,000,000	-
Tay Do Aluminum and Glass Joint Stock Company	65,907,810	-	65,907,810	-
Phu Huynh Company Limited	725,630,252	-	-	-
<b>Total</b>	<b>825,108,519</b>	<b>-</b>	<b>99,478,267</b>	<b>-</b>

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 7 . INVENTORIES

	Ending balance		Beginning balance	
	Cost	Recoverable amounts	Cost	Recoverable amounts
- Raw materials	93,529,993,803	-	76,359,890,176	-
- Work in process	-	-	-	-
- Finished goods	43,711,018,407	-	47,824,792,842	-
<b>Total</b>	<b>137,241,012,210</b>	<b>-</b>	<b>124,184,683,018</b>	<b>-</b>

### 8 . LONG-TERM ASSETS

#### Construction in progress

	Ending balance	Beginning balance
- Fixed assets purchase	-	68,839,891
<b>Total</b>	<b>-</b>	<b>68,839,891</b>

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 9 . TANGIBLE FIXED ASSETS

Item	Buildings and structures	Machinery and equipment	Means of transportation	Office equipment	Other tangible fixed assets	Total
<b>Historical cost</b>						
Beginning balance	66,370,926,176	53,578,655,791	10,806,957,016	2,845,924,309	5,457,361,481	139,059,824,773
Increase	-	1,178,000,000	-	-	1,458,588,216	2,636,588,216
- Additions	-	-	-	-	-	-
- Transferred from CIP	-	1,178,000,000	-	-	631,119,416	1,809,119,416
- Other increases	-	-	-	-	827,468,800	827,468,800
Decrease	-	827,468,800	-	-	-	827,468,800
- Transferred to IP	-	-	-	-	-	-
- Disposal	-	-	-	-	-	-
- Other decreases (reclassification)	-	827,468,800	-	-	-	827,468,800
Ending balance	66,370,926,176	53,929,186,991	10,806,957,016	2,845,924,309	6,915,949,697	140,868,944,189
<b>Accumulated depreciation</b>						
Beginning balance	43,171,446,903	53,234,378,656	9,143,670,627	2,748,433,872	4,659,941,742	112,957,871,801
Increase	5,681,505,128	211,641,667	525,638,712	94,782,563	244,877,779	6,758,445,848
- Depreciation for the year	5,681,505,128	211,641,667	525,638,712	94,782,563	244,877,779	6,758,445,848
- Other decreases (reclassification)	-	-	-	-	-	-
Decrease	-	-	-	-	-	-
- Transferred to IP	-	-	-	-	-	-
- Disposal	-	-	-	-	-	-
- Other decreases	-	-	-	-	-	-
Ending balance	48,852,952,031	53,446,020,323	9,669,309,339	2,843,216,435	4,904,819,521	119,716,317,649
<b>Net carrying amounts</b>						
Beginning balance	23,199,479,273	344,277,135	1,663,286,389	97,490,437	797,419,739	26,101,952,972
Ending balance	17,517,974,146	483,166,668	1,137,647,677	2,707,874	2,011,130,176	21,152,626,540

**Notes:**

- Historical costs of tangible fixed assets fully depreciated but still in use:

77,821,483,420

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## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 10 . INTANGIBLE FIXED ASSETS

Item	Land use rights	Trademark	Copyrights, Patents	Computer software	Other intangible fixed assets	Total
<b>Historical cost</b>						
Beginning balance	24,248,072,436	-	-	-	-	24,248,072,436
Increase	-	-	-	-	-	-
- Additions	-	-	-	-	-	-
- Internally generated	-	-	-	-	-	-
- Consolidation	-	-	-	-	-	-
- Other increases	-	-	-	-	-	-
Decrease	-	-	-	-	-	-
- Disposal	-	-	-	-	-	-
- Other decreases	-	-	-	-	-	-
Ending balance	24,248,072,436	-	-	-	-	24,248,072,436
<b>Accumulated amortisation</b>						
Beginning balance	7,759,383,183	-	-	-	-	7,759,383,183
Increase	484,961,448	-	-	-	-	484,961,448
- Amortisation for the year	484,961,448	-	-	-	-	484,961,448
- Other increases	-	-	-	-	-	-
Decrease	-	-	-	-	-	-
- Disposal	-	-	-	-	-	-
- Other decreases	-	-	-	-	-	-
Ending balance	8,244,344,631	-	-	-	-	8,244,344,631
<b>Net carrying amounts</b>						
Beginning balance	16,488,689,253	-	-	-	-	16,488,689,253
Ending balance	16,003,727,805	-	-	-	-	16,003,727,805



## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 11 . TRADE PAYABLES

	Ending balance		Beginning balance	
	Value	Payable amounts	Value	Payable amounts
<b>Short-term</b>				
- Arkema Coating Resin	12,619,956,128	12,619,956,128	29,880,676,200	29,880,676,200
- Norder A/S Co., Ltd.	-	-	-	-
- Ma Ha Chemical JSC	297,891,000	297,891,000	864,387,128	864,387,128
- Binh Phu Commercial and Service Private Business	3,706,717,064	3,706,717,064	753,417,490	753,417,490
- Nam Dan Company	1,831,203,000	1,831,203,000	1,373,350,000	1,373,350,000
- Chemical Market Development and Investment Co., Ltd. - Branch HN	66,000,000	66,000,000	1,361,921,660	1,361,921,660
- Vision Afcona Additives JSC	3,353,070,908	3,353,070,908	3,449,667,661	3,449,667,661
- Eternal Resin Co., Ltd.	911,659,680	911,659,680	1,719,520,000	1,719,520,000
- Nordox A/S Norway	-	-	3,919,724,000	3,919,724,000
- Eastchem Co., Ltd.	1,268,774,688	1,268,774,688	2,342,192,458	2,342,192,458
- Sam Chem Sphere JSC	-	-	2,889,664,800	2,889,664,800
- Innovative Technology Material JSC	2,164,388,600	2,164,388,600	2,033,680,000	2,033,680,000
- Branch of FSI Vietnam Co., Ltd.	1,132,240,164	1,132,240,164	2,195,766,338	2,195,766,338
- Gia My Co., Ltd.	4,179,507,440	4,179,507,440	549,009,340	549,009,340
- CTS Solutions Viet Nam Co., Ltd.	1,560,282,240	1,560,282,240	778,041,660	778,041,660
- P&ID Viet Nam Co., Ltd.	2,925,208,000	2,925,208,000	-	-
- Macro Polymers P.Limited	3,057,942,080	3,057,942,080	1,445,959,200	1,445,959,200
- Others	16,681,205,490	16,681,205,490	18,763,569,178	18,763,569,178
<b>Total</b>	<b>55,756,046,482</b>	<b>55,756,046,482</b>	<b>74,320,547,113</b>	<b>74,320,547,113</b>

### 12 . STATUTORY OBLIGATIONS

	Beginning balance	Payables in year	Paid in year	Ending balance
<b>12.1. Payables</b>				
Value-added tax	644,921,309	81,847,890,946	81,756,608,982	736,203,273
+ Paid in cash	644,921,309	18,260,649,195	18,169,367,231	736,203,273
+ Deductible	-	63,587,241,751	63,587,241,751	-
Import and export tax	-	-	-	-
Corporate income tax	7,803,632,287	21,523,176,371	20,785,272,320	8,541,536,338
Personal income tax	113,505,916	7,467,547,040	7,196,119,482	384,933,474
Land and housing tax	-	962,192,522	962,192,522	-
Others	-	4,000,000	4,000,000	-
<b>Total</b>	<b>8,562,059,512</b>	<b>111,804,806,879</b>	<b>110,704,193,306</b>	<b>9,662,673,085</b>
<b>12.2. Receivables</b>				
Personal income tax	-	-	-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

The Company's tax settlement will be subject to inspection by tax authorities. Because the application of tax laws and regulations to many different types of transactions can be interpreted in different ways, the tax amount presented in the financial statements is subject to change at the discretion of the tax authority.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 13 . OTHER PAYABLES

	Ending balance	Beginning balance
<b>Short-term</b>		
- Trade union	228,753,881	628,769,142
- SI, HI, UI	-	33,455,670
- Other payables	400,000,000	400,000,000
+ Others	400,000,000	400,000,000
<b>Total</b>	<b>628,753,881</b>	<b>1,062,224,812</b>

NOTES TO FINANCIAL STATEMENTS

Year 2024

14 . OWNERS' EQUITY

14.1. Changes in owners' equity

Unit: VND

	Contributed charter capital	Share premium	Other owners' capital	Treasury shares	Development and investment funds	Undistributed earnings	Total
Previous beginning balance	230,398,500,000	-	-	-	7,235,180,969	36,702,305,679	274,335,986,648
- Profit from previous year	-	-	-	-	-	58,934,029,150	58,934,029,150
- Increase in capital in previous year	-	-	-	-	-	-	-
- Other increases	-	-	-	-	-	-	-
- Funds distribution	-	-	-	-	-	-	-
+ Bonus and welfare funds	-	-	-	-	-	-	-
+ Development and investment funds	-	-	-	-	-	-	-
- Dividends distribution	-	-	-	-	-	(13,823,963,700)	(13,823,963,700)
+ Dividends distribution by cash	-	-	-	-	-	(13,823,963,700)	(13,823,963,700)
- Advances of dividends distribution	-	-	-	-	-	(32,255,840,210)	(32,255,840,210)
- Dividends distribution by shares utilised from retained earnings	-	-	-	-	-	-	-
Previous ending balance (Current beginning balance)	230,398,500,000	-	-	-	7,235,180,969	49,556,530,919	287,190,211,888
- Profits in current year	-	-	-	-	-	85,313,983,000	85,313,983,000
- Increase in capital in current year	-	-	-	-	-	-	-
- Other increases	-	-	-	-	-	-	-
- Decrease in capital in current year	-	-	-	-	-	-	-
- Dividends distribution	-	-	-	-	-	(47,231,692,500)	(47,231,692,500)
+ Dividends distribution by cash	-	-	-	-	-	(47,231,692,500)	(47,231,692,500)
- Advances of dividends distribution	-	-	-	-	-	(50,687,670,000)	(50,687,670,000)
- Remuneration of the Board of Directors and Operation Board	-	-	-	-	-	(2,220,000,000)	(2,220,000,000)
- Other decreases	-	-	-	-	-	-	-
Current ending balance	230,398,500,000	-	-	-	7,235,180,969	34,731,151,419	272,364,832,388

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NOTES TO FINANCIAL STATEMENTS

Year 2024

14.2. Details of owners' equity

	Ending balance	Beginning balance
- Nguyen Thi Nhung	23,182,690,000	37,006,690,000
- Tran Buu Tri	26,165,680,000	26,165,680,000
- Le Dinh Quang	21,240,000,000	21,240,000,000
- Vo Hong Ha	25,344,000,000	11,520,000,000
- Others	134,466,130,000	134,466,130,000
<b>Total</b>	<b>230,398,500,000</b>	<b>230,398,500,000</b>

14.3. Capital transactions with owners and distribution of dividends, profits

	Current year	Previous year
- Contributed capital	-	-
+ Beginning balance	230,398,500,000	230,398,500,000
+ Increase in capital during the year	-	-
+ Decrease in capital during the year	-	-
+ Ending balance	230,398,500,000	230,398,500,000
- Dividends, profit distribution	(97,919,362,500)	(46,079,803,910)

14.4. Shares

	Ending balance	Beginning balance
- Authorised shares	23,039,850	23,039,850
- Issued shares	23,039,850	23,039,850
+ Ordinary shares	23,039,850	23,039,850
+ Preference shares	-	-
- Treasury shares	-	-
+ Ordinary shares	-	-
+ Preference shares	-	-
- Shares in circulation	23,039,850	23,039,850
+ Ordinary shares	23,039,850	23,039,850
+ Preference shares	-	-

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

14.5. Funds

	Ending balance	Beginning balance
- Development and investment funds	7,235,180,969	7,235,180,969
- Enterprise reorganization support fund	-	-
- Other funds belonging to owners' equity	-	-

NOTES TO FINANCIAL STATEMENTS

Year 2024

VI . NOTES TO INCOME STATEMENT

Unit: VND

1 . REVENUES FROM SALES AND SERVICES RENDERED

	Current year	Previous year
<b>Revenue</b>		
- Revenue from sales of merchandise	77,000,000	41,025,000
- Revenue from sales of finished goods	818,934,104,229	518,646,947,340
- Others	2,140,000,000	450,000,000
<b>Total</b>	<b>821,151,104,229</b>	<b>519,137,972,340</b>

2 . REVENUE DEDUCTION

	Current year	Previous year
- Sales rebate	3,296,405,810	2,926,075,364
- Sales return	-	-
<b>Total</b>	<b>3,296,405,810</b>	<b>2,926,075,364</b>

3 . COSTS OF GOODS SOLD

	Current year	Previous year
- Costs from sales of merchandise	95,638,951	33,070,000
- Costs from sales of finished goods	658,236,733,273	416,641,209,804
<b>Total</b>	<b>658,332,372,224</b>	<b>416,674,279,804</b>

4 . FINANCE INCOME

	Current year	Previous year
- Interest income	5,319,130,022	10,256,591,991
- Realised foreign exchange difference gains	857,329,622	1,085,956,084
- Unrealised foreign exchange difference gains	28,323,413	-
<b>Total</b>	<b>6,204,783,057</b>	<b>11,342,548,075</b>

5 . FINANCE EXPENSES

	Current year	Previous year
- Interest expenses	8,331,282	-
- Realised foreign exchange difference losses	1,070,426,451	909,708,740
- Unrealised foreign exchange difference losses	-	300,877,035
- Others	-	-
<b>Total</b>	<b>1,078,757,733</b>	<b>1,210,585,775</b>

6 . OTHER INCOME

	Current year	Previous year
- Others	5,558	184,152
<b>Total</b>	<b>5,558</b>	<b>184,152</b>

7 . OTHER EXPENSES

	Current year	Previous year
- Expenses from contract violation	44,932,850	-
- Fees for late land rental payments	18,690,177	-
- Others	32,307	21,153,420
<b>Total</b>	<b>63,655,334</b>	<b>21,153,420</b>

NOTES TO FINANCIAL STATEMENTS

Year 2024

8 . SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

	Current year	Previous year
<b>8.1. Selling expenses</b>		
- Raw materials, tools and supplies	685,204,978	383,168,213
- Labour costs	10,194,620,644	7,163,019,773
- Depreciation and amortisation	204,034,106	707,240,361
- Expenses for external services	4,539,581,011	4,769,718,210
- Others	3,108,748,092	2,421,156,716
<b>Total</b>	<b>18,732,188,831</b>	<b>15,444,303,273</b>

8.2. General and administrative expenses

- Raw materials, tools and supplies	1,651,917,597	1,810,581,230
- Labour costs	29,114,446,070	10,535,186,370
- Depreciation and amortisation	563,363,076	234,851,700
- Expenses for external services	1,525,514,401	1,717,151,155
- Taxes, duties and fees	17,888,310	32,168,552
- Provision for doubtful debts	725,630,252	-
- Others	5,416,593,835	6,055,066,452
<b>Total</b>	<b>39,015,353,541</b>	<b>20,385,005,461</b>

9 . PRODUCTION AND OPERATING COSTS

	Current year	Previous year
- Raw materials, tools and supplies	675,590,923,535	443,883,785,281
- Labour costs	60,244,627,020	33,971,036,494
- Depreciation and amortisation	7,243,407,296	8,257,088,628
- Expenses from external services	10,253,215,562	10,097,699,963
- Provision for doubtful debts	725,630,252	-
- Others	14,322,083,891	13,331,725,374
<b>Total</b>	<b>767,654,257,304</b>	<b>509,541,335,740</b>

10 . CURRENT INCOME TAX EXPENSES

	Current year	Previous year
- Tax expenses in respect of the current year taxable profit	21,523,176,371	14,885,272,320
- Adjustment of tax expenses in the previous years to the current year	-	-
<b>Total</b>	<b>21,523,176,371</b>	<b>14,885,272,320</b>

Corporate income tax payable is determined as follows:

	Current year	Previous year
- Total accounting profit before tax	106,837,159,371	73,819,301,470
- Increase/(decrease) of accounting profit to determine profit subject to corporate income tax	778,722,484	607,060,130
+ Increase adjustments	778,722,484	607,060,130
Fines for administrative violations, tax arrears, provision expenses	28,722,484	87,060,130
Remuneration of Board of Directors	750,000,000	520,000,000
+ Decrease adjustments	-	-
- Tax losses carried forward	-	-
- Total taxable income	107,615,881,855	74,426,361,600
- Estimated corporate income tax payable	21,523,176,371	14,885,272,320
+ CIT under ordinary tax rate	21,523,176,371	14,885,272,320
+ CIT arrears collected from the previous year	-	-

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 11. BASIC EARNINGS PER SHARE

	Current year	Previous year
Net profit after tax attributable to ordinary shareholders	85,313,983,000	58,934,029,150
Bonus and welfare funds distributed from net profit after tax	-	-
Weighted average number of ordinary shares during the year	23,039,850	23,039,850
<b>Basic earnings per share (*)</b>	<b>3,703</b>	<b>2,558</b>

### 12. DILUTED EARNINGS PER SHARE

	Current year	Previous year
Net profit after tax attributable to ordinary shareholders	85,313,983,000	58,934,029,150
Bonus and welfare funds distributed from net profit after tax	-	-
Weighted average number of ordinary shares during the year	23,039,850	23,039,850
<b>Diluted earnings per share</b>	<b>3,703</b>	<b>2,558</b>

### VII. NOTES TO CASH FLOW STATEMENT

1. Non-monetary transactions affecting cash flows statement in the future: None

2. Cash and cash equivalents held by the Company without use: None

3. Proceeds from borrowings during the fiscal year

	Current year
- Proceeds from ordinary contracts	6,683,336,000

4. Payments on principals during the fiscal year

	Current year
- Payments from ordinary contracts	(6,683,336,000)

### VIII. OTHER INFORMATION

1. Contingent liabilities, commitments and other financial information: None

2. Events after the balance sheet date: None

3. Related party information

3.1. Transactions with related parties

- Remuneration to members of the Board of Directors, Management were as follows:

		Current year	Previous year
Nguyen Thi Nhung	Remuneration, bonus	348,000,000	168,000,000
Tran Buu Tri	Remuneration, bonus	302,000,000	126,000,000
Le Dinh Quang	Remuneration, salary, bonus	1,121,356,785	530,703,665
Vo Hong Ha	Remuneration, salary, bonus	984,200,810	493,256,094
Vo Thi Bich Ngoc	Remuneration, bonus	274,000,000	114,000,000
Nguyen Thi Minh Sau	Remuneration, bonus	334,000,000	174,000,000
Tong Truong Thinh	Remuneration, bonus	322,000,000	166,000,000
Duong Thi Thuy Huong	Salary, bonus	-	434,395,691

4. Segment report

- The Company generates revenue mainly from paint product production activities. Apart from these revenue sources, the Company has no or very little revenue from other activities, so the Company did not prepare the segment report by business field.

- In addition, the Company's operating area is mainly in Ho Chi Minh City, so the Company did not prepare the segment report by geographical area to monitor and manage its activities.

## NOTES TO FINANCIAL STATEMENTS

Year 2024

### 5. GOING-CONCERN ASSUMPTION

In 2024, no events had been caused to make serious doubts about the going concern ability and the Company does not intend and are forced to stop working, or significantly narrowed scale of operation.

### 6. COMPARATIVE INFORMATION

Comparative data are data on the Separate Financial Statements for the fiscal year ended December 31 2023 audited by Southern Auditing and Accounting Financial Consulting Services Company Limited (AASCS).

Preparer



Nguyen Thuc Thanh

Chief Accountant



Huynh Thanh Tam

Permanent Deputy General Director



Le Dinh Quang





# ANNUAL REPORT | 2024

Ho Chi Minh city, day 05 month 04 year 2025  
THE COMPANY'S LEGAL REPRESENTATIVE



NGUYỄN THỊ NHUNG

