

Số: 58/2025/CV
No.: 58/2025/CV

TP. HCM, ngày 14 tháng 03 năm 2025
Ho Chi Minh City, date 14 month 03 year 2025

CÔNG BỐ THÔNG TIN ĐỊNH KỲ
PERIODIC INFORMATION DISCLOSURE

Kính gửi: - Ủy ban Chứng khoán Nhà nước
- Sở Giao dịch Chứng khoán thành phố Hồ Chí Minh

To: - The State Securities Commission
- Hochiminh Stock Exchange

1. Tên tổ chức/Name of organization: CÔNG TY CỔ PHẦN DỊCH VỤ Ô TÔ HÀNG XANH
HANG XANH MOTORS SERVICE JOINT STOCK COMPANY

- Mã chứng khoán/Stock code: HAX

- Địa chỉ/Address: 333 Điện Biên Phủ, Phường 2, Q. Bình Thạnh, TP. HCM

333 Dien Bien Phu Street, Ward 2, Binh Thanh District, Ho Chi Minh City

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2. Nội dung thông tin công bố/Contents of disclosure: Báo cáo thường niên công ty năm 2024/
Annual report 2024.

3. Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 14/03/2025 tại
đường dẫn <http://www.haxaco.com.vn/>.

*This information was published on the company's website on 14/03/2025 as in the link
<http://www.haxaco.com.vn/>.*

Chúng tôi xin cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm
trước pháp luật về nội dung các thông tin đã công bố

*We hereby certify that the information provided is true and correct and we bear the full
responsibility to the law.*

Tài liệu đính kèm/Attached documents:

Báo cáo thường niên năm 2024/

Annual report 2024

Đại diện tổ chức
Organization representative
Người đại diện theo pháp luật
Legal representative



ĐỖ TIẾN DŨNG
Chủ tịch HĐQT



HANG XANH MOTORS SERVICE JOINT STOCK COMPANY

2024

ANNUAL REPORT



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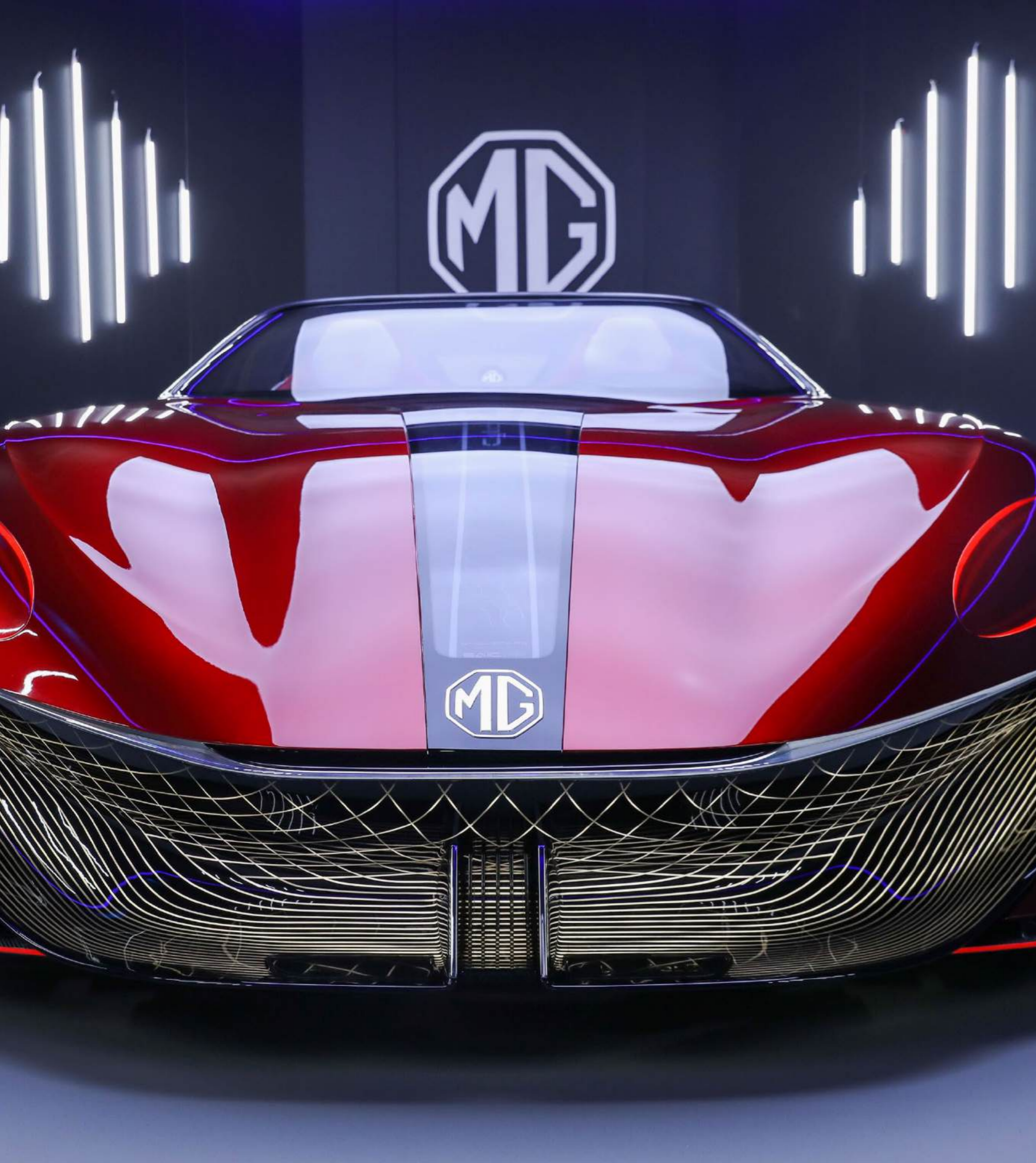
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GENERAL INFORMATION

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OVERVIEW INFORMATION

HANG XANH MOTORS SERVICE
JOINT STOCK COMPANY



Trade name	Hang Xanh Motors Service Joint Stock Company
English name	Hang Xanh Motors Service Joint Stock Company
Abbreviation	HAXACO
Stock code	HAX
Business registration certificate number	0302000126, first registered on 17/05/2000, last amended on 26/02/2025
Charter capital	1.074.396.810.000 VND
Address	333 Dien Bien Phu, Ward 2, Binh Thanh District, Ho Chi Minh City
Phone number	(028) 3512 0026
Fax number	(028) 35212 0025
Website	http://www.haxaco.com.vn



FORMATION AND DEVELOPMENT PROCESS

1999

On 15/10/1999, SAMCO 3 was privatized and transformed into Hang Xanh Motors Service Joint Stock Company according to decision number 6148/QĐ-UB-KT by Ho Chi Minh City People's Committee with a charter capital of 4.5 billion VND.

1992

Hang Xanh Motors Service Joint Stock Company, formerly a showroom and auto repair shop named SAMCO 3 under Saigon Automobile Mechanical Company, was established according to decision number 155/QĐ-UB on 03/12/1992 by Ho Chi Minh City People's Committee, now known as Saigon Transport Mechanical Corporation - Limited (SAMCO).

2001

March 2001: Expanded to design and modify road motor vehicles.
December 2001: Haxaco became an official dealer of Truong Hai Company.

2003

In October 2003, Haxaco issued an additional 67,500 shares, raising the charter capital to 11.25 billion VND.

2005

In August 2005, Haxaco registered to increase its charter capital to 16.2573 billion VND.

2008

Additional listing of 2,705,481 shares.

2000

On 01/6/2000, Haxaco officially started operating as a joint-stock company. Haxaco became a dealer of Mercedes-Benz Vietnam Joint Venture Company and Hòa Bình Auto Manufacturing Joint Venture Enterprise

2002

In September 2002, Haxaco received ISO 9001:2000 certification from Quacert and JAS-ANZ of New Zealand.

2004

On 11/8/2004, Hang Xanh Motors Service Joint Stock Company officially became the first distributor of Mercedes-Benz Vietnam.

2006

Officially listed on the Ho Chi Minh City Stock Exchange.

2010

Becoming the parent company of Can Tho Automobile Mechanical Joint Stock Company with an ownership ratio of 85.89%.

FORMATION AND DEVELOPMENT PROCESS

2016

Successfully executed a stock issuance plan to swap shares with PTM Auto Manufacturing, Trading and Service Joint Stock Company (PTM), making Haxaco the parent company of PTM with a holding of 92.7% of PTM's total outstanding shares. Established Kim Giang Branch at 256 Kim Giang, Hoàng Mai District, Hanoi.

2015

Opened Haxaco Hanoi Branch at 46 Lang Ha, Lang Ha Ward, Dong Da District, Hanoi.

2014

Received Branch Operation Registration Certificate for Hanoi Branch.

2018

For the first time in nearly 10 years, Haxaco led Mercedes-Benz car dealerships in Vietnam. Haxaco's car sales market share reached 38% in 2018, marking a historic milestone and affirming Haxaco's top position and brand.

2019

Haxaco won numerous awards, with all 04 of its dealerships (Dien Bien Phu, Lang Ha, Kim Giang, and Vo Van Kiet) achieving significant rankings in the Mercedes-Benz Vietnam dealership list.

2020

Haxaco was honored in the Top 50 Best Growing Companies in Vietnam and the Top 500 Fastest Growing Companies in Vietnam in 2020 by Vietnam Report and Vietnamnet newspaper.

2021

Continued to excel, with all 04 Haxaco dealerships (Dien Bien Phu, Lang Ha, Kim Giang, and Vo Van Kiet) exceeding sales targets and ranking among the top Mercedes-Benz dealerships in the Vietnamese market.

2022

Haxaco opened a Mercedes-Benz branch in Can Tho with a total area of over 4,000m2. This is Haxaco's 5th dealership in the Mercedes-Benz map in Vietnam and the first Mercedes-Benz showroom in the Mekong Delta region.

2023

On February 2023, Haxaco issued shares to convert issued bonds with a conversion ratio of 12:100, raising the company's charter capital to 719.43434 billion VND. In June 2023, Haxaco further increased the charter capital to 899.27565 billion VND by issuing shares to pay dividends. Also in October 2023, Haxaco completed issuing 3,500,000 employee stock ownership plan (ESOP) shares, bringing the charter capital to 934.27565 billion VND. Additionally, on 23/9/2023, Haxaco collaborated with SAIC Motor Vietnam Co., Ltd. to launch MG's Flaship showroom at 54 Kinh Dương Vương. This is MG's largest and most impressive showroom in Vietnam.

2024

In May 2024, Haxaco issued 14,012,116 shares, raising the company's charter capital to 1,074.39681 billion VND. On 24/10/2024, SAIC Motor Vietnam Co., Ltd. (SMV) and PTM Auto Manufacturing, Trading and Service Joint Stock Company (PTM), a subsidiary of Haxaco Group, signed a strategic cooperation agreement. This agreement expands MG's dealership system, develops after-sales services, and enhances promotion efforts, contributing to boosting MG's sales.



MAIN AWARDS

Haxaco Dien Bien Phu

- Dealership Of The Year 2020
- Best Retail Parts Sales Workshop 2020
- Best Sales Consultant 2020
- Best Sales Consultant 2020
- Best Sales Consultant 2020
- Best CPO Sales Consultant 2020
- Best Product Expert 2020
- Dealership Of The Year 2021
- Showroom Of The Year 2021
- Workshop Of The Year 2021
- Most Brand-Loyalty Workshop 2021
- Best Markerting Star Award 2022
- Workshop Of The Year 2022
- Best Sales Consultant 2022
- Mercedes-Benz Long Service Award 2023

Haxaco Kim Giang

- High Performing Dealership 2020
- Best Sales Consultant 2020
- Best Sales Consultant 2020
- Best Sales Consultant 2020
- Dealership Of The Year 2021
- Best Workshop CSI 2021
- Best Part Specialist 2021
- Best Sales Consultant 2021
- Best Coporate Sales Consultant 2021



MAIN AWARDS

Haxaco Vo Van Kiet

- Best Parts Trading Workshop 2020
- Best Retail Parts Sales Workshop 2020
- Best Corporate Sales Manager2020
- Best Service Advisors 2020
- Dealership Of The Year 2021
- High Performing Dealership 2021
- Best Consigment CPO Showroom 2021
- Showroom Of The Year 2021
- Best Product Expert 2021
- Best Sales Consultants 2021
- Most Brand-Loyalty Workshop 2022
- Best Sales Consultants 2022
- Best Sales Consultants 2022
- Best Product Expert 2022
- Showroom Of The Year 2023
- Most Brand-Loyalty Workshop 2023



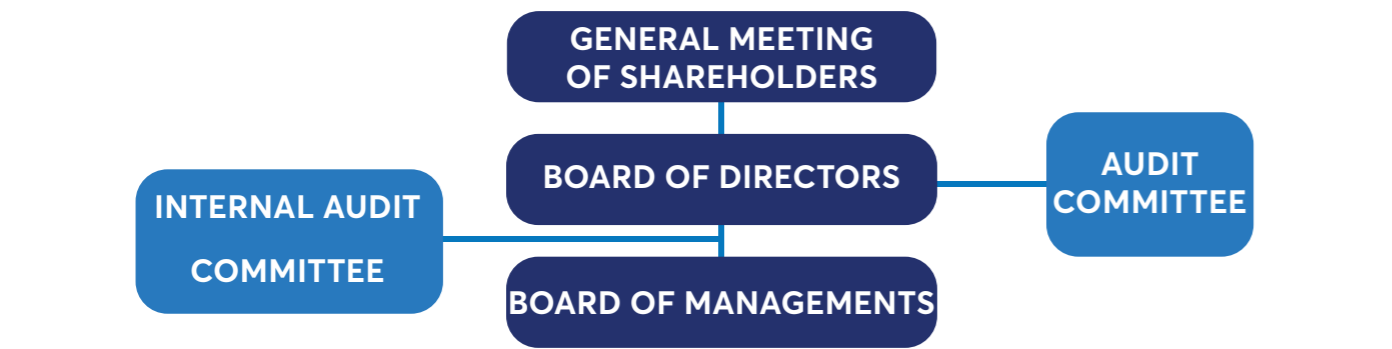
MAIN AWARDS

Haxaco Lang Ha

- High Performing Dealership 2020
- Showroom Of The Year 2020
- Best CSI Showroom 2020
- Best Maybach Sales Consultants 2020
- High Performing Dealership 2021
- Best Parts Trading Dealer 2021
- Best Sales Consultants 2021
- Best Coporate Sales Showroom 2022
- Best CS Products Sales Dealer 2022
- Best Parts Trading Dealer 2022
- Workshops Of The Year 2022
- Best Sales Consultants 2022
- Best Service Advisors 2022
- Workshops Of The Year 2023
- Best Service Advisors 2023
- Best Parts Trading Dealer 2023

INFORMATION ON THE GOVERNANCE MODEL, BUSINESS ORGANIZATION, AND MANAGEMENT APPARATUS

GOVERNANCE MODEL



General Meeting of Shareholders

This is the highest authority of the Company, consisting of all shareholders with voting rights. The General Meeting of Shareholders has the authority to decide on matters within the scope stipulated by the Law and the Company's Charter. Shareholders have the right to attend the General Meeting of Shareholders and vote either directly or through authorized representatives.

Board of Directors

This is the Company's management entity, elected by the General Meeting of Shareholders. The Board of Directors has full authority to decide on all matters related to the Company's objectives and interests, except for matters within the authority of the General Meeting of Shareholders. Currently, the Company's Board of Directors consists of 5 members, including 3 non-executive members and 1 independent member. The Board of Directors is responsible for overseeing the CEO and other management staff. The rights and obligations of the Board of Directors are stipulated by the Law, the Company's Charter, internal regulations, and resolutions of the General Meeting of Shareholders.

Board of Managements

The CEO is responsible for the day-to-day management of the Company and is accountable to the Board of Directors for implementing management decisions, resolutions, and plans of the Board. The Deputy CEOs assist the CEO, are accountable to the CEO for assigned tasks and responsibilities, and bear personal responsibility for violations of the law, although the CEO remains primarily responsible.

Audit Committee

The Audit Committee is a entity under the Board of Directors, functioning as an advisory and assisting entity to the Board in ensuring an effective internal control system and legal compliance; it meets all external financial reporting requirements, including those applicable to stock market listings according to legal regulations and the Company's Charter. The Audit Committee consists of 2 members.

SUBSIDIARIES AND AFFILIATED COMPANIES

No.	Subsidiary	Address	Main areas of production and business	Charter capital (VND)	Charter capital contributed (VND)	Ownership ratio	Voting rights ratio
1	Cantho Automobile Mecanical Joint Stock Company	102 Cach Mang Thang Tam, Cai Khe Ward, Ninh Kieu District, Can Tho City	Car and auto parts dealership; sales of auto parts, machinery, and specialized a u t o m o t i v e equipment. Repair, maintenance, and warranty services for all types of cars	33,290,930,000	28,591,930,000	85.89%	85.89%
2	PTM Automobile Service, Trading And Manufacturing Joint Stock Company	256 Kim Giang, Dai Kim Ward, Hoang Mai District, Ha Noi City	Wholesale of cars and other motor vehicles; dealership for cars and other motor vehicles; sale of car parts and accessories for cars and other motor vehicles; maintenance and repair of cars and motorcycles; sale of parts and accessories for cars and motorcycles; retail sale of passenger cars (up to 12 seats); maintenance and repair of cars and other motor vehicles.	320,000,000,000	165,179,600,000	51.62%	51.62%
3	West Transprovincial Bus And Service Joint Stock Company	54 Kinh Duong Vuong, Ward 13, District 6, Ho Chi Minh City	Dealership for Nissan and MG branded car products; repair, warranty, and maintenance services for cars with up to 16 seats and automotive parts sales; financial investment.	46,250,000,000	28,725,570,000	62.11%	62.11%

INFORMATION ON THE GOVERNANCE MODEL, BUSINESS ORGANIZATION, AND MANAGEMENT APPARATUS

SUBSIDIARIES AND AFFILIATED COMPANIES

No.	Subsidiary	Address	Main areas of production and business	Charter capital (VND)	Charter capital contributed (VND)	Ownership ratio	Voting rights ratio
4	An Thai Auto Joint Stock Company (*)	464 Kinh Duong Vuong, An Lac Ward, Binh Tan District, Ho Chi Minh City	Repair and warranty services for cars and motor vehicles (no mechanical processing at the headquarters); sale of car parts and accessories; sale of cars, machinery, and parts for combustion engines; car interior decoration items, agricultural equipment (except pesticides); dealership for buying and selling goods on consignment; manufacture of motor vehicle bodies and trailers; manufacture of motor vehicle parts and accessories; manufacture and sale of mechanical equipment and products; manufacture and sale of construction materials (not produced at the headquarters); sale of materials, equipment, technology, and parts for the transportation sector; passenger transportation business under contract with cars; domestic and international travel business; rental of warehouses, wharves, factories, offices, and housing	30,000,000,000	0	0%	52.35%

(*)An Thai Auto Joint Stock Company is a second-tier subsidiary, indirectly through the first-tier subsidiary, West Transprovincial Bus And Service Joint Stock Company (holding 52.35% of the voting rights at An Thai Auto Joint Stock Company)

HAX does not have any affiliated companies



INDUSTRIES AND BUSINESS AREAS

BUSINESS INDUSTRIES

- Maintenance and repair of cars and other motor vehicles. Details: Repair and warranty services for all types of cars (no mechanical processing, waste recycling, or electroplating at the headquarters);
- Sale of cars and other motor vehicles. Details: Car dealership;
- Sale of auto parts and accessories for cars and other motor vehicles. Details: Dealership for auto parts sales; sales of auto parts, machinery, and specialized automotive equipment;
- Manufacture of other transport equipment not classified elsewhere. Details: New car body construction; production of parts and accessories for motor vehicles (excluding forging, casting, metal rolling, cutting, stamping, welding, painting, metal waste recycling, and electroplating);
- Specialized design activities. Details: Design and modification of road motor vehicles;
- Real estate business, land use rights of owners, users, or leased land. Details: Real estate business (excluding investment in cemetery and cemetery infrastructure construction to transfer land use rights associated with infrastructure). (Commitment to the State Securities Commission according to the letter No. 446/2021/CV dated November 2, 2021, by Hang Xanh Motors Service Joint Stock Company on commitment to business industries);
- Freight transport by road (excluding liquefied petroleum gas (LPG));
- Other supporting activities related to transport. Details: Car rescue services;
- Rental of motor vehicles. Details: Car rental;
- Agency, brokerage, auction of goods. Details: Commission agency services (CPC 621) (excluding goods auction) (excluding goods in the list of goods that foreign investors and foreign-invested economic organizations are not allowed to exercise the right to export, import, or distribute);
- Insurance agency and brokerage activities. Details: Insurance agency (CPC 81401);
- Car and other motor vehicle dealership. Details: Commission agency services (CPC 621);
- Retail sale of passenger cars (up to 9 seats). Details: Implementing the right to retail distribution of goods not on the list of goods not allowed for distribution under Vietnamese law or not restricted under international commitments in international treaties to which Vietnam is a member (CPC 632);
- Risk and damage assessment. Details: Risk assessment and compensation services.
- The main activity of the company is car trading, auto parts sales, and car repair services.



BUSINESS AREAS

- With over 20 years of experience in the automotive industry, Haxaco's business network continues to expand. Haxaco currently has a total of 5 facilities, including 3 dealerships in the southern region (Haxaco Dien Bien Phu, Haxaco Vo Van Kiet, Haxaco Can Tho) and 2 dealerships in the northern region (Haxaco Lang Ha, Haxaco Kim Giang).
- For the MG car, Haxaco currently owns 14 dealerships, of which 7 dealerships meet the global 3S Premium standard in provinces and cities across all three regions such as Ho Chi Minh City, Hanoi, Can Tho, Bac Giang, Da Nang, Nghe An,... Haxaco aims to increase the total number of dealerships to 18 by 2025, with 12 of them being 3S Premium dealerships.



Haxaco Dien Bien Phu



Haxaco Vo Van Kiet



Haxaco Can Tho



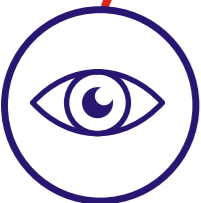
Haxaco Lang Ha



Haxaco Kim Giang

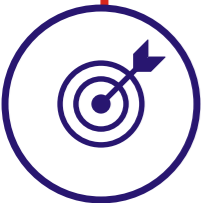
DEVELOPMENT ORIENTATION

VISION, MISSION, CORE VALUES



VISION

To become a pioneer in the luxury car distribution sector, creating trends and positioning as the market leader.

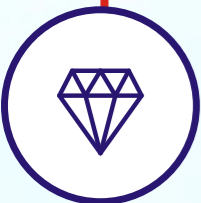


MISSION

For customers: Putting customers first, providing a classy shopping experience and dedicated service. We always listen to valuable feedback from customers and continuously improve to achieve their satisfaction and trust.

For shareholders and partners: Aiming for long-term, sustainable cooperation and development. We always value credibility and strive to ensure benefits for shareholders and partners.

For employees: Respecting the opinions and contributions of every individual in the collective. We aim to build a dynamic, professional working environment focused on self-development for company personnel.



CORE VALUES

People: Haxaco values a dedicated, well-trained, and specialized workforce as they are the foundation for the company's success.

Credibility: Haxaco strives to maintain and strengthen the trust of customers, partners, and the community through credibility and responsibility in all activities.

Flexibility: In the unpredictable and volatile car retail market, Haxaco emphasizes flexibility and adaptability in operations and handling situations, helping us overcome difficult periods and maintain a leading position.

MAIN OBJECTIVES OF THE COMPANY

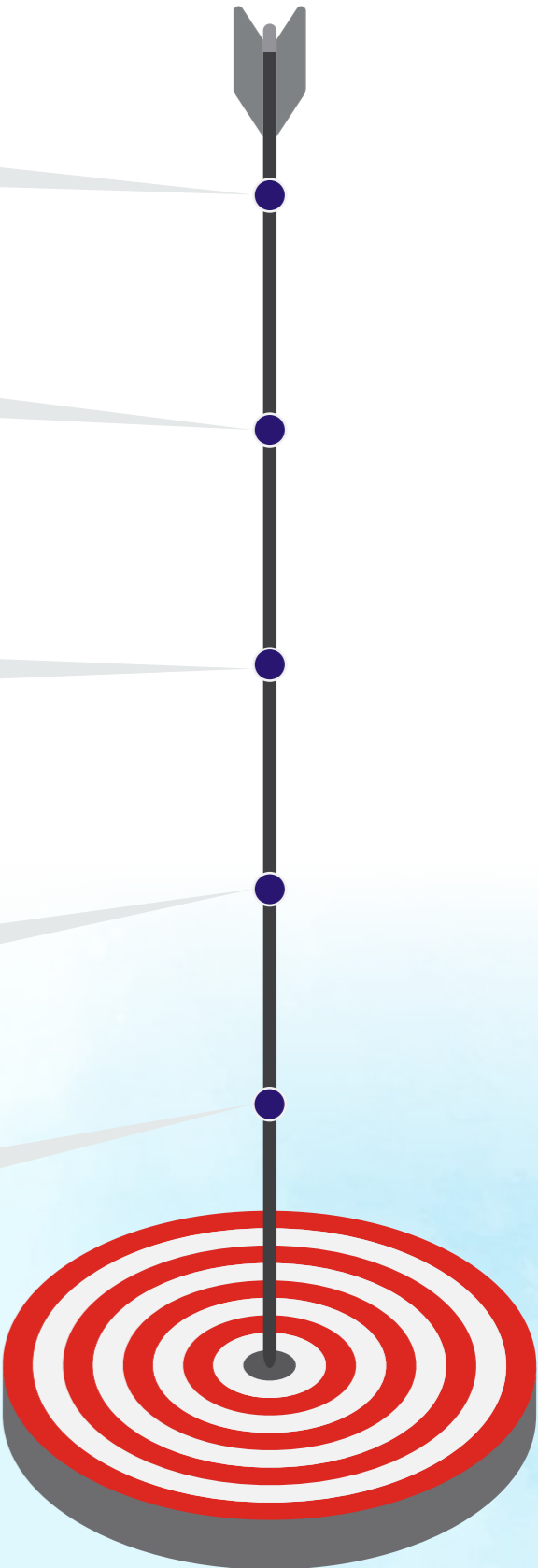
Maintain the position as the leading distributor of Mercedes-Benz in Vietnam.

Continue developing and expanding the MG car business in Vietnam

Closely monitor domestic and international economic situations to timely respond to fluctuations and unexpected situations, ensuring business stability.

Enhance digitalization, manage operations, and the role of the parent company in subsidiary units.

Strengthen cooperative relationships and investment with strategic partners and banks



DEVELOPMENT ORIENTATION

MEDIUM AND LONG-TERM DEVELOPMENT STRATEGY

- Focus resources on the company's core field of car distribution and after-sales services.
- Promote the expansion of the dealership network.
- Diversify models, services, and business items related to cars such as car rental and transportation services.
- Continuously improve infrastructure, equipment, and machinery to enhance service quality and ensure business operations.
- Ensure the interests of customers, partners, shareholders, and employees in the business development strategy, maintaining the company's sustainable value.
- Commit to using human resources rationally and responsibly, protecting employees' rights while raising awareness and responsibility for the environment, community, and society.



SUSTAINABLE DEVELOPMENT GOALS (ENVIRONMENT, SOCIETY, AND COMMUNITY) AND MAIN SHORT-TERM AND MEDIUM-TERM PROGRAMS OF THE COMPANY

Sustainable development:

- Towards a green environment: Haxaco is always aware of its corporate responsibility in sustainable development. We are committed to using natural resources reasonably while promoting environmental protection efforts, aiming to be a company that is friendly to the environment, community, and society.
- Connecting and raising awareness: Haxaco always strives to connect and gradually raise the awareness of its employees about individual responsibility for the environment, community, and society.

Sustainable human resource use: Haxaco is committed to using human resources efficiently and responsibly. We always focus on building and improving a healthy, safe working environment and maintaining policies that protect employees' rights. For the car repair and parts replacement department, Haxaco is committed to maintaining safe working conditions, complying with standards and regulations.





**ECONOMIC
RISKS**

2024 marked a tumultuous year for the global economy in general and Vietnam in particular, with intertwined light and dark shades. However, inflation has been controlled, contributing to economic recovery. The Federal Reserve lowered interest rates to 4.75%-5% after a record high period of 5.25%-5.5% from July 2023 to September 2024. Economic growth in 2024 is forecasted at 2.7% (United Nations) to 3.2% (OECD, EU, IMF), roughly matching 2023 growth. Despite positive recovery signs, 2025 still carries risks from conflicts and policy changes from the US and European countries due to leadership changes.

Despite difficulties both internationally and domestically, Vietnam's economy has exceeded expectations, achieving growth. According to the Ministry of Planning and Investment, GDP grew by 7.09%, surpassing the target (6%-6.5%). The General Statistics Office reports that average income per capita increased steadily each quarter in 2024 from 5.2 million VND/month in Q1 to 5.4 million VND in Q4, supporting consumer spending. According to the National Traffic Safety Committee, car ownership in 2023 reached 63 cars per 1000 people, and Vietnam will enter an automobile phase from 2024-2030, indicating the automotive sector's future prospects. However, the luxury car segment may face challenges due to cautious consumer spending.

In 2024, Vietnam's car manufacturing and distribution market began to recover. Despite continued impacts from a difficult 2023 and weak consumer purchasing power in the first half of the year, according to VAMA, the automotive market accelerated with total sales reaching 500,000 units in 2024, a 22% increase from 2023. The market recovery helped Haxaco achieve certain successes by shifting to the mid-range MG segment. The company continually assesses the market to adjust directions and strategies, leveraging economic recovery and minimizing risks.



**LEGAL
RISKS**

Haxaco is a joint stock company listed on the Ho Chi Minh Stock Exchange (HOSE). Therefore, the company must meet listing conditions and maintain listings as per legal regulations. Additionally, all company activities are governed by a system of legal documents, including the Enterprise Law, Securities Law, related laws, decrees, and circulars. In 2024, the Securities Law and Decree 155/2020/ND-CP saw several amendments. Haxaco continuously updates these amendments, noting their effective dates, and ensures full compliance.

As an automotive business, Haxaco is subject to car import and assembly regulations. In 2024, Haxaco benefited partly from a reduction in registration fees. According to Decree 109/2024/ND-CP, from September 1 to November 30, 2024, registration fees for domestically assembled cars were reduced by 50%. Since most Mercedes-Benz products are domestically assembled, Haxaco benefited during this period. Haxaco is also partially affected by import and special consumption taxes on imported cars. Additionally, the automotive sector is subject to emissions and environmental protection regulations. With the goal of reducing greenhouse gas emissions to zero by 2050, committed at COP26, Vietnam is building plans, tasks, and internalizing international commitments to gradually achieve this goal. Therefore, the purchase and consumption of electric and hybrid cars are supported by policies, increasing pressure on traditional gasoline cars. Haxaco closely monitors policy changes in the automotive sector to timely formulate appropriate sales strategies and incentives.

Additionally, due to operating showrooms and dealerships, Haxaco is affected by real estate-related policies. Regulatory changes can directly impact rental and operation costs of company dealerships. Hence, Haxaco continuously monitors and promptly updates macroeconomic information, noting legal changes to timely address risks.



**COMPETITIVE
RISKS**

Vietnam's automotive sector is witnessing fierce competition among brands with diverse origins, prices, features, and incentives. Established brands' reputation, coupled with attractive features and incentives from new car manufacturers, especially the growing popularity of electric cars, puts significant pressure on businesses, including Haxaco. To meet customer demands, Haxaco invests in research and development, improves sales processes, enhances service quality and after-sales programs, and strengthens activities across multiple segments.

CÁC RỦI RO



INTEREST RATE RISKS

In 2024, the global economy's overall recovery was slow amidst ongoing geopolitical tensions. Inflation and interest rates in major economies were controlled by the end of the year. After a record high period of 5.25%-5.5% from July 2023 to September 2024, the Federal Reserve lowered interest rates to 4.75%-5%. According to the State Bank of Vietnam, reports from commercial banks show that as of now, lending interest rates have decreased by approximately 0.96%/year compared to the end of 2023.

Despite positive signs in 2024, the State Bank of Vietnam's interest rates face upward pressure by the end of this year and early 2025. According to the Department of Forecasting and Statistics' survey of credit institutions' business trends in Q1/2025, deposit and lending interest rates are expected to increase by 0.2-0.3% in 2025.

As a business operating in premium product commerce, Haxaco primarily uses loan-funded capital. Therefore, interest rate fluctuations significantly impact financial costs and business operating costs. Haxaco proactively develops short-term debt management plans, optimizes the use of financial leverage, and implements flexible financial measures suitable for specific phases. In the near future, the company will closely monitor interest rate developments to shape appropriate financial strategies, ensuring a stable and sustainable financial foundation.



OTHER RISKS

Besides the aforementioned risks, Haxaco also faces force majeure risks such as fires, epidemics, and natural disasters. The company actively reviews and prevents these risks to minimize potential damage.

The company reduces material damage from natural disasters and incidents through specific measures. Facilities are regularly inspected to ensure compliance with fire safety regulations and disaster prevention. The company also conducts training and drills to raise staff awareness of fire risk prevention.

Additionally, Haxaco has insured employees and all company assets to ensure sufficient financial resources to address and minimize unnecessary damage when incidents occur. This not only enhances response capabilities to unexpected situations but also ensures the stability and sustainable development of the company's business operations.





02

OPERATIONAL ACTIVITIES IN THE YEAR

- | | |
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| 02 | Organization and Personnel |
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BUSINESS PRODUCTION ACTIVITIES

Unit: Million VND

No.	Criteria	Actual 2023	Actual 2024	%
1	Net Revenue	3,981,922	5,513,287	38.46%
2	Profit from Business Operations	18,973	177,991	838.13%
3	Profit Before Tax	48,131	258,357	436.78%
4	Profit After Tax	37,056	203,570	449.35%

No.	Net Revenue	Actual 2023	Rate 2023	Actual 2024	Rate 2024	Rate 2024/2023
1	Revenue from Vehicle Sales	3,442,611	86,46%	4,945,304	89,70%	143.65%
2	Revenue from Repair Services and Spare Parts Sales	515,354	12,94%	544,018	9,87%	105.56%
3	Revenue from Other Operation	23,957	0,60%	23,965	0,43%	100.04%
4	Net Revenue	3,981,922	100,00%	5,513,287	100,00%	138.46%

In 2024, the automobile market in Vietnam gradually recovered after a difficult period. In the second half of 2024, thanks to the recovery of the economy and the policy support of reducing registration fees for domestically assembled vehicles, the automotive industry's sales volume reached 407,310 units, an increase of 12.6% compared to 2023 (according to the Vietnam Automobile Manufacturers Association). Thanks to the diversification of product segments, 2024 revenue reached 5,513,287, an increase of 38.46% compared to the same period last year. Profit before tax and after tax reached 258,357 million VND and 203,570 million VND respectively, an increase of 449,35% compared to the same period last year. These breakthrough results in 2024 demonstrated the accuracy and decisiveness of the Board of Management in seizing business development opportunities

along with the solidarity and efforts of all employees.

Regarding the revenue structure, the vehicle business segment returned to be the main growth driver, accounting for 89.7% of the revenue structure, an increase of 3.24% compared to the same period last year. Vehicle business revenue saw a significant increase compared to the same period last year, reaching 4,945,304 million VND, an increase of 43.65%. MG vehicle revenue continuously increased in all four quarters of 2024, demonstrating the correctness of Haxaco's decision to promote MG vehicle business. Revenue from repair services and spare parts sales and other operating revenue reached 544,018 million VND and 23,965 million VND respectively, an increase of 5.56% and 0.04% respectively

ORGANIZATION AND PERSONNEL

LIST OF THE BOARD OF MANAGERMENTS

No.	Member	Position
1	Mrs. Nguyen Thi Ngoc Bich	General Director cum Member of the BOD
2	Mr. Tran Quoc Hai	Deputy General Director cum Member of the BOD
3	Mr. Tran Van My	Deputy General Director
4	Mrs. Nguyen Thi Thanh Hang	Chief Financial Officer cum Chief Accountant

CHANGES IN THE BOARD OF MANAGERMENTS IN 2024: none



BOARD OF MANAGERMENTS PROFILES



Mrs. Nguyen Thi Ngoc Bich
Member of the BOD cum General Director

Place of Birth Ben Tre
Nationality Viet Nam

Professional Qualifications: Bachelor of Business Administration

Work Experience :

- 2000 - 2006: Manager of Customer Care Department, Saigon Auto Co., Ltd.
- 2007 - 2015: Senior Manager of Dealer Management and Development, Mercedes-Benz Vietnam Co., Ltd.
- 2015 - 2017: Senior Manager of Vehicle Sales Department, Mercedes-Benz Vietnam Co., Ltd.
- 2017 – 01/10/2018: Dealer Principle of Haxaco Dien Bien Phu Dealership, Haxaco
- 02/10/2018 – 02/4/2021: Deputy General Director, Haxaco
- 02/04/2021 – 23/03/2024: General Director, Haxaco
- 23/03/2024 - present: Member of the BOD cum General Director, Haxaco

Current Position at the Company: Member of the BOD cum General Director, Haxaco cum Dealer Principle, Haxaco Dien Bien Phu Dealership.

Current Position at Other Organizations: None

Number of shares held as of 12/02/2025: 1,475,018 shares, ownership ratio of 1.37% of charter capital.

Number of shares held as of 12/02/2025 by related parties: None.

ORGANIZATION AND PERSONNEL

BOARD OF MANAGER'S PROFILES



Mr. Tran Quoc Hai
Member of the BOD cum Deputy General Director

Place of Birth Lam Dong
Nationality Viet Nam

Professional Qualifications: Mechanical Engineer

Work Experience:

- 05/1999 - 02/2000: Technician at CCL Saigon Co., Ltd.
- 02/2000 - 9/2000: Sales Representative at FIMEXCO
- 09/2000 - 06/2005: Service Advisor at Haxaco
- 06/2005 - 12/2006: Deputy Head of Service Department at Haxaco
- 12/2006 - 08/2011: Head of Service Department at Haxaco
- 08/2011 - 10/2013: Service Director at Haxaco
- 10/2013 - 04/2016: Deputy General Director in charge of Vo Van Kiet Branch and Service Director at Haxaco
- 04/2016 - present: Member of the Board of Directors cum Deputy General Director at Haxaco

Current Position at the Company: Member of the BOD, Deputy General Director, and Dealer Principle of Haxaco Vo Van Kiet Dealership

Current Position at Other Organizations: Member of the Board of Directors at Can Tho Automobile Mechanical Joint Stock Company, Member of the Board of Directors and General Director at West Transprovincial Bus And Service Joint Stock Company, Chairman of the Board of Directors at An Thai Auto Joint Stock Company

Number of shares held as of 12/02/2025: 1,238,680 shares, ownership ratio of 1.15% of charter capital

Number of shares held as of 12/02/2025 by related parties: Nguyen Thi Ngan Ha (Wife) - 288,420 shares, ownership ratio of 0.27% of charter capital



Mr. Tran Van My
Deputy General Director

Place of Birth Hai Duong
Nationality Viet Nam

Professional Qualifications: Bachelor of Economics

Work Experience:

2009 - 2012: Lang Ha Automobile Investment and Services Joint Stock Company

2012 - 2016: Sao Viet Trading and Service Joint Stock Company – Nissan Hanoi

2017 - 2021: Dealer Principle of Haxaco Kim Giang Dealership, Haxaco

06/2021 - present: Deputy General Director at Haxaco

Current Position at the Company: Deputy General Director, Haxaco

Current Position at Other Organizations: Member of the BOD and General Director at PTM Automobile Service, Trading And Manufacturing Joint Stock Company, Chairman of the BOD at Can Tho Automobile Mechanical Joint Stock Company

Number of shares held as of 12/02/2025: 2,129,512 shares, ownership ratio of 1.98% of charter capital

Number of shares held as of 12/02/2025 by related parties: Le Minh Ha (Wife) - 1,949 shares, ownership ratio of 0.002% of charter capital

ORGANIZATION AND PERSONNEL

BOARD OF MANAGEMENTS PROFILES



Mrs. Nguyen Thi Thanh Hang
Chief Financial Officer and Chief Accountant

Place of Birth Ho Chi Minh City
Nationality Viet Nam

Professional Qualifications: Bachelor of Accounting

Work Experience:

- 2017 - 2020: Head of Finance - Accounting Department, Haxaco
- 2020 - present: Chief Financial Officer and Chief Accountant, Haxaco

Current Position at the Company: Chief Financial Officer and Chief Accountant

Current Position at Other Organizations: Member of the BOD at West Transprovincial Bus And Service Joint Stock Company, Member of the BOD at An Thai Auto Joint Stock Company

Number of shares held as of 12/02/2025: 755,406 shares, ownership ratio of 0.7% of charter capital

Number of shares held as of 12/02/2025 by related parties: None



ORGANIZATION AND PERSONNEL

NUMBER OF STAFF AND EMPLOYEES

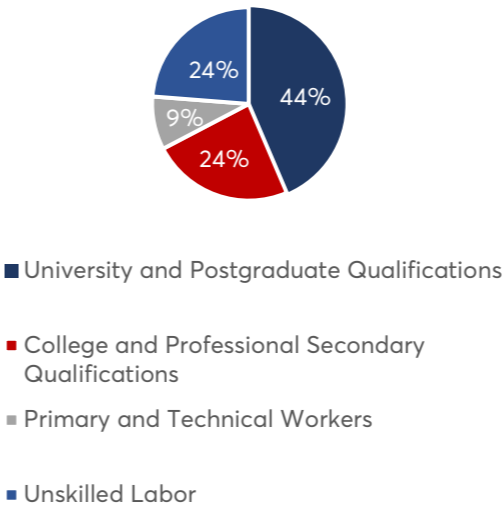
As of 31/12/2024

NO.	CRITERIA	NUMBER OF STAFF AND EMPLOYEES	RATE (%)
I	By Labor Qualification	1514	100%
1	University and Postgraduate Qualifications	664	44%
2	College and Professional Secondary Qualifications	357	24%
3	Primary and Technical Workers	137	9%
4	Unskilled Labor	356	24%
II	By Gender	1514	100%
1	Male	1072	71%
2	Female	442	29%
III	By Employment Contract Duration	1514	100%
1	Short-term Contract (less than 1 year)	382	25%
2	Fixed-term Contract (1 to 3 years)	823	54%
3	Indefinite-term Contract	309	20%
Total		1514	100%

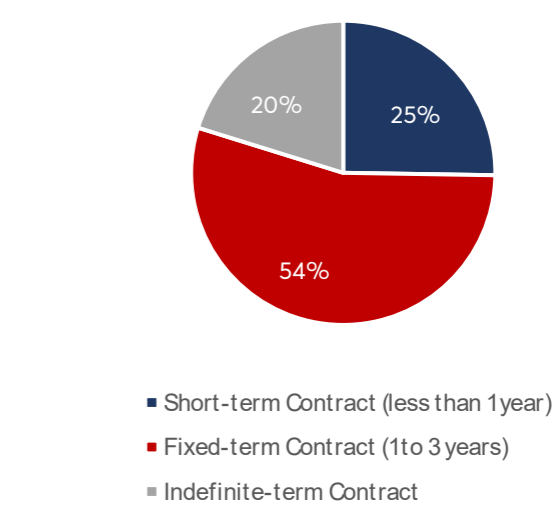
AVERAGE INCOME

CRITERIA	2021	2022	2023	2024
Average Income (VND/ person/month)	11,684,711	11,831,012	11,272,996	11,081,989

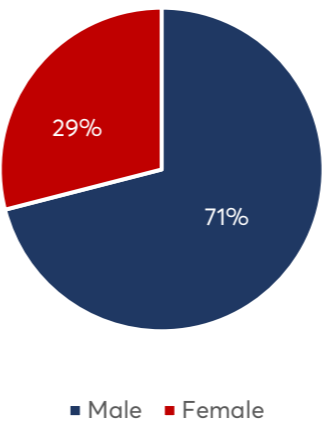
By Labor Qualification



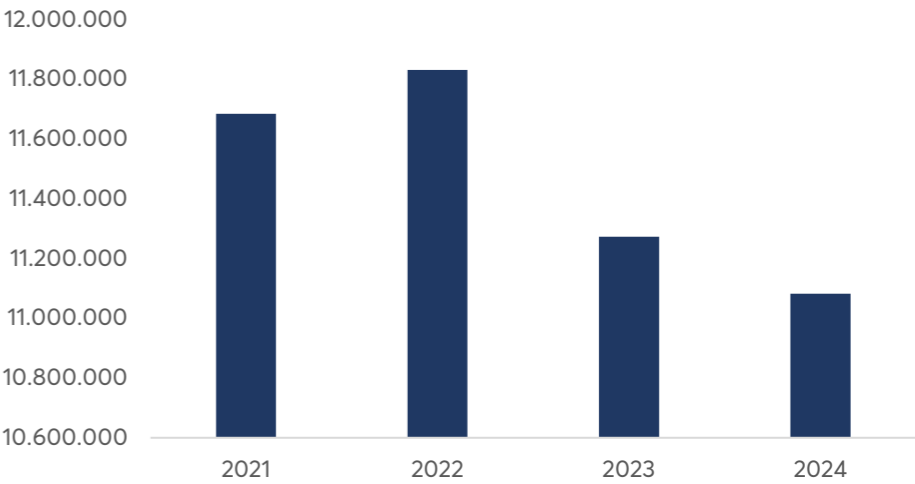
By Employment Contract Duration



By Gender



Average Income (VND/person/month)



ORGANIZATION AND PERSONNEL

HR POLICY

Training Policy

Haxaco always emphasizes the importance of training and developing employees for the company's activities. Haxaco focuses on training potential young employees and successors to build a high-quality management team for the company. Haxaco regularly conducts courses to enhance professional skills and soft skills for employees, providing value that helps each individual develop themselves while training potential successors.



Recruitment Policy

Understanding the importance of employees in the organization, Haxaco has established an effective, clear, methodical, and professional recruitment policy. The company carefully considers and clearly presents the criteria and benefits for each position to recruit the most elite and suitable candidates. Recruitment is publicly announced on the company's website, recruitment news sites, social networks, etc., to increase Haxaco's brand coverage, thereby attracting more candidates. The recruitment process is flexible, adhering to transparency and objectivity principles, ensuring fairness for all candidates. As of 2024, Haxaco Group is collaborating with 1,514 employees.



Working Environment and Employment Regime

Haxaco determines three factors that need to be ensured: "labor safety – labor tools – working environment." First, the company ensures a safe working environment for employees by complying with regulations on fire prevention and labor protection tools. Second, the company is committed to providing employees with all necessary equipment for effective work. Third, the company ensures hygiene conditions in the working environment according to current state regulations to maintain employees' health safety. Haxaco is committed to strictly implementing employee policies as stipulated in the Labor Code and the Social Insurance Law. Specifically, ensuring the correct and complete establishment of labor contracts, fully paying social insurance and health insurance for employees, and ensuring complete and comprehensive policies for female workers such as maternity and antenatal check-up leave.

Salary, Bonus, Welfare, and Benefits Policy

Based on Decree 38/2022/ND-CP issued on 01/07/2022, the company complies with state regulations, ensuring fairness and transparency in the salary policy. Haxaco provides a salary increase roadmap, pays salaries according to work performance, and offers attractive bonus schemes to encourage productivity and healthy competition within the company. According to statistics, the average income of an employee in 2024 is 11 million VND/month. The company also provides many other benefits, such as periodic health check-ups and activities to improve employees' mental well-being, such as arts and sports.

INVESTMENT ACTIVITIES AND PROJECT IMPLEMENTATION

INVESTMENT ACTIVITIES OF HAXACO GROUP IN 2024

- In January 2024, PTM Automobile Service, Trading And Manufacturing Joint Stock Company officially inaugurated the Premium MG Bac Giang dealership and MG Bac Ninh dealerships.
- In March 2024, Can Tho Automobile Mecanical Joint Stock Company officially inaugurated the MG Can Tho Premium dealership.
- In June 2024, PTM Automobile Service, Trading And Manufacturing Joint Stock Company officially inaugurated the Premium MG Lang Ha, Premium MG Dong Nai.
- In September 2024, PTM Automobile Service, Trading, and Manufacturing Joint Stock Company officially inaugurated the Premium MG Nam Dinh and MG Dong Sai Gon dealerships.
- In November 2024, Can Tho Automobile Mecanical Joint Stock Company officially inaugurated the MG Kien Giang dealership.
- In January 2025, PTM Automobile Service, Trading, and Manufacturing Joint Stock Company officially inaugurated the Premium MG Da Nang dealerships, MG Ninh Binh dealerships and MG Vung Tau dealerships..



SUBSIDIARIES AND AFFILIATES

CAN THO AUTOMOBILE MECANICAL JOINT STOCK COMPANY

Unit: Million VND

No	CRITERIA	ACTUAL 2023	ACTUAL 2024	%2024/2023
1	Total Assets	86.929	88.120	101%
2	Net Revenue	16.170	253.729	1569%

PTM AUTOMOBILE SERVICE, TRADING AND MANUFACTURING JOINT STOCK COMPANY

Unit: Million VND

No	CRITERIA	ACTUAL 2023	ACTUAL 2024	%2024/2023
1	Total Assets	189.912	575.850	303%
2	Net Revenue	263.639	1.414.572	537%

WEST TRANSPROVINCIAL BUS AND SERVICE JOINT STOCK COMPANY

Unit: Million VND

No	CRITERIA	ACTUAL 2023	ACTUAL 2024	%2024/2023
1	Total Assets	129.629	125.915	97%
2	Net Revenue	107.007	316.252	296%

AN THAI AUTO JOINT STOCK COMPANY

Unit: Million VND

No	CRITERIA	ACTUAL 2023	ACTUAL 2024	%2024/2023
1	Total Assets	48,232	102,424	212%
2	Net Revenue	141,253	444,398	315%

FINANCIAL SITUATION

2024

Mercedes-AMG G 63

FINANCIAL SITUATION

FINANCIAL SITUATION

Unit: Million VND

No	CRITERIA	ACTUAL 2023	ACTUAL 2024	%2024/2023
1	Total Asset	2,006,288	2,409,019	120.07%
2	Net Revenue	3,981,922	5,513,287	138.46%
3	Profit from Business Activities	18,973	177,991	938.13%
4	Other Profit	29,158	80,366	275.62%
5	Profit Before Tax	48,131	258,357	536.78%
6	Profit After Tax	37,056	203,570	549.35%

In 2024, the automotive market in Vietnam gradually recovered and improved. Seizing the opportunity along with an appropriate business strategy, revenue in 2024 reached 5,513,287 million VND, an increase of 38.46% compared to the same period last year. In terms of total assets, by the end of the year, the company recorded total assets of 2,409,019 million VND, an increase of 20.07% compared to the same period last year. This increase occurred due to the emergence of cash equivalents and short-term receivables. Cash equivalents were recognized at 110 billion VND at the end of 2024, a 7.4-fold increase compared to 13.1 billion VND at the beginning of the year. Short-term receivables also recorded an increase across all items.



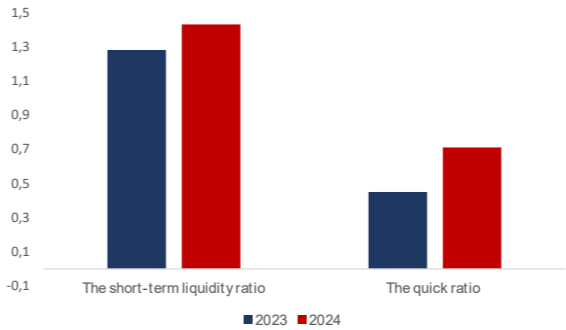
FINANCIAL SITUATION

FINANCIAL ACTIVITIES

CRITERIA	UNIT	2023	2024
Liquidity ratios			
The short-term liquidity ratio (Current Assets/Short-term Liabilities)	Times	1.28	1.43
The quick ratio (Quick Assets/Short-term Liabilities)	Times	0.45	0.71
Capital structure indicators			
The Debt-to-Total-Assets Ratio	%	41.98%	38.12%
The Debt-to-Equity Ratio	%	72.36%	61.6%
Operational efficiency indicators			
The Inventory Turnover Ratio (Cost of Goods Sold/Average Inventory)	round	4.21	7.37
The Total Asset Turnover Ratio (Net Sales/Average Total Assets)	round	1.74	2.50
Profitability indicators			
The Net Profit Margin (Net Profit/Net Revenue)	%	0.93%	3.69%
The Return on Equity (ROE)	%	3.47%	15.34%
The Return on Assets (ROA)	%	1.62%	9.22%
The Operating Profit Margin (Operating Profit/Net Revenue)	%	0.48%	3.23%

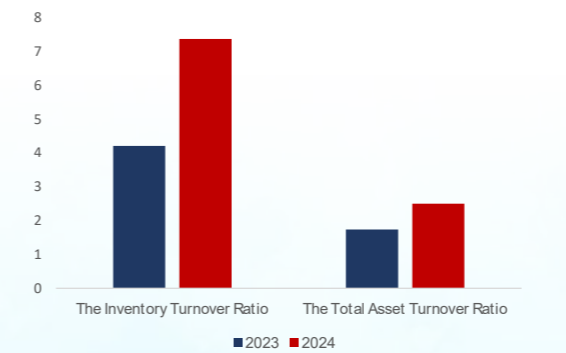


Liquidity ratios



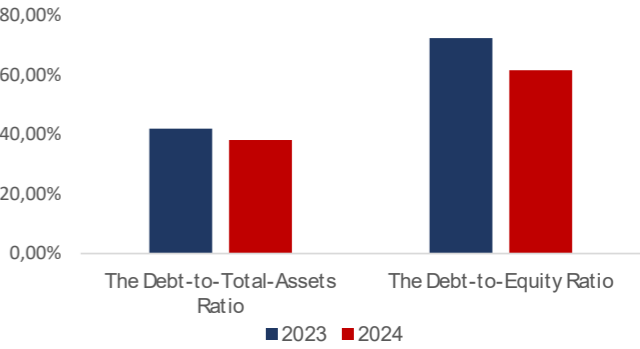
In 2024, the company's solvency improved. The short-term liquidity ratio and quick ratio reached 1.43 and 0.71 times, respectively, both increasing compared to the same period. This increase was due to a significant rise in current assets of 22.76% compared to the increase in short-term liabilities of 9.33%. Asset growth was primarily driven by a 110 billion VND deposit in short-term bank savings (less than 3 months). Short-term receivables also saw a significant increase of 59.9%. In short-term liabilities, short-term payables increased by 54.6 billion VND, up 122% compared to the same period due to high demand for cars and spare parts, leading to more transactions with suppliers. Taxes and amounts payable to the State also increased by 328%, with corporate income tax significantly rising from 13.2 billion VND to 56.8 billion VND due to high revenue during the period.

Operational efficiency indicators



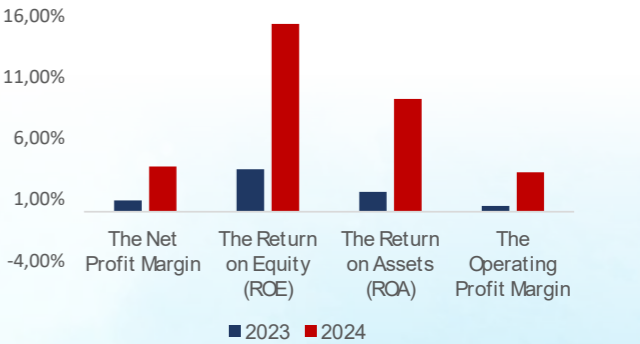
In 2024, inventory turnover and total asset turnover both increased compared to the same period, reaching 7.37 and 2.5 rounds, respectively. These results were achieved thanks to Haxaco's breakthrough business performance during the year. With the sharp increase in car sales thanks to the MG line, the cost of goods sold increased by 35%, while inventory levels were controlled, decreasing by 5.07% compared to the beginning of the year. For total asset turnover, the upward trend was driven by strong net revenue growth during the year.

Capital Structure Indicators



By the end of 2024, the debt/total assets and debt/equity ratios continued to decrease, reaching 38.12% and 61.6%, respectively. This decline was due to the growth rate of debt by the end of the year being lower than that of assets and equity, at 9.02%, 20.07%, and 28.07%, respectively. In terms of debt, although short-term debt grew by 9.33% due to increases in short-term payables and taxes and amounts payable to the State, long-term debt decreased as the company paid off some other long-term payables and deferred income tax liabilities. In terms of assets, in addition to the growth in current assets, long-term assets also increased by 17%, driven by growth in the original cost of fixed assets and investment properties. Equity also increased as the company issued shares to raise equity capital from equity sources. Overall, Haxaco's financial situation remained stable and healthy, with a trend of reducing financial leverage.

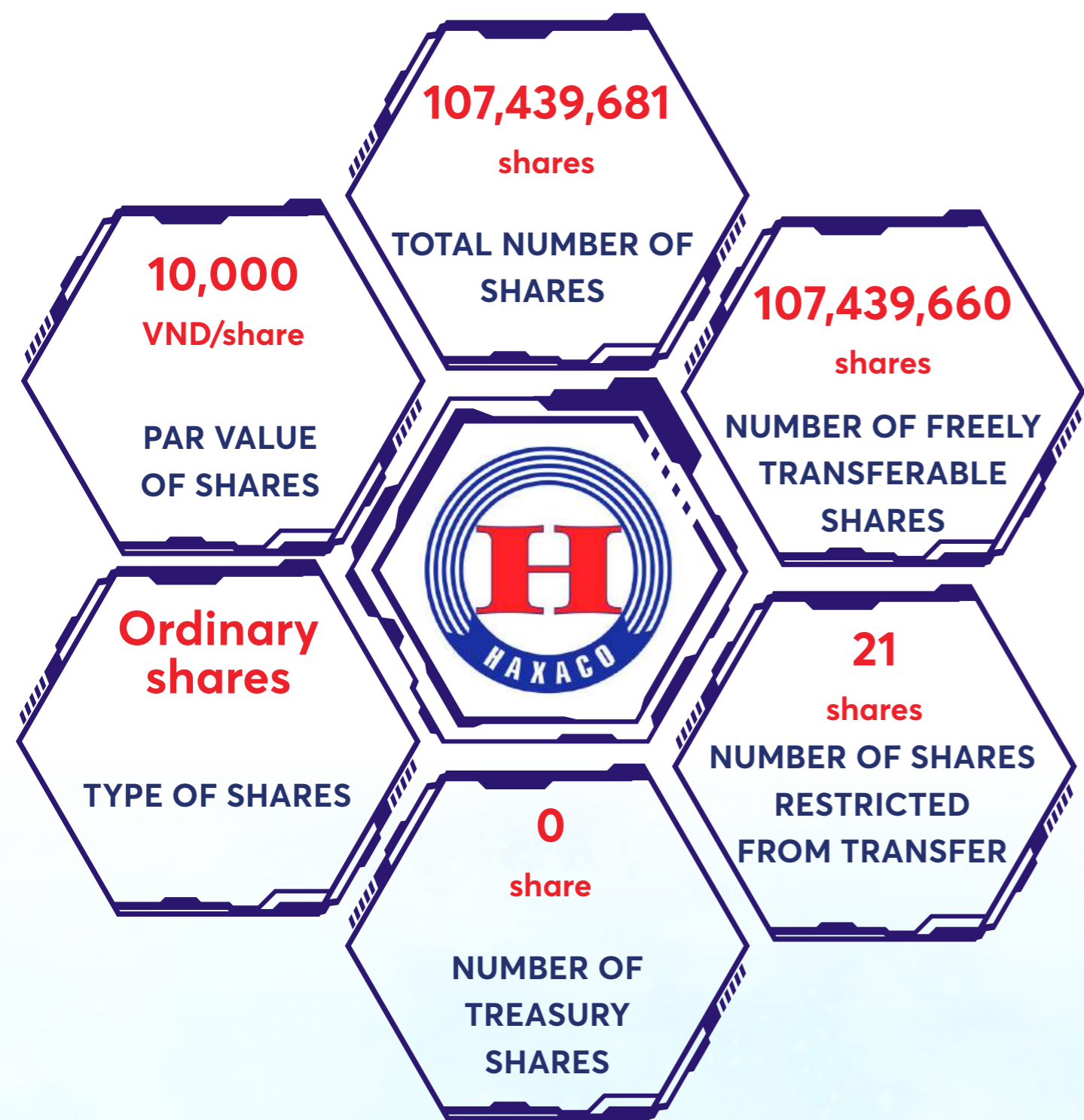
Profitability Indicators



In 2024, profitability indicators improved thanks to favorable business results during the year. The net profit after tax/net revenue ratio, the net profit after tax/average equity (ROE), the net profit after tax/average total assets (ROA), and the operating profit/net revenue ratio reached 3.69%, 15.34%, 9.22%, and 3.23%, respectively. With a shift in business direction to focus more on the MG car line and the recovery of the automotive market in the second half of the year, the car sales segment returned to being the main revenue segment in 2024, improving profitability.

SHAREHOLDER STRUCTURE AND CHANGES IN OWNER'S EQUITY INVESTMENT

SHARES



TREASURY STOCK TRANSACTIONS: None

OTHER SECURITIES: None

SHAREHOLDER STRUCTURE

As of 12/02/2025

NO,	TYPE OF SHAREHOLDERS	NUMBER OF SHARES	VALUE (VND)	OWNERSHIP PERCENTAGE
I	Shareholders by Ownership Percentage	107,439,681	1,074,396,810,000	100.00
1	Shareholders owning 5% or more of capital stock	54,800,422	548,004,220,000	51.01
2	Shareholders owning less than 5% of capital stock	52,639,259	526,392,590,000	48.99
II	State Shareholders			
III	Domestic Shareholders	82,210,646	822,106,460,000	76.52
1	Individuals	76,903,749	769,037,490,000	71.58
2	Organizations	5,306,897	53,068,970,000	4.94
IV	Foreign Shareholders	25,229,035	252,290,350,000	23.48
1	Individuals	1,895,668	18,956,680,000	1.76
2	Organizations	23,333,367	233,333,670,000	21.72
Total (I+II+III)		107,439,681	1,074,396,810,000	100.00

Maximum Foreign Ownership Ratio: 50%



SHAREHOLDER STRUCTURE AND CHANGES IN OWNER'S EQUITY INVESTMENT

CHANGES IN OWNER'S EQUITY INVESTMENT

- On June 01, 2000, HAX officially started operating as a joint-stock company (JSC) with the charter capital of 4,500,000,000 VND.
- May 2001: Haxaco increased its charter capital to 4,750,390,895 VND.
- April 2003: Haxaco increased its charter capital to 5,055,186,970 VND.
- December 2003: Haxaco increased its charter capital to 11,250,000,000 VND.
- July 2005: Haxaco increased its charter capital to 12,375,000,000 VND.
- August 2005: Haxaco increased its charter capital to 16,257,300,000 VND.
- April 2008: Haxaco increased its charter capital to 43,312,110,000 VND.
- September 2009: Haxaco increased its charter capital to 80,558,460,000 VND.
- November 2011: Haxaco increased its charter capital to 111,161,690,000 VND.
- October 2016: Haxaco increased its charter capital to 142,315,340,000 VND.
- July 2017: Haxaco increased its charter capital to 233,424,330,000 VND.
- July 2018: Haxaco increased its charter capital to 350,133,990,000 VND.
- August 2019: Haxaco increased its charter capital to 367,443,990,000 VND.
- June 2021: Haxaco announced information about Resolution No. 19/NQ-HDQT-HAX of the Board of Directors on increasing Haxaco's charter capital by issuing shares to pay dividends. The company issued 11,022,583 shares, increasing its charter capital to 477,669,820,000 VND.
- November 2021: Haxaco announced information about Resolution No. 32/NQ-HDQT-HAX of the Board of Directors on changing charter capital by increasing capital from issuing shares under the employee stock option program. The company issued 350,000 bonus shares to the Board of Management and 1,400,000 ESOP shares, increasing its charter capital to 495,169,820,000 VND.
- July 2022: Haxaco announced information about Resolution No. 20/NQ-HDQT-HAX of the Board of Directors approving the increase in the company's charter capital by issuing 7,426,452 shares to pay dividends for 2021. The charter capital reached 569,434,340,000 VND.
- March 2023: Haxaco completed issuing shares to convert bonds issued with a conversion ratio of 12:100, increasing the company's total charter capital to 719,434,340,000 VND.
- July 2023: Haxaco reported the results of issuing shares to pay dividends, increasing the charter capital by 179,841,310,000 VND, with a total charter capital value of 899,275,650,000 VND.

- October 3, 2023: Haxaco completed issuing shares under the employee stock option program (ESOP) with a total issuance of 3,500,000 shares, bringing the total charter capital to 934,275,650,000 VND.
- May 21, 2024: Haxaco announced information about Resolution No. 10/NQ-HDQT-HAX of the Board of Directors approving the increase in the company's charter capital by issuing 14,012,116 shares to increase capital from equity sources. The charter capital reached 1,074,396,810,000 VND.



COMPANY'S ENVIRONMENTAL AND SOCIAL IMPACT REPORT

Environmental Impact

Climate change is an increasingly important issue in Vietnam. As a result, the government has issued various regulations and laws aimed at protecting the environment and working towards a sustainable future, such as the Environmental Protection Law 2020 related to reducing greenhouse gas emissions and the National Strategy on Climate Change, which targets net-zero greenhouse gas emissions by 2050. Haxaco is committed to complying with climate change regulations and aims to operate environmentally friendly business activities. Given the nature of the automobile trade, most of Haxaco's business activities do not negatively impact the environment except for maintenance and vehicle testing activities. To minimize emissions, Haxaco has made efforts to switch to using environmentally friendly machinery and closely monitors emissions to address them promptly. In recent years, the company has not committed any violations related to improper waste disposal or caused negative environmental impacts during the implementation of its projects.

Material Resource Management

Haxaco stores an appropriate quantity of materials for vehicle maintenance and repair activities. The quality of materials is also strictly managed to ensure compliance with the technical requirements of various car models. In terms of cost optimization, Haxaco employs effective inventory management methods such as FIFO to minimize storage costs and wastage.

Energy Consumption

Energy issues are also highly prioritized by the government. The National Program on Economical and Efficient Use of Energy for the period 2019-2030 has set goals to save 5-7% of the total national energy consumption for the period 2019-2025 and 8-10% for the period 2019-2030. In alignment with the national spirit, Haxaco has undertaken various practical activities to save energy during production and business processes. The company has replaced and utilized energy-saving equipment, and regularly maintained and cleaned production machinery and air conditioning systems to optimize operational efficiency. Haxaco has also fostered an internal culture of responsible energy use and environmental protection by encouraging the rational and adequate use of electrical devices. Haxaco actively participates in the Earth Hour movement. In 2024, the total electricity consumption of the company was 3,050,396 Kwh, with a consumption value of 10,658,370,282 VND.

Water Consumption

Haxaco is aware of the importance of water resources and is committed to responsible water usage to avoid wastage. Haxaco has conducted training sessions to encourage each employee to use water economically and effectively both in daily activities and production. The company has also equipped facilities with devices such as automatic shut-off faucets and toilets to save water. The water system is regularly inspected, cleaned, and maintained to prevent leaks and water wastage. In 2024, the company recorded a water consumption of 32,262 m³, with a consumption value of 883,743,971 VND.

COMPANY'S ENVIRONMENTAL AND SOCIAL IMPACT REPORT



Report on Responsibility to the Local Community

Haxaco always strives to help the community in which it operates. The company regularly engages in activities to support disadvantaged residents and contributes to local social welfare programs. Haxaco also collaborates with the Trade Union to take care of the physical and mental well-being of its employees. Specifically, in 2024, the company continued to donate money to charitable activities, visited and assisted poor households, etc

Compliance with Environmental Protection Laws

Since its establishment, Hang Xanh Car Services Joint Stock Company has strictly and fully complied with environmental regulations in the Environmental Protection Law 2020 No. 72/2020/QH14, ensuring no environmental violations.

Policies Related to Employees

Haxaco always values the importance of employees for the company's existence and sustainable development. Therefore, the company is always grateful and strives to ensure full benefits for each staff member.

Training Policy: The company focuses on nurturing potential young employees and a succession team to build a high-quality management team. Additionally, Haxaco regularly organizes intensive training programs, including both professional and soft skills, to help employees improve their capabilities, develop themselves, and prepare for important future positions.

Work Environment: Haxaco ensures that employees work in a safe, clean environment and are provided with adequate equipment to perform their tasks effectively. Safety devices and measures are fully equipped according to regulations. The company also holds training sessions on handling emergency situations for employees.

Salary and Benefits Policy: Haxaco is committed to fully paying salaries according to state regulations. The company also provides a clear and transparent salary increase plan and bonus policy for employees. The company actively organizes activities to enhance the mental well-being of employees, such as recreational activities on holidays, birthdays, or sports events. Haxaco is also committed to fulfilling its obligations in labor contract formation, social insurance, and health insurance payments, and ensuring priority policies for female workers, such as maternity leave and prenatal check-up leave.

Report on Activities Related to the Green Capital Market as Guided by the State Securities Commission

In recent years, the development of the green capital market has been prioritized by the State Securities Commission, encouraging enterprises to implement ESG (Environmental, Social, and Governance) criteria. This is an important measure to attract the interest of investors in sustainable development projects and to enable enterprises to align their business activities with ESG standards. By implementing monitoring and statistical processes, businesses can complete and issue ESG reports, identifying opportunities and challenges to contribute to green development goals.

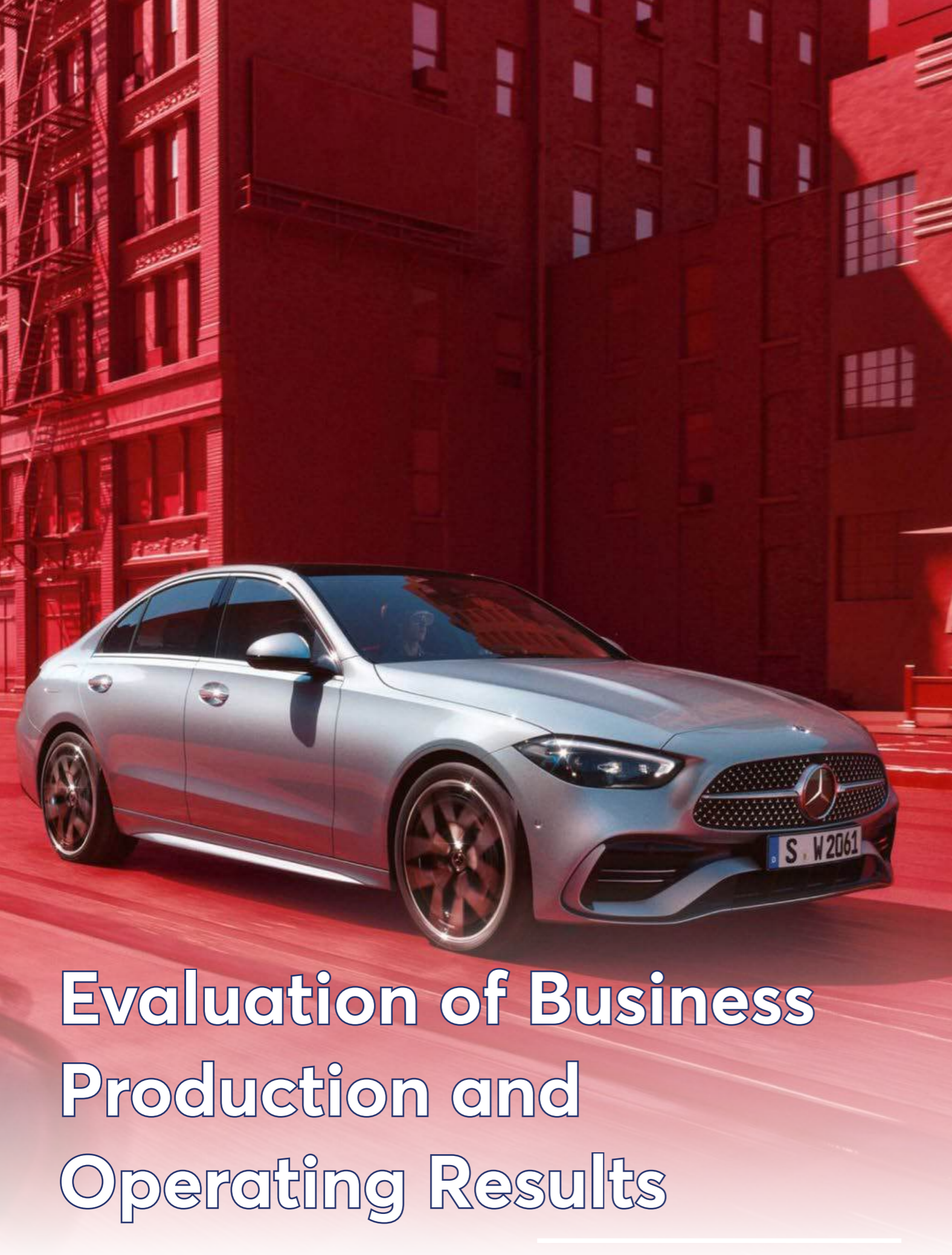
Haxaco always pays attention to and regularly monitors the activities and new policies of the State Securities Commission as well as the Ho Chi Minh City Stock Exchange. From there, the company adjusts and updates internal policies to comply with the regulations set forth and directs the development of a comprehensive sustainable financial plan



03

REPORTS AND ASSESSMENTS FROM THE BOARD OF MANAGEMENT

01	Evaluation of Business Production and Operating Results
02	Financial Situation
03	Improvements in Organizational Structure, Policies, and Management
04	Future Development Plans
05	Explanation of the Board of Directors Regarding Audit Opinions
06	Report and Assessment Related to the Company's Environmental and Social Responsibilities



Evaluation of Business Production and Operating Results

EVALUATION OF BUSINESS PRODUCTION AND OPERATING RESULTS

In 2024, the global economy and Vietnam's economy began to show signs of recovery despite still being affected by geopolitical fluctuations. Controlling inflation worldwide and in Vietnam, along with optimistic global economic growth forecasts from reputable organizations, are positive signals. Domestically, GDP growth exceeded expectations, lending rates tended to decrease, creating favorable conditions for businesses to recover. For the automotive industry, the market gradually improved with increased sales volume thanks to the policy of reducing registration fees for locally assembled vehicles. Besides the familiar competition between imported and assembled vehicles, the increasing popularity of electric vehicles in Vietnam offers more choices for consumers, both in terms of product quality and brand.

Faced with market opportunities and challenges, Haxaco's leadership has always been cautious, closely monitoring the actual situation, and proposing appropriate business plans to establish reasonable operational methods, ensuring the set goals are achieved

After a year with many challenges, Haxaco has recorded the following results: Profit before corporate income tax reached over VND 76 billion. With the distribution of vehicles, an increase compared to 2023, it shows that the automotive market in 2024 has improved. Especially with the strong development of subsidiaries, the consolidated profit before tax reached more than 258 billion VND, 129% according to 2024 plan. Below are some advantages and difficulties the Company faced during its operations in 2024:

Advantages

- Being the authorized dealer that holds the majority market share of Mercedes-Benz and MG in Vietnam.
- With 5 dealerships that meet all the standards required by the Mercedes-Benz Vietnam and , 14 MG dealerships, affirming the consistent and stable development of the Haxaco network.
- Haxaco dealerships are located in major cities nationwide, meeting the demand for luxury and mid-range cars for customers across the country.
- The policy of a 50% reduction in registration fees for domestically assembled cars, effective from the beginning of September 2024 to November 2024, stimulated consumer purchasing demand.

Disadvantages

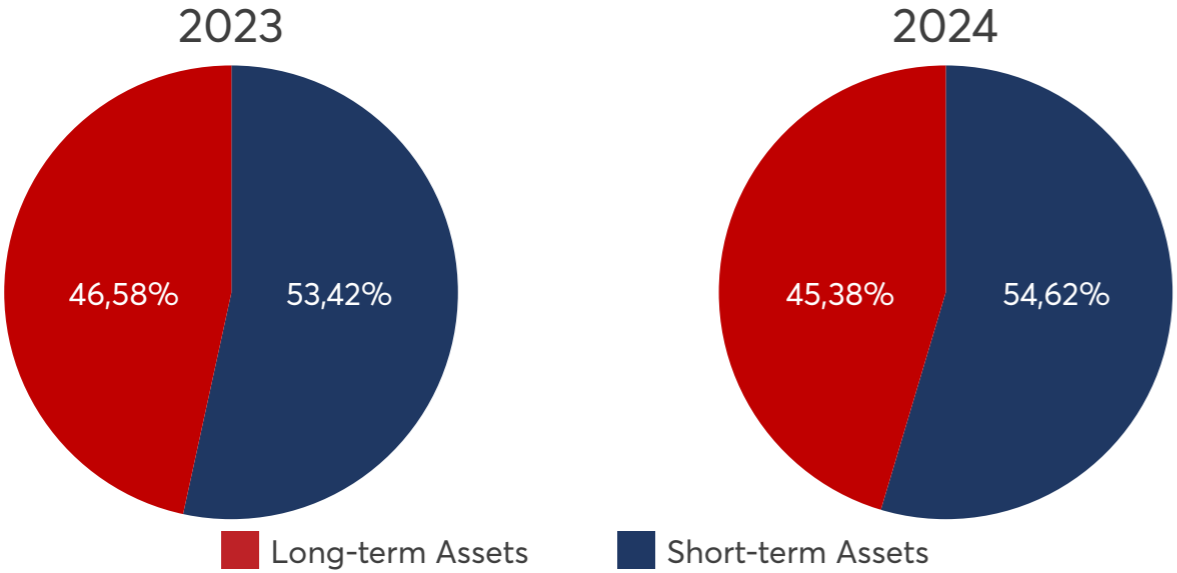
- The economic recession, the risk of rising inflation, along with tightened consumer spending... have led to a significant decline in car sales.
- High bank loan interest rates and difficulty in disbursement have made it challenging for consumers to purchase cars on installment plans.
- Car manufacturers and dealerships in Vietnam continuously launch new products, promotional programs, and direct discounts... making the competition among car manufacturers more intense.

FINANCIAL SITUATION

ASSET SITUATION

Unit: Million VND

CRITERIA	2023	2024	2024/ 2023	PROPORTION IN 2023	PROPORTION IN 2024
Short-term Assets	1,071,765	1,315,736	122.76%	53.42%	54.62%
Long-term Assets	934,523	1,093,282	116.99%	46.58%	45.38%
Total Assets	2,006,288	2,409,019	120.07%	100.00%	100.00%



As of December 31, 2024, Haxaco’s total assets reached 2,409,019 million VND, a 20.07% increase compared to the same period. Short-term assets accounted for a higher proportion and also experienced a higher growth rate (22.76%) compared to long-term assets (16.99%). The increase in short-term assets was driven by cash equivalents and short-term receivables. Haxaco significantly increased the proportion of cash and cash equivalents in short-term assets, recording a 141,584 million VND increase.

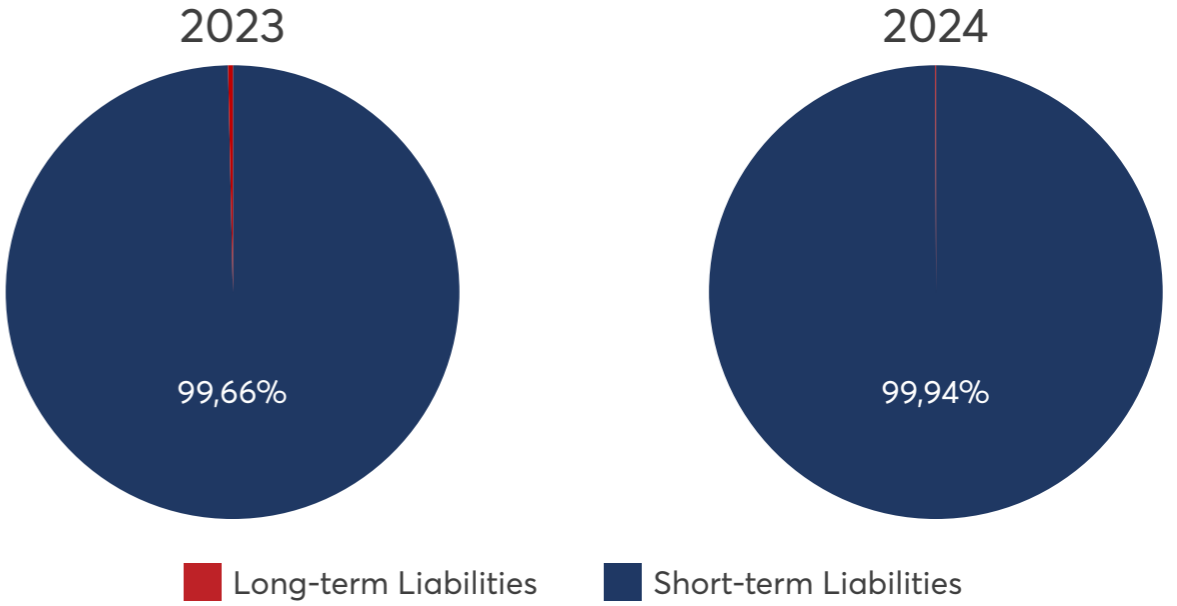
In the context of the volatile automobile market, Haxaco proactively increased its cash holdings as a strategic defensive measure. Given the industry’s susceptibility to macroeconomic factors, this helps the company ensure liquidity and be prepared to cope with potential sales declines due to inflation or rising interest rates. Furthermore, the fierce competition necessitates having readily available cash to quickly implement promotional programs, discounts, and maintain market share. Additionally, with effective business operations and achieving car sales targets, Haxaco received various discounts and support from suppliers such as Mercedes-Benz Vietnam Co., Ltd., SAIC Motor Vietnam Co., Ltd., and Vinfast Trading and Service Co., Ltd., leading to a 70.37% increase in other short-term receivables compared to the same period. The reduction in inventory at year-end reflects favorable business conditions and the company’s good inventory control.

Regarding long-term assets, the growth in long-term assets was driven by an increase in the value of fixed assets and investment properties.

LIABILITIES SITUATION

Unit: Million VND

CRITERIA	2023	2024	2024/ 2023	PROPORTION IN 2023	PROPORTION IN 2024
Short-term Liabilities	839,432	917,737	109.33%	99.66%	99.94%
Long-term Liabilities	2,852	542	18.99%	0.34%	0.06%
Total Liabilities	842,284	918,279	109.02%	100.00%	100.00%



As of December 31, 2024, Haxaco recorded a total liabilities increase of 9.02% compared to the same period, with short-term liabilities rising by 9.33% to 917,737 million VND and long-term liabilities decreasing by 81.01% to 541.7 million VND. The increase in short-term liabilities was driven by two items: short-term payables to suppliers and taxes and amounts payable to the state. Due to a significant increase in sales volume and revenue compared to the previous year, short-term payables to suppliers and taxes and amounts payable to the state increased by 122.16% and 328.62%, respectively. The reduction in long-term liabilities was due to the company’s partial payment of other long-term payables and deferred income tax liabilities



IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE, POLICIES, AND MANAGEMENT

In 2024, the company implemented flexible business solutions to maintain system stability, actively prepared for succession planning, and organized the company structure with the goal of becoming a Group in the future. Specifically:

- **Policy:** To meet the demands of sustainable development, the Board of Managements has updated and supplemented policies related to human resources, finance, and environment management. The new policies focus on ensuring transparency, accountability, and compliance with legal regulations.
- **Management:** The Board of Managements has implemented advanced management technologies to enhance operational efficiency. Financial management, project management, and customer management systems have been improved and automated. This helps to minimize errors, increase accuracy, and save time during the working process.
- **Training and Development:** To improve the capabilities of the staff, the Board of Managements has implemented intensive training programs and skill development. These training courses not only focus on professional skills but also include soft skills such as leadership, communication, and problem-solving.
- **Encouraging Innovation and Creativity:** The Board of Managements has fostered an open working environment, encouraging employees to contribute new ideas and initiatives. Competitions and creativity incentive programs are periodically organized to seek and develop breakthrough ideas.



FUTURE DEVELOPMENT PLANS

Unit: Billion VND

CRITERIA	UNIT	PLAN FOR 2025
Company pre-tax profit according to the Consolidated Report	Billion VND	260

Operational Directions for 2025:

- With the ever-changing economic market, the company proactively develops flexible plans regarding competition, pricing, and discount policies to maintain market share. Simultaneously, they closely monitor to ensure the stability of business, investment, and financial operations.
- Control financial leverage, enhance risk management, and plan for potential scenarios to prepare appropriate response plans, especially in cost management.
- Efforts are made to build a management team at all levels that is both competent and ethical. At the same time, streamline and strengthen the management apparatus, enhance service quality control processes, and leverage technology to expand and develop the system.
- Continue to expand the car business, research to diversify the product portfolio, and orientate to build long-term strategies and a reputable brand trusted by customers. The company promotes the development of the Mercedes-Benz and MG car business systems; and other business segments of the company.
- Accelerate the plan to list the subsidiary - PTM Automobile Service, Trading and Manufacturing Joint Stock Company.
- Aim for corporate governance toward sustainable and comprehensive development, with the first step ensuring information disclosure in accordance with legal regulations.
- Develop the 2025 business plan to align with the company's actual situation, closely follow economic developments, and concentrate efforts to achieve the targets.

Explanation of the Board of Directors Regarding Audit Opinions: None



REPORT AND ASSESSMENT RELATED TO THE COMPANY'S ENVIRONMENTAL AND SOCIAL RESPONSIBILITIES

ASSESSMENT RELATED TO ENVIRONMENTAL INDICATORS

Environmental protection is not only an obligation for Haxaco but also a long-term commitment throughout its development. This is demonstrated through specific actions such as effective material management, fostering a culture of energy saving, participating in Earth Day, and raising employee awareness, equipping energy-saving devices, optimizing equipment maintenance, and saving water. For many years, Haxaco has been striving to minimize the environmental impact of its production activities. From small actions to larger plans, Haxaco takes pride in contributing to building a green Earth and a clean environment.

ASSESSMENT RELATED TO EMPLOYEE ISSUES

The General Director always values the role of employees in the company's success, and this continues to be the foundation for Haxaco's sustainable development. For Haxaco, employees are always at the center of all activities and business operations. Therefore, the company has been, is, and will continue to focus on employee policies. Over the years, Haxaco has effectively managed the human resources of hundreds of staff members, with reasonable working conditions and deserving salary and bonus policies. The company maintains professionalism and transparency in recruitment and ensures full compliance with labor laws regarding employees. Additionally, Haxaco encourages employee professional development through training programs in operation and repair roles, providing necessary skills to handle complex technical issues in production and business. Simultaneously, the company focuses on creating flexible and attractive salary, bonus, and allowance policies for each department to motivate and encourage efficient work. The company particularly emphasizes creating a positive working environment that encourages personal growth for each employee. Haxaco is committed to fulfilling all obligations regarding insurance, health protection, and safety for employees through labor protection programs and regular health check-ups. The General Director takes pride in building and developing a strong team, a cohesive workforce that works together for the company's development.

ASSESSMENT RELATED TO CORPORATE RESPONSIBILITY TO THE LOCAL COMMUNITY

The close bond between Haxaco and the local community is the foundation for the company's sustainable development. Recognizing this, Haxaco always prioritizes implementing support policies and actively participates in community interaction activities. The company particularly cares about disadvantaged situations, regularly organizing charitable programs such as donations, volunteer activities, and infrastructure support in nearby areas. These efforts not only help improve the quality of life for local residents but also create a cohesive environment that promotes sustainable development for all stakeholders. Haxaco believes that investing in the local community brings long-term value, creating a solid foundation for economic and social development. This is not only a corporate responsibility but also an integral part of Haxaco's comprehensive development strategy





04

EVALUATION OF THE BOARD OF DIRECTORS

- 01** Evaluation of the Board of Directors on the Company's Operations
- 02** Evaluation of the Board of Directors on the Company's Board of Management
- 03** Plans and Directions of the Board of Directors

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

EVALUATION OF BOARD OF DIRECTORS ON THE COMPANY'S OPERATIONS



In 2024, the global and Vietnamese economies gradually showed signs of recovery, despite ongoing geopolitical fluctuations. The control of global and domestic inflation, along with positive forecasts for global economic growth from reputable organizations, is a bright spot. Domestically, higher-than-expected GDP growth and declining lending interest rates created favorable conditions for businesses to return to the competitive race. In the automobile industry, the market is gradually recovering with higher sales volumes than the previous year, aided by the policy of reducing registration fees for domestically assembled vehicles. In addition to traditional competition between imported and assembled cars, the increasing popularity of electric vehicles in Vietnam provides more choices for consumers, from product quality to brand.

Recognizing the continuous market changes, Haxaco proactively implemented a strong transformation strategy. The decision to expand the distribution network of MG cars, alongside traditional Mercedes-Benz cars, demonstrates strategic vision and flexible adaptability. This service diversification and market share expansion not only drove significant profit growth but also opened up new development horizons, affirming Haxaco's pioneering position in the Vietnamese automotive market.

Amid intertwined challenges and opportunities, the Haxaco Board of Directors demonstrated strong resilience, turning challenges into motivation to review and strengthen internal resources. This is a crucial time for the company to conduct a comprehensive review, streamline the organization, maximize competitive advantages, and address any shortcomings. With thorough preparation, Haxaco is confident in achieving long-term goals and affirming its leading position in the Vietnamese automotive industry. This is also a golden opportunity for Haxaco to anticipate new trends, seize breakthrough opportunities, and create outstanding successes in the future.

ENVIRONMENTAL AND SOCIAL RESPONSIBILITY ASSESSMENTS



Recognizing the significant impact of climate change on the environment, livelihoods, and business activities in Vietnam, Haxaco is always aware of the role and responsibility of each individual and organization in environmental protection and sustainable development. With this awareness, Haxaco ensures that environmental protection activities go hand in hand with business operations. The Board of Directors always encourages and accompanies the General Director in implementing green initiatives into the company's practical activities.

Over the past year, the General Director has developed specific plans and strategies for environmental, social, and community responsibilities. Firstly, the Board of Directors pays special attention to sustainable resource management and utilization, acknowledging the collective efforts of Haxaco in energy-saving, water usage, and efficient use of electrical equipment. Beyond operational activities, Haxaco also focuses on building a corporate culture associated with environmental responsibility, spreading the spirit of green living, and maintaining a clean working environment within the company.

Regarding Employees, the Board of Directors always appreciates and acknowledges the dedication and cooperation of staff members during difficult times. Employees are the foundation for the company's operations and development; therefore, Haxaco always gives special attention, ensuring full care for both the physical and mental well-being of all employees.

In addition to business activities, Haxaco is always aware that profit growth must go hand in hand with social responsibility. The company continuously contributes to the community through meaningful activities such as awarding scholarships, supporting disadvantaged families, and organizing annual charity programs. With these positive efforts and contributions, the Board of Directors believes that Haxaco will continue to affirm its role as a pioneer enterprise in fulfilling social responsibility and protecting the sustainable environment.

EVALUATION OF THE BOARD OF DIRECTORS ON THE COMPANY'S BOARD OF MANAGEMENT

Based on the company's charter, the Board of Directors has supervised the activities of the General Director and the Board of Management members. During meetings, the Board of Directors reviewed the implementation of resolutions, quarterly and cumulative business performance, discussed, and decided on resolutions for the General Director and the Board of Management to implement. The General Director and the Board of Management provide periodic activity reports and explanations on matters requested by the Board of Directors. Through supervising the company's activities in 2024, the Board of Directors has the following observations:

In 2024, the Board of Directors (BOD) closely supervised the activities of the General Director and other executives. This supervision ensures that all decisions and actions align with the company's development strategy and maximize shareholder benefits.

The BOD periodically and unexpectedly evaluated and reviewed activity and financial reports and ongoing projects. Through this supervision, the BOD identified potential issues and proposed timely solutions. Additionally, the BOD acknowledged the efforts and achievements of the General Director and other executives in optimizing business efficiency and sustainable growth.

Through supervising the company's activities in 2024, the BOD has the following observations:

- The BOD trusts and highly appreciates the leadership ability and ethical qualities of the General Director.
- Adapting to an ever-changing market, flexibly managing to ensure results align with set objectives.
- Ensuring transparency and timely, accurate information disclosure.
- Meeting Mercedes-Benz Vietnam's standards for dealerships.
- In 2024, all company activities fell within the scope allowed by the business registration certificate and current Vietnamese laws.
- The General Director and management team have made great efforts to create the highest value for the company and shareholders.



PLANS AND DIRECTIONS OF THE BOARD OF DIRECTORS

PROFIT TARGET PLAN FOR 2025



OPERATING DIRECTIONS FOR 2025

In 2025, the Board of Directors (BOD) will focus on several key operating directions to ensure sustainable development and optimize the company's operational efficiency. Below are the main directions:

- **Enhancing Risk Management:** The BOD will prioritize the development and implementation of risk management strategies to minimize potential risks in business operations and ensure the company's stability.
- **Developing Human Resources:** To meet future development requirements, the BOD will intensify recruitment, training, and talent retention. Particularly, the BOD will focus on enhancing the leadership and professional skills of the management team.
- **Improving Financial Management:** The BOD will continue to enhance transparency and accountability in financial management, optimize capital resources, and strengthen cost control to ensure business efficiency.
- **Strengthening Relationships with Shareholders and affiliated parties:** The BOD will maintain and develop good relationships with shareholders, customers, suppliers, and the community. The BOD will conduct regular interaction and dialogue activities to listen to and meet the needs of affiliated parties.
- **Innovation and Creativity:** The BOD will encourage research, development, and application of new technologies to improve product and service quality, meeting the growing market demands.
- **Sustainable Development:** The BOD will continue to promote environmental protection activities, community development, and corporate social responsibility. Strategies and projects will be implemented with the goal of not only profit but also sustainable social development.



05

CORPORATE GOVERNANCE

- | | |
|-----------|--|
| 01 | Board of Directors |
| 02 | Audit Committee |
| 03 | Transactions, Remuneration, and Benefits of the Board of Directors, Board of Management, and Audit Committee |

BOARD OF DIRECTORS

COMPOSITION AND STRUCTURE OF THE BOARD OF DIRECTORS

As of 12/02/2025

NO.	MEMBER	POSITION	NUMBER OF SHARES HELD (*)	OWNERSHIP RATIO	NOTE
1	Mr. Do Tien Dung	Chairman of the Board of Directors	18,672,888	17.38 %	
2	Mrs. Vu Thi Hanh	Non-Board of Management Member	17,843,359	16.61%	
3	Mrs. Do Ngoc Thuy Trang	Non-Board of Management Member	28,146	0.03%	Dismissed on March 23, 2024
4	Mr. Tran Quoc Hai (*)	Board Member cum Deputy General Director	1,238,680	1.15 %	
5	Mrs. Tran Tieu Mai	Independent Board Member	0	0%	
6	Mrs. Nguyen Thi Ngoc Bich	Board Member cum General Director	1,475,018	1.37 %	Appointed on March 23, 2024

(*) On February 12, 2025, Mr. Tran Quoc Hai submitted his resignation from the position of Member of the Board of Directors.

NO.	MEMBER	POSITION	NUMBER OF BOARD MEMBER POSITIONS AT OTHER COMPANIES	MANAGEMENT POSITIONS HELD BY EACH BOARD MEMBER OF THE COMPANY AT OTHER COMPANIES
1	Mr. Do Tien Dung	Chairman of the Board of Directors	2	Board Member - PTM Automobile Service, Trading And Manufacturing Joint Stock Company Chairman of the Board of Directors - West Transprovincial Bus And Service Joint Stock Company
2	Mrs. Vu Thi Hanh	Non-Board of Management Member	1	Chairman of the Board of Directors - PTM Automobile Service, Trading And Manufacturing Joint Stock Company Board Member - Can tho Automobile Mecanical Joint Stock Company
3	Mr. Tran Quoc Hai	Board Member cum Deputy General Director	3	Board Member cum General Director - West Transprovincial Bus And Service Joint Stock Company Chairman of the Board of Directors - An Thai Auto Joint Stock Company
4	Mrs. Tran Tieu Mai	Independent Board Member	-	-
5	Mrs. Nguyen Thi Ngoc Bich	Board Member cum General Director	-	-



BOARD OF DIRECTORS

SUBCOMMITTEES OF THE BOARD OF DIRECTORS

NO.	MEMBER	POSITION
1	Mrs. Hoang Thi Minh Nguyet	Head of Internal Audit Committee
2	Mrs. Pham Thi Thuy Nhi	Member of Internal Audit Committee

ACTIVITIES OF THE BOARD OF DIRECTORS

Evaluation of the Board of Directors' Activities in 2024:

The Board of Directors (BOD) developed a specific plan, facilitating coordinated implementation while clearly and detailedly assigning tasks to each BOD member based on their expertise, skills, and experience, which contributed effectively to the BOD's activities.

2024 was a year full of challenges and opportunities for the BOD. Throughout the year, the BOD demonstrated dedication and responsibility in managing and guiding the company. They effectively supervised business activities, made important strategic decisions to optimize operational efficiency, and increased shareholder value.

Additionally, the BOD proactively built and maintained good relationships with stakeholders, ensuring the interests of shareholders, employees, and customers were considered and protected. BOD meetings were held regularly, with full participation of members, facilitating discussions and decision-making.

The BOD operated in accordance with legal regulations and the company's charter, overcoming difficulties and challenges. Responsibilities and authorities of the BOD in governance, risk management, compliance, strategy implementation, human resources, and compensation were carried out seriously. Proposals to improve efficiency and evaluations were recorded and implemented. Individually, BOD members were evaluated to have completed their tasks well, proactively and actively fulfilling their responsibilities.

Regarding meetings, the BOD maintained regular quarterly meetings at least once per the company's charter, to review and decide on matters within the BOD's authority with the participation of the Board of Management.



BOARD OF DIRECTORS

ACTIVITIES OF THE BOARD OF DIRECTORS

Number of Board of Directors Meetings

NO.	FULL NAME	POSITION	NUMBER OF MEETINGS ATTENDED	RATE	NOTE
1	Mr. Do Tien Dung	Chairman of the Board of Directors	25/25	100%	
2	Mrs. Vu Thi Hanh	Non-Board of Management Member	25/25	100%	
3	Mrs. Do Ngoc Thuy Trang	Non-Board of Management Member	6/6	100%	Dismissed on March 23, 2024
4	Mr. Tran Quoc Hai	Board Member cum Deputy General Director	25/25	100%	
5	Mrs. Tran Tieu Mai	Independent Board Member	25/25	100%	
6	Mrs. Nguyen Thi Ngoc Bich	Board Member cum General Director	19/19	100%	Appointed on March 23, 2024



The content and results of the meetings

NO.	RESOLUTION/ DECISION NO.	DATE	CONTENT
1	01/NQ-HDQT-HAX	16/01/2024	Approval of Sales Contracts, Business Cooperation Contracts, Service Contracts and other Contracts of Hang Xanh Motors Service Joint Stock Company with its Subsidiaries in 2024
2	02/NQ-HDQT-HAX	26/01/2024	Approval of the convocation of 2024 Annual General Meeting of Shareholders
3	03/NQ-HDQT-HAX	20/02/2024	Approval of the draft 2024 Annual General Meeting of Shareholders Meeting Documents
4	04/NQ-HDQT-HAX	02/03/2024	Approval of the draft 2024 Annual General Meeting of Shareholders Meeting Documents
5	05/NQ-HDQT-HAX	13/03/2024	Approval of the draft 2024 Annual General Meeting of Shareholders Meeting Documents
6	06/NQ-HDQT-HAX	23/03/2024	Approval of the election of Mr. Do Tien Dung for the position of Chairman of the Board of Directors of Hang Xanh Motors Service Joint Stock Company for the term 2024-2029
7	07/NQ-HDQT-HAX	23/03/2024	Approval of the appointment of positions of the Audit Committee of Hang Xanh Motors Services Joint Stock Company for the term 2024-2029
8	08/NQ-HDQT-HAX	26/03/2024	Approval of the stock issuance plan to increase share capital from owner's equity
9	09/NQ-HDQT-HAX	15/04/2024	Approval of the final registration date for 2023 dividends and increasing share capital from owner's equity.
10	10/NQ-HDQT-HAX	21/05/2024	Approval of increasing the company's charter capital by issuing shares to increase share capital from owner's equity.
11	11/NQ-HDQT-HAX	22/05/2024	Approval of re-issuance of the credit limit of Hang Xanh Motors Services Joint Stock Company at Vietnam Joint Stock Commercial Bank for Industry and Trade; HSBC Bank Limited
12	12/NQ-HDQT-HAX	22/05/2024	Approval of Hang Xanh Motors Services Joint Stock Company's commitment to guarantee debt and payment obligations on behalf of the Company's subsidiaries in case of violation of debt repayment obligations upon arrival term
13	13/NQ-HDQT-HAX	27/05/2024	Approval of registration of securities at the Vietnam Securities Depository and Clearing Corporation (VSDC) and listing of securities at the Hochiminh Stock Exchange (HOSE) for issuing shares to increase share capital from owner's equity.

BOARD OF DIRECTORS

ACTIVITIES OF THE BOARD OF DIRECTORS

Number of Board of Directors Meetings

NO.	RESOLUTION/DECISION NO.	DATE	CONTENT
14	14/NQ-HDQT-HAX	21/06/2024	Approval of the selection of Viet Values Audit and Consulting Co., Ltd. to review the semi-annual financial statements and the 2024 financial statements.
15	15/NQ-HDQT-HAX	08/07/2024	Approval of additional capital contribution to PTM Automobile Service, Trading and Manufacturing Joint Stock Company
16	16/NQ-HDQT-HAX	17/09/2024	Approval of the proposal of issue shares to existing shareholders of PTM Automobile Service, Trading and Manufacturing Joint Stock Company
17	17/NQ-HDQT-HAX	01/10/2024	Approval of additional capital contribution to PTM Automobile Service, Trading and Manufacturing Joint Stock Company
18	18/NQ-HDQT-HAX	03/10/2024	Approval of credit limit at KASIKORNBANK Public Company Limited and assigning an independent member of the Board of Directors to be directly in charge of searching and recruiting personnel for the Internal Audit Department
19	19/NQ-HDQT-HAX	12/11/2024	Approval of the listing of PTM shares and the establishment of a Project Management Board to expand and develop PTM company's production and business efficiency in 2025
20	20/NQ-HDQT-HAX	14/11/2024	Approval of promoting production and business to complete the goal of exceeding the planned profit in 2024 and ensuring the payment of dividends in 2024
21	21/NQ-HDQT-HAX	28/11/2024	Approval of transactions between Haxaco and Related Parties

ACTIVITIES OF INDEPENDENT BOARD MEMBERS

- Independent Board Members have supervised the activities of the Board of Directors over the past year in a transparent manner.
- Independent Board Members evaluate that the BOD has made efforts to improve corporate governance capacity in accordance with current regulations in 2024.

LIST OF BOARD MEMBERS WITH CORPORATE GOVERNANCE TRAINING CERTIFICATES

Currently, corporate governance is a new field, and BOD members do not yet have corporate governance training certificates. Haxaco has prepared and will implement training in the near future.

AUDIT COMMITTEE

MEMBERS AND STRUCTURE OF THE AUDIT COMMITTEE

As of 31/12/2024

NO.	MEMBER	POSITION	NUMBER OF SHARES HELD (*)	OWNERSHIP RATIO
1	Mrs. Tran Tieu Mai	Chairwoman	0	0%
2	Mrs. Vu Thi Hanh	Member	17,843,359	16.61%

Review of the List of Changes in Audit Committee Members in the Year: No changes

ACTIVITIES OF THE AUDIT COMMITTEE

In 2024, the Audit Committee performed the following tasks:

- Supervised the implementation of shareholder meeting resolutions; checked the legality and reasonableness of business activities according to the 2024 Board of Directors resolutions. Implemented responsibilities in accordance with the law, company's charter, regulations, and rules.
- Supervised the management and operations of the Board of Management. Directly and in coordination with departments, checked and supervised compliance with the law, company's charter, regulations, and rules.
- Checked the reasonableness, legality, accuracy, and prudence in the organization of accounting work, business performance reports, and financial statements. Analyzed and assessed the financial situation, operational efficiency, and risk prevention.
- Proposed measures to rectify errors and risks affecting the company's interests.
- Periodically prepared and sent reports as required to the Board of Directors and the Board of Management.
- Conducted reviews of Q4/2023, Q1/2024, Q2/2024, Q3/2024 financial statements and implemented internal audit activities, evaluating the effectiveness of internal audits.

In 2024, the Audit Committee held 4 meetings to evaluate accounting and financial activities, business performance, and company management and operations, specifically:

NO.	MEMBERS OF AUDIT COMMITTEE	NUMBER OF MEETINGS ATTENDED	ATTENDANCE RATE	VOTING RATE	REASONS FOR ABSENCE
1	Mrs. Tran Tieu Mai	4/4	100%	100%	
2	Mrs. Vu Thi Hanh	4/4	100%	100%	

AUDIT COMMITTEE

ACTIVITIES OF THE AUDIT COMMITTEE

Supervision Results for the Activities of the Board of Directors and the Board of Managements in 2024

- The Board of Directors organized activities in compliance with the Charter and the Law on Enterprises. The BoD meetings were conducted regularly. In 2024, the BoD closely followed the direction of the resolutions of the 2024 General Meeting of Shareholders to propose and implement executing resolutions. The BoD members fully participated in all BoD meetings.
- The Board of Managements organized and performed the management of the company in accordance with the resolutions of the GMS, the BoD, the Charter, regulations, and policies of the company.
- The BoD and the Board of Managements ensured the rights of shareholders as the company consistently complied with legal regulations and completed dividend payments according to the 2024 GMS resolutions.

Evaluation of Coordination between the Audit Committee, the Board of Directors, the CEO, and Shareholders

The Audit Committee coordinated closely with the Board of Directors, the CEO, and shareholders according to the following principles:

- Always prioritize the common interests of the Company and shareholders.
- Strictly comply with relevant legal regulations, the Charter, and corporate governance policies.
- Implement principles of centralization, democracy, openness, and transparency.
- Coordinate activities with the highest sense of responsibility, honesty, cooperation, and proactively resolve obstacles and difficulties

Evaluation of the Company's Internal Control and Risk Management System

In 2024, the Company's internal control and risk management system has been increasingly improved and standardized to promptly identify potential risks and emerging risks, thereby minimizing negative impacts on the Company's business activities.

TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND AUDIT COMMITTEE

SALARIES, BONUSES, REMUNERATION, AND BENEFITS

NO,	NAME	POSITION	REMUNERATION (VND)	SALARY (VND)	BONUS (VND)
Board of Directors					
1	Do Tien Dung	Chairman of the Board of Directors	360,000,000		
2	Vu Thi Hanh	Board Member	180,000,000		
3	Do Ngoc Thuy Trang	Board Member	40,961,538		
4	Tran Quoc Hai	Board Member	180,000,000		
5	Tran Tieu Mai	Board Member	180,000,000		
6	Nguyen Thi Ngoc Bich	Board Member	139,038,462		
Board of Managements					
7	Nguyen Thi Ngoc Bich	General Director		1,300,000,000	
8	Tran Quoc Hai	Deputy General Director		910,000,000	
9	Tran Van My	Deputy General Director		70,000,000	
10	Nguyen Thi Thanh Hang	Chief Financial Officer cum Chief Accountant		650,000,000	



TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND AUDIT COMMITTEE

INTERNAL PEOPLE TRADING

Information on stock transactions of Board of Directors members, Supervisory Board/Audit Committee members, Directors (General Directors), Chief Accountants, management personnel, Company Secretaries, major shareholders, and related parties.

NO.	TRANSACTION EXECUTOR	RELATION-SHIP WITH INTERNAL PERSONS	NUMBER OF SHARES OWNED AT THE BEGINNING OF THE PERIOD		NUMBER OF SHARES OWNED AT THE END OF THE PERIOD		REASONS FOR INCREASING, DECREASING (BUYING, SELLING, CONVERTING, REWARDING, ETC.)
			NUMBER OF SHARES	PERCENT-AGE	NUMBER OF SHARES	PERCENT-AGE	
1	Do Tien Dung	Chairman of the Board of Directors	16,324,251	17.47%	18,672,888	17.38 %	Rewarding/ Selling
2	Vu Thi Hanh	Member of the Board of Directors/ Member of the Audit Committee	15,515,965	16.61%	17,843,359	16.61%	Rewarding
3	Nguyen Thi Ngoc Bich	Member of the Board of Directors cum General Director	1,282,625	1.37%	1,475,018	1.37%	Rewarding
4	Tran Van My	Deputy General Director	1,851,750	1.98%	2,129,512	1.98%	Rewarding
5	Tran Quoc Hai	Member of the Board of Directors cum Deputy General Director	2,294,505	2.46%	1,238,680	1.15%	Rewarding /Selling
6	Nguyen Thi Thanh Hang	CFO cum Chief Accountant	656,875	0.7%	755,406	0.7%	Rewarding
7	Do Ngoc Thuy Trang	Child of Mr, Do Tien Dung and Ms, Vu Thi Hanh	24,475	0.03%	28,146	0.03%	Rewarding
8	Do Ngoc Oanh	Older sister of Mr, Do Tien Dung	228,125	0.24%	262,343	0.24%	Rewarding
9	Nguyen Thi Ngan Ha	Wife of Mr, Tran Quoc Hai	250,800	0.27%	288,420	0.27%	Rewarding
10	Le Minh Ha	Wife of Mr, Tran Van My	1,695	0.002%	1,949	0.002%	Rewarding
11	PYN Elite Fund	Major Shareholder	0	0%	10,851,200	10.10%	Buying
12	AFC VF Limited	Major Shareholder	5,308,300	5.68%	6,309,675	5.87%	Buying

TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND AUDIT COMMITTEE

CONTRACTS OR TRANSACTIONS WITH INTERNAL PERSON

Transactions between the company and its related persons; or between the company and major shareholders, insiders, and persons related to internal persons

NO.	NAME OF ORGANIZATION/ INDIVIDUAL	RELATIONSHIP WITH THE COMPANY	No.* date of issue, place of issue	ADDRESS	TIME OF TRANSACTIONS WITH THE COMPANY	RESOLUTION NO. OR DECISION NO. APPROVED BY GENERAL MEETING OF SHAREHOLDERS/ BOARD OF DIRECTORS (IF ANY, SPECIFYING DATE OF ISSUE)	CONTENT, QUANTITY, TOTAL VALUE OF TRANSACTION	NOTE
1	Can Tho Automobile Mechanical Joint Stock Company	Subsidiary	1800420206 issued on 14/06/2001	No. 102 Cach Mang Thang Tam, Cai Khe Ward, Ninh Kiều Distrcit, Can Tho City	2024	Resolution No. 01/ NQ-HDQT-HAX of Board of Directors issued on 16/01/2024	Revenue from car repair and other: 225.887.288 VND Cost of other service : 651.257.453 VND Loan collection: 24,000,000,000 VND	
2	PTM Automobile Service, Trading And Manufacturing Joint Stock Company	Subsidiary	0101116000 issued on 09/03/2001	No. 256 Kim Giang Street, Dai Kim Ward, Hoang Mai District, Ha Noi City	2024	Resolution No. 01/ NQ-HDQT-HAX of Board of Directors issued on 16/01/2024	Revenue from car sales, car repair, car rental and other: 24.077.622.657 VND Cost of car purchase , land for rent, transportation and other costs: 5.597.627.882 VND	
3	West Transprovincial Bus And Service Joint Stock Company	Subsidiary	0302365938, the 13rd registration for change issued on 31/05/2017	No. 54 Kinh Duong Vuong, Ward 13, District 6, HCM City	2024	Resolution No. 01/ NQ-HDQT-HAX of Board of Directors issued on 16/01/2024	Revenue from car repair and other: 34.768.270 VND Cost of other service : 576.500.000 VND	

TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND AUDIT COMMITTEE

CONTRACTS OR TRANSACTIONS WITH INTERNAL PERSON

Transactions between the company and its related persons; or between the company and major shareholders, insiders, and persons related to internal persons

NO.	NAME OF ORGANIZATION/ INDIVIDUAL	RELATIONSHIP WITH THE COMPANY	No.* date of issue, place of issue	ADDRESS	TIME OF TRANSACTIONS WITH THE COMPANY	RESOLUTION NO. OR DECISION NO. APPROVED BY GENERAL MEETING OF SHAREHOLDERS/ BOARD OF DIRECTORS (IF ANY, SPECIFYING DATE OF ISSUE)	CONTENT, QUANTITY, TOTAL VALUE OF TRANSACTION	NOTE
4	Mr. Do Tien Dung	Chairman of the Board of Directors Legal Representative	TTXH/ Police Department for Administrative Management of Social Order	No. 7 alley 7, Lang Ha Street, Thanh Cong Ward, Ba Dinh Distrcit, Ha Noi City	2024	Resolution No. 21/ NQ-HDQT-HAX of Board of Directors issued on 28/11/2024	Transfer of land use rights: 72.675.000.000 VND	
5	Mrs. Vu Thi Hanh	Member of the Board of Directors Member of the Audit Committee Person in charge of corporate governance	Police Department for Administrative Management of Social Order	No. 7 alley 7, Lang Ha Street, Thanh Cong Ward, Ba Dinh Distrcit, Ha Noi City				

Transactions between insiders, related parties of insiders with subsidiaries, or companies controlled by the company: None

Transactions between the company and companies where Board of Directors members, Supervisory Board members, or the General Director have been or are founding members or Board of Directors members, or General Directors in the past three (03) years (as of the reporting date)

NO.	NAME OF ORGANIZATION/ INDIVIDUAL	RELATIONSHIP WITH THE COMPANY	No.* date of issue, place of issue	ADDRESS	TIME OF TRANSACTIONS WITH THE COMPANY	NOTE
1	Can Tho Automobile Mechanical Joint Stock Company	Subsidiary Tran Quoc Hai_BOD Tran Van My-BOD Do Ngoc Thuy Trang-BOD	1800420206 issued on 14/06/2001 0101116000 issued on 09/03/2001	No. 102 Cach Mang Thang Tam, Cai Khe Ward, Ninh Kiều Distrcit, Can Tho City	2024	Revenue from car repair and other: 225,887,288 VND Cost of other service: 651,257,453 VND Loan collection: 24,000,000,000 VND
2	West Transprovincial Bus And Service Joint Stock Company	Subsidiary Do Tien Dung-BOD Tran Quoc Hai_BOD Nguyen Thi Thanh Hang-BOD	0302365938, the 13rd registration for change issued on 31/05/2017	No. 54 Kinh Duong Vuong, Ward 13, District 6, HCM City	2024	Revenue from car repair and other: 34,768,270 VND Cost of other service: 576,500,000 VND
3	PTM Automobile Service, Trading And Manufacturing Joint Stock Company	Subsidiary Do Tien Dung-BOD Vu Thi Hanh-BOD Tran Van My-BOD/CEO	0101116000 issued on 09/03/2001	No. 256 Kim Giang Street, Dai Kim Ward, Hoang Mai District, Ha Noi City	2024	Revenue from car sales, car repair, car rental and other: 24,077,622,657 VND Cost of car purchase, land for rent, transportation and other costs: 5,597,627,882 VND

TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, BOARD OF MANAGEMENT, AND AUDIT COMMITTEE

EVALUATION OF COMPLIANCE WITH CORPORATE GOVERNANCE REGULATIONS

At Haxaco, corporate governance (CG) is implemented according to international standards, such as the CG Principles for public companies in Vietnam, including the G20/OECD Corporate Governance Scorecard and the ASEAN CG Scorecard. Additionally, Haxaco complies with legal regulations related to CG, including Decree 155/2020/ND-CP issued on December 31, 2020, detailing the implementation of certain provisions of the Securities Law, and Circular 96/2020/TT-BTC issued on November 16, 2020, guiding information disclosure in the securities market. The company also performs its information disclosure duties in accordance with regulations for shareholders and investors through Haxaco's website. In 2024, the company implemented governance activities in accordance with regulations, ensuring efficient business operations, protecting the interests of the company, shareholders, and stakeholders. Concurrently, it focused on innovating and improving the company's charter, internal governance regulations, Board of Directors operational regulations, and information disclosure regulations.





06

2024 AUDITED FINANCIAL STATEMENTS

- 01 Audit Opinion
- 02 2024 Audited Financial Statements

REPORT OF THE BOARD OF MANAGEMENT

The Board of Management of Hang Xanh Motors Service Joint Stock Company presents this report together with the audited (consolidated) financial statements of the parent company is Hang Xanh Motors Service Joint Stock Company and 04 subsidiaries (03 direct subsidiaries and 01 indirect subsidiary) (hereafter, referred to as "the Group") for the fiscal year ended 31st December 2024.

1. General information of the Group

The Group includes the parent company is Hang Xanh Motors Service Joint Stock Company and 04 subsidiaries (03 direct subsidiaries and 01 indirect subsidiary).

Hang Xanh Motors Service Joint Stock Company (hereafter referred to as "the Company") is a joint stock company which was equitized from an enterprise of Saigon Transportation Mechanical Company (Saigon Transportation Mechanical Corporation) in accordance with the Decision No. 6418/QĐ-UB-KT dated 15th October 1999 of Ho Chi Minh city People's Committee. The Company operates in accordance with the Business Registration Certificate No. 0302000126, the date of first registration was 17th May 2000 and the amending registration certificates, and the 32nd amendment dated 24th May 2024 granted by the Department of Planning and Investment of Ho Chi Minh city.

Charter capital: VND 1,074,396,810,000 (Vietnam Dong One Thousand and Seventy Four Billion, Three Hundred Ninety Six Million, Eight Hundred Ten Thousand Only).

The Company is listed on the Ho Chi Minh Stock Exchange (HOSE) with the HAX stock code under the Licence No. 113/UBCK-GPNY dated 13th December 2006 of the Chairman of the State Securities Commission.

2. Registered office

▪ Head office

- Address : 333 Dien Bien Phu street, ward 15, Binh Thanh district, Ho Chi Minh city.
- Tel. : +84 (28) 3512 0026
- Fax : +84 (28) 3512 0025
- Tax code : 0302000126

▪ Information about branches and subordinate entities

No.	Name of entity	Address
01	Branch of Hang Xanh Motors Service Joint Stock Company	No. 2008 Vo Van Kiet street, Neighborhood 2, An Lac ward, Binh Tan district, HCMC.
02	Branch of Hang Xanh Motors Service Joint Stock Company in Hanoi city	No. 46 Lang Ha street, Lang Ha ward, Dong Da district, Hanoi city.
03	Hang Xanh Motors Service Joint Stock Company - Kim Giang branch	No. 256 Kim Giang street, Dai Kim ward, Hoang Mai district, Hanoi city.
04	Branch of Hang Xanh Motors Service Joint Stock Company in Can Tho city	No. 102 Cach Mang Thang Tam street, Cai Khe ward, Ninh Kieu district, Can Tho city.

▪ Information about subsidiaries

No.	Name of subsidiary	Head office	Ratio of capital contribution		Proportion of voting rights		Proportion of interest	
			Ending balance	Beginning balance	Ending balance	Beginning balance	Ending balance	Beginning balance
1.	Can Tho Automobile Mechanical JSC	No. 102 Cach Mang Thang Tam street, Cai Khe ward, Ninh Kieu district, Can Tho city.	85.89%	85.89%	85.89%	85.89%	85.89%	85.89%
2.	PTM Automobile Service, Trading and Manufacturing JSC	No. 256 Kim Giang street, Dai Kim ward, Hoang Mai district, Hanoi city.	51.62%	98.32%	51.62%	98.32%	51.62%	98.32%
3.	West Transprovincial Bus and Service JSC	54 Kinh Duong Vuong street, ward 13, district 6, Ho Chi Minh city.	62.11%	62.11%	62.11%	62.11%	62.11%	62.11%
4.	An Thai Auto JSC (indirect subsidiary) (*)	No. 464 Kinh Duong Vuong street, An Lac A ward, Binh Tan district, Ho Chi Minh city.	0.00%	0.00%	52.35%	52.35%	32.51%	32.51%

(*) An Thai Auto Joint Stock Company is second-Tier subsidiary indirectly through a first-tier subsidiary which is West Transprovincial Bus and Service Joint Stock Company (West Transprovincial Bus and Service Joint Stock Company holds 52.35% of the voting rights in An Thai Auto Joint Stock Company).

3. Business activities

- Agents of trading in kinds of spare parts;
- Trading in automotive parts, machinery and equipment;
- Breakdown recovery service;
- Insurance agent;
- Service of repair, maintenance and warranty of automobiles;
- Agents of trading in automobiles;
- Car rental;
- Trading in real estate;

The Company's main business activity is trading in automobiles, spare parts and auto repair services.

4. The Board of Management, the Audit Committee, the Board of Directors and Chief Accountant

Members of the Board of Management, the Board of Directors and Chief Accountant of the Company during year and as of the date of this report include:

4.1 The Board of Management

Full name	Position	Appointed date	Dismissed date
Mr. Do Tien Dung	Chairman	23 rd March 2024	-
Mrs. Vu Thi Hanh	Member	23 rd March 2024	-
Mr. Tran Quoc Hai	Member	23 rd March 2024	-
Mrs. Tran Tieu Mai	Member	23 rd March 2024	-
Mrs. Do Ngoc Thuy Trang	Member	23 rd March 2019	23 rd March 2024
Mrs. Nguyen Thi Ngoc Bich	Member	23 rd March 2024	-

4.2 The Audit Committee

Full name	Position	Appointed / Reappointed date	Dismissed date
Mrs. Tran Tieu Mai	Chairperson	23 rd March 2024	-
Mrs. Vu Thi Hanh	Member	23 rd March 2024	-

4.3 The Board of Directors and Chief Accountant

Full name	Position	Appointed / Reappointed date	Dismissed date
Mrs. Nguyen Thi Ngoc Bich	General Director	02 nd April 2021	-
Mr. Tran Quoc Hai	Deputy General Director	01 st June 2021	-
Mr. Tran Van My	Deputy General Director	01 st June 2021	-
Mrs. Nguyen Thi Thanh Hang	Chief Financial Officer cum Chief Accountant	10 th September 2020	-

5. Legal representative

Legal representative of the Company during year and as of the date of this report is Mr. Do Tien Dung – Chairman.

6. Business results

The (consolidated) financial position and the (consolidated) business results for the fiscal year ended 31st December 2024 of the Group are expressed in the (consolidated) financial statements attached to this report from page 08 to page 38.

7. Subsequent events

In the opinion of the Board of Management, the Company's the (consolidated) financial statements for the fiscal year ended 31st December 2024 would not be seriously affected by any important items, transactions, or any extraordinary events from 31st December 2024 to the date of this Report, which would require any adjustments to the figures or disclosures in the (consolidated) financial statements.

8. Auditors

VIETVALUES Audit and Consulting Co., Ltd. has been appointed to perform the audit on the Group's (consolidated) Financial Statements for the fiscal year ended 31st December 2024.

9. Responsibility of the Board of Directors

The Board of Directors of the Company is responsible for the preparation of the (consolidated) financial statements to give a true and fair view on the (consolidated) financial position, the (consolidated) business results and the (consolidated) cash flows of the Group for the fiscal year ended 31st December 2024. In order to prepare these (consolidated) financial statements, the Board of Directors must:

- Select appropriate accounting policies and apply them consistently;
- Make judgments and estimates reasonably and prudently;
- Announce the accounting standards to be followed for the material issues to be disclosed and explained in the (consolidated) financial statements;
- Prepare the (consolidated) financial statements of the Group on the basis of the going-concern assumption except for the cases that the going-concern assumption is considered inappropriate;
- Design and implementation of internal control systems effectively for the purpose of preparing and presenting the (consolidated) financial statements reasonably in order to minimize risk and fraud.

The Board of Directors ensure that all the relevant accounting books have been fully recorded and can fairly reflect the (consolidated) financial position of the Group at any time, and that all accounting books have been prepared in compliance with the adopted accounting regime. The Board of Directors of the Group is also responsible for protecting the Group's assets and consequently has taken appropriate measures to prevent and detect frauds and legal regulations related to the preparation and fair presentation of the (consolidated) financial statements.

The Board of Directors hereby ensure to comply with all the requirements above in the preparation of the (consolidated) financial statements.

10. Approving the (consolidated) financial statements

We, members of the Board of Management confirm that all the accompanying (consolidated) financial statements. The (consolidated) financial statements have been properly prepared and have given a true and fair view on the (consolidated) financial position as at 31st December 2024, the (consolidated) business results and the (consolidated) cash flows for the fiscal year then ended of the Group, in compliance with the accounting standards, Vietnamese enterprises' accounting regime as well as legal regulations related to the preparation and fair presentation of the (consolidated) financial statements.

For and on behalf of the Board of Management



Mr. DO TIEN DUNG
Chairman

Ho Chi Minh city, 19th February 2025

No.: 2034/25/BCKT/AUD-VVALUES

INDEPENDENT AUDITOR'S REPORT

To: **SHAREHOLDERS, THE BOARD OF MANAGEMENT
AND THE BOARD OF DIRECTORS**
HANG XANH MOTORS SERVICE JOINT STOCK COMPANY

We have audited the accompanying (consolidated) financial statements of Hang Xanh Motors Service Joint Stock Company (hereafter referred to as "the Company") prepared on 19th February 2025 (from page 08 to page 38) which comprise the (consolidated) Balance Sheet as at 31st December 2024, the (consolidated) Income Statement, the (consolidated) Cash Flows Statement and the Notes to the (consolidated) Financial Statements for the fiscal year then ended.

The Board of Directors' responsibility

The Board of Directors of the Company is responsible for the preparation and fair presentation of these (consolidated) financial statements in accordance with the accounting standards, Vietnamese enterprises' accounting regime as well as other related regulations and for such internal control as the Board of Directors determines is necessary to enable the preparation and presentation of (consolidated) 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 (consolidated) financial statements based on our audit. We conducted our audit in accordance with the Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the (consolidated) financial statements of the Group are free from material misstatement.

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

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

Auditor's opinion

In our opinion, the (consolidated) financial statements referred to above give a true and fair view, in all material respects, of the (consolidated) financial position of Hang Xanh Motors Service Joint Stock Company as at 31st December 2024, the (consolidated) business results and the (consolidated) cash flows for the fiscal year then ended in conformity with the accounting standards, the prevailing Vietnamese enterprises' accounting regime as well as legal regulations related to the preparation and presentation of the (consolidated) financial statements.

Ho Chi Minh city, 19th February 2025

VIETVALUES Audit and Consulting Co., Ltd.



Tran Van Hiep – Deputy General Director
Certificate of registration for
practicing audit No. 2141-2023-071-1
Authorized signature

Nguyen Thi Tuyet Van – Auditor
Certificate of registration for
practicing audit No. 2839-2025-071-1

File:

- As above.
- VIETVALUES.**

(CONSOLIDATED) BALANCE SHEET

As at 31st December 2024

(CONSOLIDATED) BALANCE SHEET

As at 31st December 2024

Currency: VND

Code	ASSETS	Notes	Ending balance	Beginning balance
1	2	3	4	5
100	A. CURRENT ASSETS AND SHORT-TERM INVESTMENTS		1,315,736,137,362	1,071,764,691,450
110	I. Cash and cash equivalents	V.1	261,814,418,901	120,230,008,269
111	1. Cash		151,814,418,901	107,124,319,228
112	2. Cash equivalents		110,000,000,000	13,105,689,041
120	II. Short-term financial investments		3,000,000,000	-
123	1. Held-to-maturity investments		3,000,000,000	-
130	III. Accounts receivable		340,315,148,631	212,817,613,319
131	1. Short-term trade receivables	V.2	123,622,147,361	93,792,846,281
132	2. Short-term advance payments to suppliers	V.3	77,822,172,290	37,984,064,404
136	3. Other short-term receivables	V.4a	139,880,601,115	82,102,296,904
137	4. Provisions for doubtful short-term receivables	V.5	(1,009,772,135)	(1,061,594,270)
140	IV. Inventories	V.6	660,820,663,188	696,117,033,963
141	1. Inventories		666,273,074,770	702,457,355,015
142	2. Provision for obsolete inventory (*)		(5,452,411,582)	(6,340,321,052)
150	V. Other current assets		49,785,906,642	42,600,035,899
151	1. Short-term prepaid expenses	V.7a	12,462,167,972	5,452,494,493
152	2. VAT deductible		37,203,973,611	36,581,988,116
153	3. Tax receivables	V.14	119,765,059	565,553,290
200	B. FIXED ASSETS AND LONG-TERM INVESTMENTS		1,093,282,427,954	934,523,127,247
210	I. Long-term receivables		6,235,488,612	4,764,438,612
211	1. Long-term trade receivables		-	-
212	2. Long-term advance payments to suppliers		2,475,438,612	2,475,438,612
216	3. Other long-term receivables	V.4b	3,760,050,000	2,289,000,000
220	II. Fixed assets		459,866,368,960	381,310,311,778
221	1. Tangible fixed assets	V.8	449,128,022,956	370,389,314,731
222	- Historical cost		637,849,733,342	549,915,667,901
223	- Accumulated depreciation		(188,721,710,386)	(179,526,353,170)
227	2. Intangible fixed assets	V.9	10,738,346,004	10,920,997,047
228	- Historical cost		18,643,966,169	18,643,966,169
229	- Accumulated amortization		(7,905,620,165)	(7,722,969,122)
230	III. Investment properties	V.10	541,870,962,094	469,195,962,094
231	- Historical cost		541,870,962,094	469,195,962,094
232	- Accumulated depreciation		-	-
240	IV. Non-current unfinished assets		1,859,329,476	1,250,000,000
242	1. Construction-in-progress		1,859,329,476	1,250,000,000
250	V. Long-term financial investments		-	-
260	VI. Other non-current assets		83,450,278,812	78,002,414,763
261	1. Long-term prepaid expenses	V.7b	30,609,135,931	13,602,535,428
262	2. Deferred income tax assets		3,678,349,010	4,178,561,614
269	3. Goodwill	V.11	49,162,793,871	60,221,317,721
270	TOTAL ASSETS		2,409,018,565,316	2,006,287,818,697

(CONSOLIDATED) BALANCE SHEET (cont.)

As at 31st December 2024

Code	RESOURCES	Notes	Ending balance	Beginning balance
1	2	3	4	5
300	C. LIABILITIES		918,279,014,178	842,283,926,244
310	I. Current liabilities		917,737,332,977	839,432,091,925
311	1. Short-term trade payables	V.12	99,301,262,482	44,697,519,251
312	2. Short-term advance payments from customers	V.13	63,304,779,569	54,892,244,624
313	3. Tax and statutory obligations	V.14	45,621,425,623	10,643,747,508
314	4. Payables to employees		29,997,046,321	18,543,940,009
315	5. Short-term accruals	V.15	1,466,228,027	1,210,715,881
319	6. Other short-term payables	V.16	7,964,176,294	9,534,973,579
320	7. Short-term finance lease loans and liabilities	V.17	669,663,788,185	699,552,464,329
322	8. Bonus and welfare funds		418,626,476	356,486,744
330	II. Non-current liabilities		541,681,201	2,851,834,319
337	1. Other long-term payables		200,000,000	320,000,000
341	2. Deferred income tax payables		341,681,201	2,531,834,319
400	D. OWNERS' EQUITY		1,490,739,551,138	1,164,003,892,453
410	I. Capital of the owners	V.18	1,490,739,551,138	1,164,003,892,453
411	1. Owners' invested equity		1,074,396,810,000	934,275,650,000
411a	- Common stocks with voting rights		1,074,396,810,000	934,275,650,000
412	2. Surplus of share capital		-	30,524,927,236
421	3. Undistributed earnings after tax		128,999,588,778	150,223,013,451
421a	- Accumulated undistributed earnings after tax to the end of previous year		4,026,364,667	115,633,836,935
421b	- Accumulated undistributed earnings after tax in current year		124,973,224,111	34,589,176,516
429	4. Benefits of non-controlling shareholders		287,343,152,360	48,980,301,766
430	II. Other capital, funds		-	-
440	TOTAL RESOURCES		2,409,018,565,316	2,006,287,818,697

Prepared by

Chief Accountant

Ho Chi Minh city, 19th February 2025.

Chairman

TRAN KHOI NGUYEN

NGUYEN THI THANH HANG

DO TIEN DUNG



(CONSOLIDATED) INCOME STATEMENT
For the fiscal year ended 31st December 2024

Currency: VND

Code	ITEMS	Notes	Current year	Previous year
1	2	3	4	5
01	1. Revenues from sale of goods and rendering of services	VI.1	5,513,287,344,174	3,981,921,710,938
02	2. Revenue deductions		-	-
10	3. Net revenues from sale of goods and rendering of services		5,513,287,344,174	3,981,921,710,938
11	4. Cost of goods sold	VI.2	5,001,364,238,035	3,704,968,446,340
20	5. Gross profit from sale of goods and rendering of services		511,923,106,139	276,953,264,598
21	6. Income from financial activities	VI.3	702,217,249	577,293,885
22	7. Expenses from financial activities	VI.4	22,802,781,677	37,314,859,768
23	- In which: Interest expenses		22,802,781,677	37,240,679,150
24	8. Profit/ Loss in the joint ventures, associates		-	-
25	9. Selling expenses	VI.5	208,093,865,946	145,056,296,613
26	10. General & administration expenses	VI.6	103,737,750,605	76,186,451,537
30	11. Net profit/(loss) from operating activities		177,990,925,160	18,972,950,565
31	12. Other income	VI.7	80,731,448,183	29,955,879,613
32	13. Other expenses	VI.8	365,866,193	798,018,472
40	14. Other profit		80,365,581,990	29,157,861,141
50	15. Total pre-tax accounting profit		258,356,507,150	48,130,811,706
51	16. Current Corporate Income tax expenses	V.14	56,813,711,223	13,265,940,706
52	17. Deferred Corporate Income tax expenses		(2,026,879,993)	(2,191,586,843)
60	18. Profit/(loss) after corporate income tax		203,569,675,920	37,056,457,843
61	19. Profit after tax of shareholders of holding company		124,973,224,111	34,589,176,516
62	20. Benefits of non-controlling shareholders		78,596,451,809	2,467,281,327
70	21. Gains on stock	VI.9	1,163	375
71	22. Diluted gains on stock	VI.10	1,163	375

Ho Chi Minh city, 19th February 2025.

Prepared by

Chief Accountant

Chairman

TRAN KHOI NGUYEN

NGUYEN THI THANH HANG

DO TIEN DUNG



(CONSOLIDATED) CASH FLOW STATEMENT
(As per Indirect Method)
For the fiscal year ended 31st December 2024

Currency: VND

Code	Items	Notes	Current year	Previous year
1	2	3	4	5
	I. CASH FLOWS FROM OPERATING ACTIVITIES			
01	1. Net profit/(loss) before tax	V.14	258,356,507,150	48,130,811,706
	2. Adjustments for:		70,700,944,875	90,930,776,918
02	- Depreciation and amortisation	V.8;9;11	56,621,606,441	61,513,877,847
03	- Provisions	V.5;6	(939,731,605)	887,909,470
05	- (Profit)/ loss from investing activity	VI.3;7	(7,783,711,638)	(8,785,578,436)
06	- Interest expense	VI.4	22,802,781,677	37,314,568,037
07	- Other adjustments		-	-
08	3. Operating income/(loss) before changes in working capital		329,057,452,025	139,061,588,624
09	- (Increase)/decrease in receivables		(128,308,220,962)	100,709,379,285
10	- (Increase)/decrease in inventory		36,184,280,245	367,800,570,637
11	- Increase/(decrease) in payables (excluding interest payable, CIT payables)		191,749,306,794	(112,623,595,923)
12	- Increase/(decrease) in prepaid expenses		(22,802,879,251)	11,269,259,934
14	- Interest paid		(22,802,781,677)	(37,240,679,150)
15	- Corporate income tax (CIT) paid	V.14	(20,229,215,143)	(35,653,551,031)
16	- Other cash inflows from operating activities		-	(356,486,744)
17	- Other cash outflows from operating activities		-	(356,486,744)
20	Net cash inflows/(outflows) from operating activities		362,847,942,031	432,966,485,632
	II. CASH FLOWS FROM INVESTING ACTIVITIES			
21	1. Purchase of fixed assets and other long-term assets		(367,201,945,096)	(401,489,093,210)
22	2. Proceeds from disposals of fixed assets and other long-term assets	VI.7;8	209,651,653,092	401,681,863,657
23	3. Loans to other entities and payments for purchase of debt instruments of other entities		(3,000,000,000)	-
27	4. Interest and dividends received	VI.3	702,217,249	577,293,885
30	Net cash inflows/(outflows) from investing activities		(159,848,074,755)	770,064,332
	III. CASH FLOW FROM FINANCING ACTIVITIES			
31	1. Proceeds from issue of stocks, capital contribution of the owner		-	14,000,000,000
33	2. Proceeds from borrowings	V.17	4,139,566,420,693	2,965,333,871,206
34	3. Repayments of borrowing principal	V.17	(4,169,455,096,837)	(3,417,356,371,259)
36	4. Dividends, gains paid to the owner	VII.1	(31,526,780,500)	(35,971,717,000)
40	Net cash inflows/(outflows) from financing activities		(61,415,456,644)	(473,994,217,053)
50	Net cash inflows/(outflows) in year (20+30+40)		141,584,410,632	(40,257,667,089)
60	Cash and cash equivalents at the beginning of the year	V.1	120,230,008,269	160,487,675,358
61	Impact of exchange rate fluctuation		-	-
70	Cash and cash equivalents at the end of the year	V.1	261,814,418,901	120,230,008,269

Ho Chi Minh city, 19th February 2025.

Prepared by

Chief Accountant

Chairman

TRAN KHOI NGUYEN

NGUYEN THI THANH HANG

DO TIEN DUNG



NOTES TO THE (CONSOLIDATED) FINANCIAL STATEMENTS

For the fiscal year ended 31st December 2024

These notes form an integral part of and should be read in conjunction with the (consolidated) Financial Statements for the fiscal year ended 31st December 2024 of Hang Xanh Motors Service Joint Stock Company and 04 subsidiaries (03 direct subsidiaries and 01 indirect subsidiary) (hereafter referred as to "the Group").

I. OPERATION FEATURES

1. Forms of ownership

Hang Xanh Motors Service Joint Stock Company (hereafter referred as to "the Company") is joint stock company.

2. Lines of business

Business lines of the Group is trading and service.

3. Business activities

- Agents of trading in automobiles;
- Service of repair, maintenance and warranty of automobiles;
- Agents of trading in kinds of spare parts; Trading in automotive parts, machinery and equipment;
- Building new vehicle bodies of all kinds; production of parts and accessories for motor vehicles (except forging, casting, metal rolling, cutting, molding, welding, painting, metal waste recycling and electroplating);
- Design and renovation of road motor vehicles;
- Car rental;
- Insurance agent;
- Trading in real estate (except investment in construction of cemetery and graveyard infrastructure to transfer land-use rights associated with infrastructure). (Implementing the commitments related to business lines with the State Securities Commission according to the Document No. 446/2021/CV dated 02nd November 2021 of Hang Xanh Motors Service Joint Stock Company);
- Freight transport by road (except liquefied petroleum gas - LPG);
- Breakdown recovery service;
- Commission agents' services (CPC 621) (except for auctions of goods, except for goods on the list of goods to which foreign investors and foreign-invested business organizations do not have the right to export, import or distribute);
- Insurance agent (CPC 81401);
- Commission agents' services (CPC 621);
- Retail sale of cars (9 seats or less). Exercising the right of retail distribution of goods that are not on the list of goods that are not distributed according to the provisions of Vietnamese law or not subject to restrictions under international commitments in international treaties to which Vietnam is a contracting party (CPC 632);
- Service of calculation, risk assessment and compensation settlement;

The Group's main business activity is trading in automobiles, spare parts and auto repair services.

4. Normal operating cycle

The Group's normal operating cycle is within 12 months.

5. The Company's operations in year affect the (consolidated) financial statements

The Group's revenue increased by 38.46% compared to previous year, while the ratio of the Group's business operating costs to revenue was stable compared to previous year. In addition, income from suppliers supporting the Group's business activities increased by 299.40% leading to an increase in the Group's Profit after corporate income tax in current year by 449.35% compared to previous year.

6. Consolidated subsidiaries

Total number of subsidiaries: 04 companies.

Number of consolidated subsidiaries: 04 companies.

Subsidiaries include:

No.	Name of subsidiary	Head office	Ratio of capital contribution		Proportion of voting rights		Proportion of interest	
			Ending balance	Beginning balance	Ending balance	Beginning balance	Ending balance	Beginning balance
1.	Can Tho Automobile Mechanical JSC	No. 102 Cach Mang Thang Tam street, Cai Khe ward, Ninh Kieu district, Can Tho city.	85.89%	85.89%	85.89%	85.89%	85.89%	85.89%
2.	PTM Automobile Service, Trading and Manufacturing JSC	No. 256 Kim Giang street, Dai Kim ward, Hoang Mai district, Hanoi city.	51.62%	98.32%	51.62%	98.32%	51.62%	98.32%
3.	West Transprovincial Bus and Service JSC	54 Kinh Duong Vuong street, ward 13, district 6, Ho Chi Minh city.	62.11%	62.11%	62.11%	62.11%	62.11%	62.11%
4.	An Thai Auto JSC (indirect subsidiary)	No. 464 Kinh Duong Vuong street, An Lac A ward, Binh Tan district, Ho Chi Minh city.	0.00%	0.00%	52.35%	52.35%	32.51%	32.51%

7. Employees

As at the accounting period ended, there are 1,514 employees who are working at the Group (there are 962 employees at the beginning of year).

II. ACCOUNTING PERIOD, AND REPORTING CURRENCY

1. The Company's fiscal year

The fiscal year starts on 01st January and ends on 31st December of each calendar year.

2. Reporting currency and methods of foreign currency translation

The standard currency unit used is Vietnam Dong (VND) because the Company uses the main accounting currency unit which is Vietnam Dong (VND) for selling and purchasing.

III. ADOPTED ACCOUNTING REGIME AND STANDARDS

1. Applicable accounting regime

The Company has applied the Accounting Standards and the Vietnamese Corporate Accounting System in accordance with the Circular No. 200/2014/TT-BTC dated 22nd December 2014 (which is amended and supplemented according to the Circular No. 53/2016/TT-BTC dated 21st March 2016) and the Circular No. 202/2014/TT-BTC dated 22nd December 2014 as well as circulars guidance on

implementing the accounting standards of the Ministry of Finance in the preparation of the (consolidated) Financial statements.

2. Statement on the compliance with the Vietnamese accounting regime and standards

The Board of Directors ensure to follow all the requirements of the accounting standards and the Vietnamese Corporate accounting system promulgating together with the Circular No. 200/2014/TT-BTC dated 22nd December 2014 (which is amended and supplemented according to the Circular No. 53/2016/TT-BTC dated 21st March 2016) and the Circular No. 202/2014/TT-BTC dated 22nd December 2014 as well as circulars guidance on implementing the accounting standards of the Ministry of Finance in the preparation of the (consolidated) Financial statements.

IV. ADOPTED ACCOUNTING POLICIES

1. Basic for preparing the (consolidated) Financial statements

The (consolidated) financial statements include the financial statements of parent company and all subsidiaries. The financial statements of subsidiaries are prepared for the same fiscal year as well as applied the same accounting policies of parent company. Adjusted entries are applied for any different accounting policy in order to ensuring the consistency of parent company and all subsidiaries.

All inter-company balances and transactions, including recognised profits arising from inter-group transactions, have been eliminated in full. Unrealized losses are eliminated in (consolidated) financial statements, except where irrevocable expenses.

Minority interest showed the profit/ loss and net assets which are not held by the Company's shareholders and are presented by a separate item on the (consolidated) Income Statement and the (consolidated) Balance Sheet.

Subsidiaries are (consolidated) since the date of parent Company obtains control and cease to be (consolidated) since the date of parent Company do not obtain control that subsidiary. In case of parent Company has no longer the right of control the subsidiaries, the (consolidated) financial statements will include the period's business result which is still obtained control by parent Company.

The financial statements of subsidiaries subject to business combinations under common control are included in the Company's (consolidated) financial statements in accordance with the book value method of accounting. The financial statements of the other subsidiaries are (consolidated) into the Company's reports under the purchase method whereby assets and liabilities are recorded at fair value at the date of a business combination.

2. Cash and cash equivalents

Cash includes cash on hand, call deposits and cash in transit.

Cash equivalents is the short-term securities of which the due dates can not exceed 3 (three) months from the dates of the investments and the convertibility into cash is easy, and which do not have a lot of risks in the conversion into cash.

3. Receivables

Doubtful receivables are presented by book value subtracting the provisions for doubtful receivables.

Receivables are classified as trade receivables and other receivables comply with the following principles:

- Trade receivables reflect the commercial elements arising from selling - purchasing transactions between the Company and the buyer is an independent entity, include receivables from export sales under entrusted others.
- Other receivables reflect the non-commercial elements, unrelated to selling - purchasing transactions.

Provisions for doubtful receivables are presented at the estimated uncollectible value by the Group as at the accounting period ended. Increase/Decrease in the balance of provisions for doubtful receivables are recognized in the income statement.

4. Inventories

Inventories are recognized at the lower of their historical costs or their net realizable values.

Historical costs of inventories are determined as follows:

- Raw materials, goods: including the acquisition cost and other direct related expenses arising to obtain inventory in current status and place.
- Work-in-process: including only the costs of main raw materials.

Net realizable values is the estimated selling price of inventory in normal operating cycle except for the estimated costs to complete and necessary to consume them.

The value of inventories are recognized at the specific identification method (for motorcycles), the weighted average method (for other kinds of materials, supplies, goods) and recorded at the perpetual method.

Provision for devaluation of inventories is made for the expected value of loss due to declines in value (due to price reduction, poor quality, obsolescence, ...) which may arise for inventories owned by the Group based on reasonable evidence of decline in value as at the balance sheet date. Increase/Decrease in the balance of provision for devaluation of inventory must be made as at the end of the accounting period and are recognized in the cost of goods sold.

5. Prepaid expenses

Prepaid expenses include short-term prepaid expenses or long-term prepaid expenses on interim balance sheet and are allocated in the prepaid period or the time brings corresponding economic benefits thanks to these expenses.

Prepaid expenses include the actual arising costs but related to the operating results of numerous accounting periods. The Group's prepaid expenses include:

Tools

Expenses on tools being put into use are allocated into expenses in accordance with the straight line method for the maximum period of 36 months.

6. Tangible fixed assets

Tangible fixed assets are determined by the historical costs less (-) accumulated depreciation. Historical costs of tangible fixed assets include all the expenses of the company to have these fixed assets as of the dates they are ready to be put into use. Other expenses incurred subsequent to the initial recognition are included in historical costs of fixed assets only if they certainly bring more economic benefits in the future thanks to the use of these assets. Those which do not meet the above conditions will be recorded into expenses during the period.

When tangible fixed assets are disposed or liquidated, their historical costs and accumulated depreciation are written off, then any profit (or loss) generated from the liquidation is included in the income or the expenses during the period.

Tangible fixed assets are depreciated in line with straight-line method to gradually write off the historical costs of fixed assets over their estimated useful lives.

The depreciation years of tangible fixed assets applied are as follows:

<u>Kinds of fixed assets</u>	<u>Years</u>
Buildings and structures	05 – 25
Machineries and equipments	06 – 20
Vehicles, transmissions	06 – 10
Management equipments, tools	03 – 10
Other tangible fixed assets	03 – 10

7. Intangible fixed assets

Intangible fixed assets are determined by the historical costs less (-) accumulated amortization.

Historical costs of intangible fixed assets include all the expenses of the company to have these fixed assets as of the dates they are ready to be put into use. Other expenses incurred subsequent to the initial recognition are included in expenses during the period only if they attached to the specific intangible fixed asset and bring more economic benefits thanks to the use of these assets.

When intangible fixed assets are disposed or liquidated, their historical costs and accumulated amortization are written off, then any profit (or loss) generated from the liquidation is included in the income or the expenses during the period.

The Group's intangible fixed assets include:

Land-use right

Land-use right is all actual expenses related directly to the used land, included: the payment for getting land-use right, costs of compensation, site clearance, ground leveling, registration fee ... which the Company paid. Land-use right is amortized in line with straight-line method since the Company starts its operation to the using expiration recorded on the Certificate on land-use right, land-use rights with indefinite term is not amortized.

Computer software

Costs related to computer software programs is not an integral part of the related hardware is capitalized. Historical costs of computer software include all the expenses of the Company to pay until the date the software is put into use. Computer software is amortized in line with straight-line method within 04 years.

8. Investment properties

Investment properties are property being land use right, a building or a part of building, infrastructure held by the Company under a financial lease to earn rental or for capital appreciation. Leasehold investment properties are determined by the historical costs less (-) accumulated depreciation. Historical cost of investment properties include all the expenses paid by the Company or the fair value of other consideration given to acquire the assets at the time of its acquisition or construction.

Subsequent expenses relating to an investment properties that have already been recognized should be added to the net book value of the investment properties when they are probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment properties, will flow to the company.

When investment properties are disposed or liquidated, their historical costs and accumulated depreciation are written off, then any profit (or loss) generated from the liquidation is included in the income or the expenses during the period.

A transfer from owner-occupied property or inventories to investment property only when the owner ends of using that property and commencement of an operating lease to another party or end of construction. A transfer from investment property to owner-occupied property or inventories only when the owner commencements of using that property or commencement of development with a view to sale. A transfer from investment property to owner-occupied property or inventories does not change the historical cost or the net book value of the property as at the date for transfer.

Investment properties held for price appreciation are not depreciated. Where there is solid evidence that investment properties held for price appreciation is undervalued to market value and the undervalued amount can be reliably determined, the historical cost of investment property held for price appreciation is recorded as a decrease and the loss is recognized in cost of goods sold.

9. Construction-in-progress

Construction-in-progress reflects the direct related to the assets are being built, machineries and equipments are being installed for the purpose of manufacturing, leasing and management, as well as

expenses related to the repair of fixed assets which are being implemented. Those assets are recorded at their historical cost and not to be depreciated.

10. Business combinations and goodwill

Business combinations are accounted for by applying the purchase method. The cost of the business combination included the fair values, at the date of acquisition, of assets given, liabilities incurred or assumed and equity instruments issued by the acquirer, in exchange for control of the acquiree and any costs directly attributable to the business combination. The identifiable assets acquired, liabilities and contingent liabilities assumed in the acquirer's business combination is recognized at fair value as at the date of business combination.

Goodwill from the business combination is initially recognized at its historical cost, being the excess of the cost of the business combination over the acquirer's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities recognized. If cost of business combination is less than fair value of the acquiree's net assets, the differences will be recognized in the (consolidated) income statement for the six-month period. After initial recognition, goodwill is determined by the historical costs less (-) accumulated amortization. Goodwill is amortized in line with straight-line method over an estimated useful life of 10 (ten) years. Periodically, the parent company must assess the goodwill impairment in subsidiaries, if there is evidence that the goodwill impairment is greater than the annual allocation, then amortize it according to the amount of goodwill impairment in the period in which they occur.

11. Asset acquisitions and Business combinations

The Group acquires subsidiaries that own assets and have business activities. At the time of acquisition, the Group will determine whether the subsidiary acquisition is a business combination transaction or not. This transaction is considered a business combination if the subsidiary has production and business activities associated with the acquired asset.

If the subsidiary acquisition is not a business combination transaction, that transaction is accounted for as a purchase transaction of assets and liabilities. The acquisition cost is allocated to assets and liabilities on the basis of their respective fair values, and the goodwill or deferred corporate tax are not recognized.

12. Liabilities and accruals

Liabilities and accruals are recognized for payable amounts in the future related to the received goods and services. Accruals are recognized based on the reasonable estimates of the payable amounts.

Payables are classified as trade payables, accruals and other payables comply with the following principles:

- Trade payables reflect the commercial elements arising from purchasing transactions of goods, services, assets and the seller is an independent entity, include payables from import by a trustee.
- Accruals reflect the payables to the received goods and services from seller or provided to buyer but not yet paid due to do not have invoice or insufficient accounting records and vouchers and payable to employees on sabbatical salary, operating costs must be accrued.
- Finance lease loans and liabilities reflect loans, finance lease liabilities and the payment status of loans, finance lease liabilities.
- Other payables reflect the non-commercial elements, unrelated to selling - purchasing transactions, rendering of services.

13. Provision for payables

Provisions are recognized when the Group has current debt obligation (legal obligation or jointly liable obligation) due to result from a fact happened, the payment of debt obligation may happen leading to the decrease in economic benefits and the value of such debt obligation may be reliably estimated.

If the effect of time is significant, provisions will be determined by discounting the amount to be spent in the future to pay debt obligations with pre-tax discount rate and assessment reflected the current market on the time value of money and the specific risks of such debts. The increase of provision due to the elapsed time is recognized in Expenses from financial activities.

14. Owners' equity

Owner's invested equity

Owner's invested equity is recognized according to the shareholders' actual capital.

Surplus of share capital

Surplus of share capital is recognized at differences between issued actual value and the nominal value of stocks when they first issued, supplement issue, differences between re-issued value and the book value of treasury stocks and capital structure of the convertible bonds at maturity. Direct costs related to the issuance of additional stocks and the re-issuance of treasury stocks is reversed on Surplus of share capital.

15. Profit distribution

Profit after corporate income tax is distributed to shareholders after appropriating for funds in accordance with the Charter of Parent company and subsidiaries as well as regulations and being approved by General Meeting of Shareholders.

Distribution of profits to shareholders is considered non-monetary items in undistributed earnings after tax which can affect the cash flows and ability to pay dividends such as profit from revaluation of the contributed assets, revaluation of monetary items, financial instruments and other non-monetary items.

Dividends are recorded as liabilities when being approved by General Meeting of Shareholders.

16. Recognition of revenues and income

Revenues are recognized when the Company may get economic benefits that can be determined reliably. Revenues are measured at the fair value of received or receivable accounts after deducting trade discounts, sales discounts and sales returns.

Revenues from sale of goods: automobiles, spare parts

Revenues from sale of goods are recognized when satisfying the following conditions at the same time:

- Most of risk and benefits associated with the goods ownership are transferred to customers;
- There are no rights to manage or to control the goods;
- Revenues can be determined reliably;
- Getting or will get reliable economic benefits from providing service;
- Expenses related to providing and completing service can be determined.

Revenues from rendering of services: auto repair services

Revenues from rendering of services transaction are recognized when the result of transaction is determined reliably. Where the service is rendered during numerous periods, revenue in period is recognized based on the results of work completely as at balance sheet date. The results of rendering of services transaction are determined when satisfying all the following conditions:

- Revenue is determined rather reliably;
- Be able to gain economic benefits from the transactions;
- Determining work completely as at Balance Sheet date;
- Determining expenses related to rendering of services.

Interest

Interest is recognized on an accrual basis, and determined on balance of savings accounts and the actual interest rates for each period.

17. Cost of goods sold

Cost of goods sold is total cost of goods, expenses directly of provided services, the depreciation cost of real estate leasing, other expenses are included in the cost of goods.

18. Expenses from financial activities

Expenses from financial activities are the costs related to financial activities include borrowing costs, loss of the short-term securities transfers, transaction costs of selling securities, provision for devaluation of trading securities, provision for loss of investments in other entities.

19. Selling expenses and General & administration expenses

Selling expenses and General & administration expenses are all costs related to the process of selling products, goods, rendering of services and general administration expenses of the Group.

20. Borrowing costs

Borrowing costs include interest and other costs incurred directly related to loans.

Borrowing costs will be capitalized when they are directly related to the construction or the production of an asset in progress, which has taken a substantial period of time (over 12 months) to get ready for intended use or sales of the asset. Otherwise, the borrowing costs will be recognized into expenses during the period. For private loans serve the construction of fixed assets, investment properties, interest is capitalized even if the construction period of less than 12 months. The income arising from the temporary investment of loans is recorded reducing the historical cost of the relevant assets.

In the event of general borrowings which are partly used for acquiring, constructing or producing an asset in progress, the costs eligible for capitalization will be determined according to the capitalization rates applied to average accumulated expenditure on that asset. The capitalization rates are computed at the average interest rates on the borrowings not yet paid during the period, except for particular borrowings serving the purpose of obtaining a specific asset.

21. Corporate income tax

Corporate income tax expenses include current corporate income tax and deferred corporate income tax.

Current corporate income tax

Current corporate income tax expense is recognized based on taxable income. Taxable income is different from accounting profit due to the adjustments of differences between tax and accounting figures as well as those of non-taxable or non-deductible income and expenses.

Corporate income tax (CIT) rate of 20%.

Deferred Corporate income tax

Deferred income tax is the amount of corporate income tax payable or refundable due to temporary differences between book values of assets and liabilities serving the preparation of the financial statements and the values for tax purposes. Deferred income tax liabilities are recognized for all the temporary taxable differences. Deferred income tax assets are recorded only when there is an assurance on the availability of taxable income in the future against which the temporarily deductible differences can be used.

Book values of deferred corporate income tax assets are considered at the balance sheet dates and will be reduced to the rates that ensure enough taxable income against which the benefits from a part of or all of the deferred income tax can be used. Deferred corporate income tax assets are not yet recorded in before that will be reconsidered as at the accounting period ended and recorded when being reliably taxable profit to be able to use deferred income tax assets.

Deferred income tax assets and deferred income tax liabilities are determined at the estimated rates 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. Deferred income tax is recognized in the income statement. In the case that deferred income tax is related to the items of the owner's equity, corporate income tax will be included in the owner's equity of the company.

Deferred income tax assets and deferred income tax liabilities should be offset when:

- The Company has a legal right to implement the offset of current income tax assets and current income tax payable; and

- Those deferred income tax assets and deferred income tax payable related to corporate income tax is administered by the same tax authority:
 - For the same taxable entity; or
 - The Company intends to pay current income tax payable and current income tax assets on the basis of net or recover assets at the same time with the payment of liabilities in each future period when the significant deferred income tax payable or deferred income tax assets to be paid or recovered.

22. Related parties

A party is considered as a related party of the company in case that party is able to control the company or to cause material effects on the financial decisions as well as the operations of the company. A party is also considered a related party of the company in case that party is under common control or significant influence.

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

23. Segment Reporting

A business segment is a distinguishable component of an enterprise that is engaged in providing an individual product or service or a group of related products or services (segment engages in business activities), or products or services within a particular economic environment (segment engages in geographic) and that is subject to risks and returns that are different from those of other business segments.

The Company's basic segment reporting is based on geographical segment.

V. ADDITIONAL INFORMATION FOR ITEMS SHOWN IN THE (CONSOLIDATED) BALANCE SHEET (Currency: VND)

1. Cash and cash equivalents

	Ending balance	Beginning balance
- Cash on hand	27,207,902,613	21,884,168,530
- Call deposits	124,606,516,288	85,240,150,698
- Cash equivalents (*)	110,000,000,000	13,105,689,041
Total	261,814,418,901	120,230,008,269

(*) This is the savings deposit at banks with a term of less than 03 months.

2. Short-term trade receivables

	Ending balance	Beginning balance
<i>Receivables from related parties</i>	-	-
<i>Receivables from other customers</i>	<i>123,622,147,361</i>	<i>93,792,846,281</i>
- Customers for vehicle trading and repair	123,622,147,361	93,792,846,281
Total	123,622,147,361	93,792,846,281

3. Short-term advance payments to suppliers

	Ending balance	Beginning balance
<i>Short-term advance payments to related parties</i>	-	-
<i>Short-term advance payments to other suppliers</i>	<i>77,822,172,290</i>	<i>37,984,064,404</i>
- Mr. Tran Khac Phuc ⁽¹⁾	30,410,766,400	3,231,299,863
- Thang Long Works Electricity Construction JSC ⁽²⁾	26,456,345,601	-
- Others	20,955,060,289	34,752,764,541
Total	77,822,172,290	37,984,064,404

⁽¹⁾ The advance payment to Mr. Tran Khac Phuc to receive the transfer of land plot in My Thoi ward, Long Xuyen city, An Giang province.

⁽²⁾ The advance payment to Thang Long Works Electricity Construction JSC to dismantle and construction of MG car showrooms at branches.

4. Other short-term and long-term receivables

4a. Other short-term receivables

	Ending balance		Beginning balance	
	Amount	Provision	Amount	Provision
<i>Short-term receivables from related parties</i>	-	-	-	-
<i>Short-term receivables from others</i>	<i>139,880,601,115</i>	-	<i>82,102,296,904</i>	-
- Mercedes Benz Vietnam Co., Ltd. (*)	53,400,829,747	-	49,104,487,147	-
- SAIC Motor Vietnam Co., Ltd. (*)	70,786,859,378	-	23,079,486,840	-
- Vinfast Commercial and Services Trading Limited Liability Company (*)	9,191,895,991	-	7,111,881,014	-
- Other short-term receivables	6,501,015,999	-	2,806,441,903	-
Total	139,880,601,115	-	82,102,296,904	-

(*) These are the bonus and discounts for vehicle sales achieved by the Group from the suppliers.

4b. Other long-term receivables

	Ending balance		Beginning balance	
	Amount	Provision	Amount	Provision
<i>Long-term receivables from related parties</i>	-	-	-	-
<i>Long-term receivables from others</i>	<i>3,760,050,000</i>	-	<i>2,289,000,000</i>	-
- Mortgages, deposits	3,760,050,000	-	2,289,000,000	-
Total	3,760,050,000	-	2,289,000,000	-

5. Provisions for doubtful short-term receivables

	Ending balance		Beginning balance	
	Historical cost	Provision	Historical cost	Provision
<i>Trade receivables</i>				
- Minh Thang JSC	447,577,960	(447,577,960)	447,577,960	(447,577,960)
- PVV Saigon Construction Investment JSC	105,454,400	(105,454,400)	105,454,400	(105,454,400)
- Nguyen Thi Dinh Chien	45,350,000	(45,350,000)	45,350,000	(45,350,000)
- Vo Thi Thu Phuong	42,692,000	(42,692,000)	42,692,000	(42,692,000)
- Bo Ba (Triple) Investment Co., Ltd.	35,045,295	(35,045,295)	35,045,295	(35,045,295)
- Engineering Material Import and Export Co., Ltd.	68,800,000	(68,800,000)	68,800,000	(68,800,000)
- DMC-FER Joint Venture Company	53,650,000	(53,650,000)	53,650,000	(53,650,000)
- Vietnam TBI Manufacturing & Technology Transferring JSC	41,987,000	(41,987,000)	41,987,000	(41,987,000)
- Others	169,215,480	(169,215,480)	221,037,615	(221,037,615)
Total	1,009,772,135	(1,009,772,135)	1,061,594,270	(1,061,594,270)

The movement during year:

	Current year	Previous year
- Beginning balance	(1,061,594,270)	(1,061,594,270)
- Provision increase during year	-	-
- Reversal of provision during year	51,822,135	-
Ending balance	(1,009,772,135)	(1,061,594,270)

6. Inventories

	Ending balance		Beginning balance	
	Historical cost	Provision	Historical cost	Provision
- Materials and supplies ⁽¹⁾	76,688,374,226	(5,452,411,582)	95,826,915,199	(5,452,411,582)
- Tools	806,052,088	-	117,639,689	-
- Work-in-process ⁽²⁾	9,209,875,592	-	10,057,298,075	-
- Goods in transit	808,163,230	-	1,244,125,250	-
- Merchandises ⁽³⁾	578,760,609,634	-	595,211,376,802	(887,909,470)
Total	666,273,074,770	(5,452,411,582)	702,457,355,015	(6,340,321,052)

⁽¹⁾ Materials and supplies are mainly automobile spare parts.

⁽²⁾ This is the repair costs of unfinished cars to deliver to customers.

⁽³⁾ Merchandises are mainly automobiles. In which, inventories are being used as collateral for loans in banks with total value of VND 445,912,871,759 as at 31st December 2024 (refer to the Notes No. V.17).

7. Short-term and long-term prepaid expenses

7a. Short-term prepaid expenses

	Ending balance	Beginning balance
- Tools in use	2,443,241,284	1,066,139,241
- Insurance premium	928,046,460	728,133,120
- Others	9,090,880,228	3,658,222,132
Total	12,462,167,972	5,452,494,493

The movement during year:

	Current year	Previous year
- Beginning balance	5,452,494,493	14,590,320,157
- Increase during year	31,952,323,949	25,404,051,638
- Allocation during year	(24,942,650,470)	(34,541,877,302)
Ending balance	12,462,167,972	5,452,494,493

7b. Long-term prepaid expenses

	Ending balance	Beginning balance
- Office repair costs	14,386,823,768	2,320,074,525
- Tools in use	7,682,250,248	4,556,337,879
- Others	8,540,061,915	6,726,123,024
Total	30,609,135,931	13,602,535,428

The movement during year:

	Current year	Previous year
- Beginning balance	13,602,535,428	15,733,969,698
- Increase during year	25,704,929,658	8,374,809,286
- Allocation during year	(8,698,329,155)	(10,506,243,556)
Ending balance	30,609,135,931	13,602,535,428

8. Tangible fixed assets

	Buildings, structures	Machineries & equipments	Vehicles, transmission	Management equipments, tools	Other assets	Total
Historical cost						
Beginning balance	199,526,713,527	50,460,041,206	288,322,753,003	8,860,174,766	2,745,985,399	549,915,667,901
- Procurement during year	24,572,589,122	2,223,749,852	265,565,089,259	975,856,500	580,330,887	293,917,615,620
- Increase due to completed construction	34,012,236,680	-	-	-	-	34,012,236,680
- Effects of exclusion on internal transactions in consolidation	-	-	467,378,787	-	-	467,378,787
- Increase due to reclassification	-	-	-	109,297,500	-	109,297,500
- Decrease due to liquidation, disposal	(13,453,257,835)	(1,049,635,785)	(223,975,978,331)	(127,860,727)	(454,356,114)	(239,061,088,792)
- Decrease due to reclassification	-	(109,297,500)	-	-	-	(109,297,500)
- Decrease due to transfer to prepaid expenses	(1,219,222,180)	-	(182,854,674)	-	-	(1,402,076,854)
Ending balance	243,439,059,314	51,524,857,773	330,196,388,044	9,817,468,039	2,871,960,172	637,849,733,342
Depreciation						
Beginning balance	102,875,255,133	38,337,910,785	29,836,064,001	5,759,926,212	2,717,197,039	179,526,353,170
- Depreciation during year	14,515,202,723	3,750,034,784	26,051,267,392	1,008,431,896	55,494,753	45,380,431,548
- Effects of exclusion on internal transactions in consolidation	-	-	46,737,880	-	-	46,737,880
- Increase due to reclassification	949,360	-	-	-	-	949,360
- Decrease due to liquidation, disposal	(13,356,149,671)	(95,278,948)	(22,009,484,629)	(127,860,727)	(454,356,114)	(36,043,130,089)
- Decrease due to reclassification	(170,618,027)	-	(19,013,456)	-	-	(189,631,483)
Ending balance	103,864,639,518	41,992,666,621	33,905,571,188	6,640,497,381	2,318,335,678	188,721,710,386
Net book value						
Beginning balance	96,651,458,394	12,122,130,421	258,486,689,002	3,100,248,554	28,788,360	370,389,314,731
Ending balance	139,574,419,796	9,532,191,152	296,290,816,856	3,176,970,658	553,624,494	449,128,022,956

- Historical cost of fully-depreciated tangible fixed assets is still in used with amount of VND 93,290,789,419.

- Year-end residual value of tangible fixed assets is used as collateral for bank loans is VND 115,476,192,075 (refer to the Notes No. V.17).

12. Short-term trade payables

	Ending balance	Beginning balance
<i>Short-term payables to related parties</i>	-	-
<i>Short-term payables to other suppliers</i>	<i>99,301,262,482</i>	<i>44,697,519,251</i>
- Mercedes-Benz Vietnam Co., Ltd. (*)	19,798,264,650	15,098,776,013
- SAIC Motor Vietnam Co., Ltd. (*)	16,080,899,510	7,559,332,763
- Vinfest Commercial and Services Trading Limited Liability Company (*)	36,410,803,717	1,670,810,287
- Others	27,011,294,605	20,368,600,188
Total	99,301,262,482	44,697,519,251

In which: the year-end overdue balance of trade payables is VND 0.

(*) These are the payables for purchasing Mercedes-Benz, MG and Vinfest automobiles.

13. Short-term advance payments from customers

These are the advance payments for purchasing cars and car repair services.

14. Statutory obligations

	Beginning balance		Arising during year		Ending balance	
	Payable	Receivable	Payable	Already paid	Payable	Receivable
- Value added tax (VAT)	2,149,322,786	-	41,711,666,937	(43,219,651,476)	641,338,247	-
- Corporate income tax (CIT)	7,986,641,442	297,415,224	56,813,711,223	(20,229,215,143)	44,273,722,298	-
- Personal income tax (PIT)	507,783,280	9,371,381	6,819,258,918	(6,731,070,798)	706,365,078	119,765,059
- Land rent	-	258,766,685	6,951,109,431	(6,692,342,746)	-	-
- Other taxes	-	-	1,347,659,739	(1,347,659,739)	-	-
Total	10,643,747,508	565,553,290	113,643,406,248	(78,219,939,902)	45,621,425,623	119,765,059

Value added tax (VAT)

The Company pay value added tax in accordance with deduction method.

Corporate income tax ("CIT")

Estimated corporate income tax (CIT) payable during the year is as follows:

Items	Current year	Previous year
Total pre-tax accounting profit	258,356,507,150	48,130,811,706
Increase/ Decrease adjustments of accounting profit to determine profit subject to corporate income tax:		
- Increase adjustments		
+ Non-deductible costs	3,696,031,548	10,195,290,226
+ Allocation of goodwill incurred from consolidation	11,058,523,850	11,058,523,850
+ Others incurred from consolidation	10,530,124,682	3,409,258,050
- Decrease adjustments	-	(1,732,243,480)
Taxable income	283,641,187,230	71,061,640,352
Transferred losses of subsidiaries from previous years	-	(6,368,662,019)
Taxed income	283,641,187,230	64,692,978,333
Corporate income tax (CIT) rate	20%	20%
CIT payable under the taxed income during year	56,728,237,446	12,938,595,667
Adjustment of CIT from previous years	85,473,777	327,345,039
Total corporate income tax (CIT) payable	56,813,711,223	13,265,940,706

15. Short-term accruals

Details	Ending balance	Beginning balance
Related parties	-	-
Others	1,466,228,027	1,210,715,881
Other short-term accruals	1,466,228,027	1,210,715,881
Total	1,466,228,027	1,210,715,881

16. Other short-term payables

	Ending balance	Beginning balance
Payables to related parties	-	-
Payables to other organizations and individuals	7,964,176,294	9,534,973,579
- Trade Union expenditure	21,842,500	968,643,778
- Other short-term payables	7,942,333,794	8,566,329,801
Total	7,964,176,294	9,534,973,579

17. Short-term finance lease loans and liabilities

	Ending balance		Beginning balance	
	Amount	Ability to repay	Amount	Ability to repay
Short-term finance lease loans and liabilities payable to related parties	-	-	-	-
Short-term finance lease loans and liabilities payable to other organizations and individuals	669,663,788,185	669,663,788,185	699,552,464,329	699,552,464,329
- HSBC Bank (Vietnam) Limited ⁽¹⁾	126,741,403,410	126,741,403,410	190,033,012,877	190,033,012,877
- Vietnam JS Commercial Bank for Industry & Trade (VietinBank) – Tay Saigon branch ⁽²⁾	151,952,228,504	151,952,228,504	85,649,634,342	85,649,634,342
- JS Commercial Bank for Foreign Trade of Vietnam (Vietcombank) – Hai Duong branch ⁽³⁾	341,106,595,291	341,106,595,291	388,729,690,150	388,729,690,150
- JS Commercial Bank for Investment and Development of Vietnam (BIDV) – Tan Binh branch ⁽⁴⁾	22,896,857,280	22,896,857,280	35,140,126,960	35,140,126,960
- Kasikornbank Public Company Limited ⁽⁵⁾	26,966,703,700	26,966,703,700	-	-
Total	669,663,788,185	669,663,788,185	699,552,464,329	699,552,464,329

Loans are mortgaged by value of inventories, residual value of tangible fixed assets, intangible fixed assets and investment properties with total amount of VND 617,471,463,089 (refer to the Notes No. V.6, V.8, V.9 and V.10).

⁽¹⁾ The loan from HSBC Bank (Vietnam) Limited.

- Loan purpose: supplementing working capital;
- Loan term: less than 12 months for each loan;
- Interest rate: for each debt acknowledgment deed.

⁽²⁾ The loan from Vietnam Joint Stock Commercial Bank for Industry & Trade (VietinBank) – Tay Saigon branch.

- Loan purpose: supplementing working capital;
- Loan term: less than 12 months for each loan;
- Interest rate: for each debt acknowledgment deed.

⁽³⁾ The loan from Joint Stock Commercial Bank for Foreign Trade of Vietnam (Vietcombank) – Hai Duong branch.

- Loan purpose: supplementing working capital;
- Loan term: less than 12 months;
- Interest rate: for each debt acknowledgment deed.

⁽⁴⁾ The loan from Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) – Tan Binh branch.

- Loan purpose: supplementing working capital;
- Loan term: less than 12 months;
- Interest rate: for each debt acknowledgment deed.

⁽⁵⁾ The loan from Kasikornbank Public Company Limited.

- Loan purpose: supplementing working capital;
- Loan term: less than 12 months;
- Interest rate: for each debt acknowledgment deed.

Details of arising short-term loans during year are as follows:

	Beginning balance	Arising during year	Already paid during year	Ending balance
Short-term loans	699,552,464,329	4,139,566,420,693	(4,169,455,096,837)	669,663,788,185
Total	699,552,464,329	4,139,566,420,693	(4,169,455,096,837)	669,663,788,185

18. Owners' equity

18a. The movement on the owners' equity

Details of the movement on the owners' equity are presented in the attached Appendix No. 01.

18b. Details of the owners' invested equity

	Ending balance		Beginning balance	
	Common equity	Proportion (%)	Common equity	Proportion (%)
- Mr. Do Tien Dung	186,728,880,000	17.38%	163,242,510,000	17.47%
- Mrs. Vu Thi Hanh	178,433,590,000	16.61%	155,159,650,000	16.61%
- PYN ELITE FUND (NON-UCITS)	108,512,000,000	10.10%	-	-
- AFC VF LIMITED (AFC Vietnam Fund)	63,096,750,000	5.87%	53,083,000,000	5.68%
- Other shareholders	537,625,590,000	50.04%	562,790,490,000	60.24%
Total	1,074,396,810,000	100.00%	934,275,650,000	100.00%

Details of the owners' invested equity are updated as at 31st December 2024.

Details of the charter capital contribution are as follows:

	According to the Business Registration Certificate	Contributed charter capital	Remaining Charter capital
	1,074,396,810,000	1,074,396,810,000	-
Total	1,074,396,810,000	1,074,396,810,000	-

18c. Transactions on capital with owners and distribution of dividends and profit

	Current year	Previous year
- Owners' invested equity		
+ Beginning balance	934,275,650,000	569,434,340,000
+ Increase in year	140,121,160,000	364,841,310,000
+ Ending balance	1,074,396,810,000	934,275,650,000
- Dividends and profit already divided by Parent Company in cash	28,028,269,500	35,971,717,000
- Dividends and profit already appropriated by Parent Company to shareholders by stocks (value at par value)	140,121,160,000	179,841,310,000
- Dividends and profit already appropriated to the Executive Board by stocks (value at par value)	-	21,000,000,000

18d. Stocks

	Ending balance	Beginning balance
Number of stocks being registered to issue	-	-
Number of stocks already issued / public offering	107,439,681	93,427,565
- Common stocks	107,439,681	93,427,565
Number of outstanding stocks	107,439,681	93,427,565
- Common stocks	107,439,681	93,427,565

Nominal value of outstanding stocks: VND 10,000/stock.

VI. ADDITIONAL INFORMATION FOR ITEMS SHOWN IN THE (CONSOLIDATED) INCOME STATEMENTS (Currency: VND)

1. Revenues from sale of goods and rendering of services

	Current year	Previous year
- Trading in automobiles	4,945,304,179,048	3,442,610,869,373
- Repair and sales of spare part	544,017,756,714	515,353,991,605
- Others	23,965,408,412	23,956,849,960
Total	5,513,287,344,174	3,981,921,710,938

2. Cost of goods sold

	Current year	Previous year
- Trading in automobiles	4,555,729,599,839	3,269,183,655,549
- Repair and sales of spare part	441,602,539,420	422,000,144,615
- Others	4,032,098,776	13,784,646,176
Total	5,001,364,238,035	3,704,968,446,340

3. Income from financial activities

	Current year	Previous year
- Interest on deposits	702,217,249	577,293,885
Total	702,217,249	577,293,885

4. Expenses from financial activities

	Current year	Previous year
- Loan interest	22,802,781,677	37,240,679,150
- Others	-	74,180,618
Total	22,802,781,677	37,314,859,768

5. Selling expenses

	Current year	Previous year
- Wage and salary	90,074,185,389	49,065,914,648
- Depreciation of fixed assets	27,034,096,229	33,600,413,192
- Outsourcing expenses and others	90,985,584,328	62,389,968,773
Total	208,093,865,946	145,056,296,613

6. General & administration expenses

	Current year	Previous year
- Wage and salary	51,925,460,919	35,316,830,370
- Depreciation of fixed assets	7,033,617,902	4,251,700,764
- Allocation of goodwill	11,058,523,850	11,058,523,850
- Outsourcing expenses and others	33,720,147,934	25,559,396,553
Total	103,737,750,605	76,186,451,537

7. Other income

	Current year	Previous year
- Support for automobile business	64,729,654,729	16,206,909,796
- Interest on liquidation of fixed assets	7,081,494,389	8,208,284,551
+ Income from liquidation of fixed assets	209,651,653,092	401,681,863,657
+ Residual value and expenses for liquidation of fixed assets	(202,570,158,703)	(393,473,579,106)
- Others	8,920,299,065	5,540,685,266
Total	80,731,448,183	29,955,879,613

8. Other expenses

	Current year	Previous year
- Others	365,866,193	798,018,472
Total	365,866,193	798,018,472

9. Gains on stock

	Current year	Previous year
Accounting profit after Corporate income tax	203,569,675,920	37,056,457,843
Increase and decrease adjustments of accounting profit to determine profit or loss is allocated for shareholders holding common stock:		
- Benefits of non-controlling shareholders	(78,596,451,809)	(2,467,281,327)
- Appropriation of Bonus and welfare funds	(20,201,627)	-
Profit to calculate gains on stock	124,953,022,484	34,589,176,516
Average outstanding common stock during year (stock)	107,439,681	92,284,551
Gains on stock (VND/stock)	1,163	375

10. Diluted gains on stock

	Current year	Previous year
Accounting profit after Corporate income tax	203,569,675,920	37,056,457,843
Increase and decrease adjustments of accounting profit to determine profit or loss is allocated for shareholders holding common stock:		
- Benefits of non-controlling shareholders	(78,596,451,809)	(2,467,281,327)
- Appropriation of Bonus and welfare funds	(20,201,627)	-
Profit to calculate diluted gains on stock	124,953,022,484	34,589,176,516
Average outstanding common stock during year (stock)	107,439,681	92,284,551
Number of common stocks expected to be issued additionally after the accounting period (stock)	-	-
Diluted gains on stock (VND/stock)	1,163	375

11. Expenses from operating activities by nature

	Current year	Previous year
- Raw materials and supplies	266,509,408,845	339,164,696,795
- Wage and salary	198,811,340,263	138,570,981,439
- Depreciation of fixed assets	45,563,082,591	50,455,353,997
- Allocation of goodwill	11,058,523,850	11,058,523,850
- Outsourcing expenses and others	190,882,051,314	139,270,489,260
Total	712,824,406,863	678,520,045,341

VII. ADDITIONAL INFORMATION FOR ITEMS SHOWN IN THE (CONSOLIDATED) STATEMENT OF CASH FLOW (Currency: VND)

1. Details of cash flow

Code 36. Dividends, gains paid to the owner	Current year	Previous year
- Parent company has paid dividends and profits to Parent company's shareholders	28,667,872,500	35,971,717,000
- Subsidiaries have paid dividends and profits to non-controlling shareholders of subsidiaries	2,858,908,000	-
Total	31,526,780,500	35,971,717,000

VIII. OTHER INFORMATION (Currency: VND)

1. Contingent assets

The Group has not incurred contingent assets would affect the (consolidated) financial statements, which need any adjustments to the figures or disclosures in the (consolidated) financial statements.

2. Contingent liabilities

As at the date of the (consolidated) financial statements, there is not any factor which may occur the contingent liabilities in order to the Group is obligated to pay.

3. Transactions and balances with related parties

The Group's related parties include: members of key management, individuals related to members of key management and other related parties.

3.1. Transactions and balances with members of key management, individuals related to members of key management (including the Board of Management and the Board of Directors)

Income of members of key management (), details are as follows:*

Wage and salary	Position	Current year	Previous year
Mrs. Nguyen Thi Ngoc Bich	General Director	1,300,000,000	1,230,000,000
Mr. Tran Quoc Hai	Deputy General Director	910,000,000	861,000,000
Mr. Tran Van My	Deputy General Director	70,000,000	861,000,000
Mrs. Nguyen Thi Thanh Hang	Chief Financial Officer cum Chief Accountant	650,000,000	615,000,000
Total		2,930,000,000	3,567,000,000

Remuneration of members of the Board of Management

	Position	Current year	Previous year
Mr. Do Tien Dung	Chairman	360,000,000	360,000,000
Mrs. Vu Thi Hanh	Member	180,000,000	180,000,000
Mr. Tran Quoc Hai	Member	180,000,000	180,000,000
Mrs. Tran Tieu Mai	Member	180,000,000	180,000,000
Mrs. Do Ngoc Thuy Trang	Member (up to 23 rd March 2024)	40,961,538	180,000,000
Mrs. Nguyen Thi Ngoc Bich	Member (from 23 rd March 2024)	139,038,462	-
Total		1,080,000,000	1,080,000,000

3.2. Transactions and balances with other related parties

Related parties	Relationship with the Group
1. Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco)	The Shareholder holds significant influence over subsidiary (Western Passenger Transport & Service JSC)
2. Branch of Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - An Lac Automobile Mechanical Enterprise (SAMCO ANLAC)	Member firm of Samco group
3. Branch of Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - Toyota Ben Thanh Motor Company (TBTC)	Member firm of Samco group
4. Branch of Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - Industrial & Motor Service Enterprise (ISAMCO)	Member firm of Samco group
5. Saigon Passenger Transport JSC (SATRANCO)	Member firm of Samco group
6. Mr. Do Tien Dung	Major shareholder of the Company
7. Mrs. Vu Thi Hanh	Major shareholder of the Company
8. PYN ELITE FUND (NON-UCITS)	Major shareholder of the Company
9. AFC VF LIMITED (AFC Vietnam Fund)	Major shareholder of the Company

Transactions with other related parties

	Current year	Previous year
Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco)		
Purchase of spare parts	2,561,400	-
Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - Isuzu An Lac Service Enterprise		
Purchase of auto spare parts	-	-
Branch of Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - Toyota Ben Thanh Motor Company (TBTC)		
Revenue from auto repair services	27,082,000	50,484,499
Branch of Saigon Transportation Mechanical Corporation – Single-Member Limited Liability (Samco) - Industrial & Motor Service Enterprise (ISAMCO)		
Revenue from auto repair services	24,797,248	12,591,052
Saigon Passenger Transport JSC (SATRANCO)		
Revenue from auto repair services	23,631,600	8,069,850

Mr. Do Tien Dung and Mrs. Vu Thi Hanh

In year, the Company received the transfer of land-use right with related parties, Mr. Do Tien Dung (Chairman) and Mrs. Vu Thi Hanh (member of the Board of Management), according to the Resolution of the Board of Management No. 21/NQ-HĐQT-HAX dated 28th November 2024 at land plot No. 620, map sheet No. 86, An Lac ward, Binh Tan district, Ho Chi Minh city with a transfer value of VND 72,675,000,000 as presented in the Notes No. V.10.

Balances with other related parties

There are no balances with other related parties.

4. Segment Reporting

- Segment reporting is presented according to the business field

The Group's main operating activities is:

- + Trading Mercedes-Benz and MG brand automobiles;
- + Repair service and sales of spare parts;
- + Other service activities.

	Trading in automobiles	Repair service and sales of spare part and others	Total
Current year			
Net revenues	4,945,304,179,048	567,983,165,126	5,513,287,344,174
Cost of goods sold	4,555,729,599,839	445,634,638,196	5,001,364,238,035
Gross profit	389,574,579,209	122,348,526,930	511,923,106,139
Previous year			
Net revenues	3,442,610,869,373	539,310,841,565	3,981,921,710,938
Cost of goods sold	3,269,183,655,549	435,784,790,791	3,704,968,446,340
Gross profit	173,427,213,824	103,526,050,774	276,953,264,598

- Segment reporting is presented according to geography

In year, whole activities of the Company take place only in the territory of Vietnam.

5. Collateral

Collateral for other entities

The Group has used inventories, tangible fixed assets, intangible fixed assets and investment properties as collateral for loans at banks (refer to the Notes No. V.6, V.8, V.9, V.10 and V.17). Book value of collateral as at the accounting period ended is VND 617,471,463,089.

Mortgage assets of other entities

The Company did not hold the collateral of the other entities.

6. Guarantee commitments

As at the accounting period ended, the Company commits to guarantee Can Tho Automobile Mechanical JSC, PTM Automobile Service, Trading and Manufacturing JSC and West Transprovincial Bus and Service JSC. Value of guarantee limit for each subsidiary must not exceed VND 120,000,000,000.

7. Going-concern assumption

As at the date of the (consolidated) financial statements, there is not any factor which affect the going-concern assumption of the Group. Therefore, the (consolidated) financial statements for the fiscal year ended 31st December 2024 are prepared on the basis of the going-concern assumption.

8. Subsequent events

The Group's the (consolidated) Financial Statements for the fiscal year ended 31st December 2024 would not be seriously affected by any important items, transactions, or any extraordinary events from 31st December 2024 to the date of this Report, which would require any adjustments to the figures or disclosures in the (consolidated) Financial Statements.

Ho Chi Minh city, 19th February 2025.

Prepared by



TRAN KHOI NGUYEN

Chief Accountant



NGUYEN THI THANH HANG

Chairman



DO TIEN DUNG

APPENDIX NO. 01: THE MOVEMENT ON THE OWNERS' EQUITY

Items	Owners' invested equity	Surplus of share capital	Undistributed earnings after tax	Benefits of non-controlling shareholders	Total
A	1	2	3	4	5
<i>For the fiscal year ended 31st December 2023</i>					
As at 01st January 2023	569,434,340,000	524,927,236	352,446,863,935	46,513,020,439	968,919,151,610
Increase during year	364,841,310,000	30,000,000,000	34,589,176,516	2,467,281,327	431,897,767,843
- Interest during year	-	-	34,589,176,516	2,467,281,327	37,056,457,843
- Issuance of stocks converted from convertible bonds	150,000,000,000	30,000,000,000	-	-	180,000,000,000
- Issuing stocks to pay dividends	179,841,310,000	-	-	-	179,841,310,000
- Proceeds from additional issuance to employees	14,000,000,000	-	-	-	14,000,000,000
- Issuing bonus stocks to the Executive Board	21,000,000,000	-	-	-	21,000,000,000
Decrease during year	-	-	(236,813,027,000)	-	(236,813,027,000)
- Dividend paid (in stocks)	-	-	(179,841,310,000)	-	(179,841,310,000)
- Dividend paid (in cash)	-	-	(35,971,717,000)	-	(35,971,717,000)
- Bonus for the Executive Board in stocks	-	-	(21,000,000,000)	-	(21,000,000,000)
As at 31st December 2023	934,275,650,000	30,524,927,236	150,223,013,451	48,980,301,766	1,164,003,892,453
<i>For the fiscal year ended 31st December 2024</i>					
As at 01st January 2024	934,275,650,000	30,524,927,236	150,223,013,451	48,980,301,766	1,164,003,892,453
Increase during year	140,121,160,000	-	124,973,224,111	241,263,696,699	506,358,080,810
- Interest during year	-	-	124,973,224,111	78,596,451,809	203,569,675,920
- Non-controlling shareholders increase capital contribution at subsidiaries	-	-	-	134,500,222,500	134,500,222,500
- Influence of changes in proportion of benefits of non-controlling shareholders during year	-	-	-	28,167,022,390	28,167,022,390
- Supplement from stock dividend from after-tax profits and surplus of share capital	140,121,160,000	-	-	-	140,121,160,000

These notes from an integral part of the (consolidated) Financial Statements



Items	Owners' invested equity	Surplus of share capital	Undistributed earnings after tax	Benefits of non-controlling shareholders	Total
A	1	2	3	4	5
Decrease during year	-	(30,524,927,236)	(146,196,648,784)	(2,900,846,105)	(179,622,422,125)
- Stock dividend from after-tax profits and surplus of share capital (*)	-	(30,524,927,236)	(109,596,232,764)	-	(140,121,160,000)
- Influence of changes in proportion of benefits of non-controlling shareholders during year	-	-	(8,551,944,893)	-	(8,551,944,893)
- Cash dividend	-	-	(28,028,269,500)	(2,858,908,000)	(30,887,177,500)
- Appropriation of Bonus and welfare funds	-	-	(20,201,627)	(41,938,105)	(62,139,732)
As at 31st December 2024	1,074,396,810,000	-	128,999,588,778	287,343,152,360	1,490,739,551,138

(*) Pursuant to the Resolution of the Board of Management No. 10/NQ-HDQT-HAX dated 21st May 2024.

Details of the movement on benefits of non-controlling shareholders for the fiscal year ended 31st December 2024 are as follows::

Benefits of non-controlling shareholders in subsidiaries	As at			Capital increase shareholders during year	Profit distribution		As at 31st December 2024
	01st January 2024	Profit / Loss during year	Influence of changes in proportion of benefits of non-controlling shareholders during year		year	31st December 2024	
Can Tho Automobile Mechanical JSC	2,618,622,244	1,799,622,430	-	-	-	-	4,418,244,674
PTM Automobile Service, Trading and Manufacturing JSC	1,012,515,371	61,999,687,487	-	134,500,222,500	28,167,022,390	-	225,679,447,748
West Transprovincial Bus and Service JSC	23,486,659,116	2,297,828,645	-	-	-	-	25,784,487,761
An Thai Auto JSC	21,862,505,035	12,499,313,247	-	-	-	(2,900,846,105)	31,460,972,177
Total	48,980,301,766	78,596,451,809	-	134,500,222,500	28,167,022,390	(2,900,846,105)	287,343,152,360

Prepared by

TRAN KHOI NGUYEN

Chief Accountant

NGUYEN THI THANH HANG

Hồ Chí Minh city, 19th February 2025.





2024 ANNUAL REPORT

HANG XANH MOTORS SERVICE JOINT STOCK COMPANY
LEGAL REPRESENTATIVES
CHAIRMAN OF THE BOARD OF DIRECTORS



DO TIEN DUNG

