



HA LONG CANNED FOODS JSC

SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

Hai Phong, dated 20/3/2025

**REPORT ON BOM' ACTIVITIES
THE 2025 ANNUAL GENERAL MEETING OF SHAREHOLDERS**

To: General Meeting of Shareholders of Ha Long Canned Food JSC

Dear Shareholders!

The Board of Management (" **BOM** ") would like to report an overview of the operating results of Ha Long Canned Food JSC (" **Company** ") and the activities of the Company's BOM in 2024 as follows:

I. COMPANY ACTIVITIES IN 2024

1. Production and business activities of the Company in the most recent 3 years (From 2022 to the end of 2024)

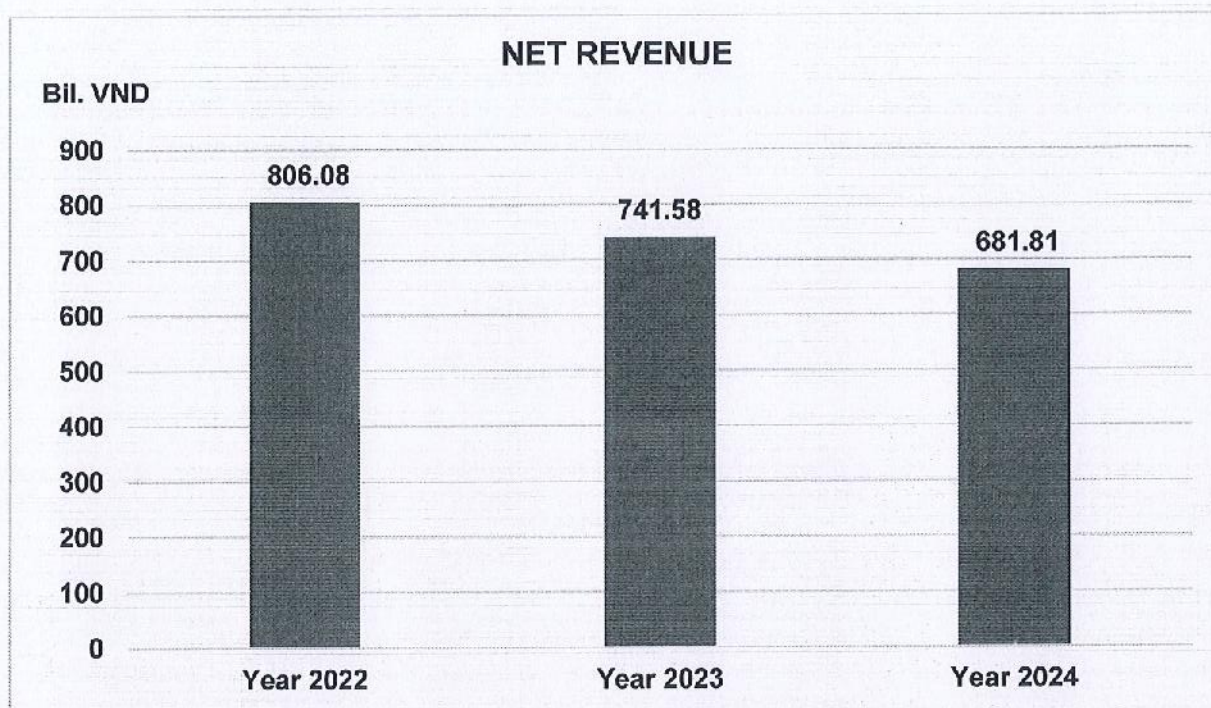
In order for the General Meeting of Shareholders (" **AGM** ") to have an overview of the Company's overall picture and its current position in the Vietnamese food processing industry, the BOM would like to review a number of basic indicators of the Company in the last 3 years (Year 2022; 2023; 2024)

(The data below are taken from the Company's annual financial statements (consolidated). Price increase/decrease factor of each product group in 3 years instead offset/subtraction change, does not have much impact on revenue targets).

Specifically, the data of the Company's basic targets (consolidated) implemented in the three years 2022; 2023; 2024 are as follows:

(Unit: Billion VND)

Year	2022	2023	2024
Net revenue	806.08	741.58	681.81
Profit before tax	20.09	16.77	3.15
Profit after tax	16.02	12.07	2.13
Undistributed after-tax profits	52.93	57.00	51.18
Dividend	12.5	7.50	6.00



Some general analysis:

Net revenue criteria	The Company's net revenue includes net domestic revenue and net export revenue (Halong Canfoco – Danang Company Limited).
Profit criteria	In the three years 2022 - 2024, the Company's pre-tax profit will reach VND 20.09 billion, respectively, VND 16.77 billion and VND 3.15 billion.

2. Production and business activities of the Company in 2024:

2024, the Company is continuing to develop production and business with new orientations, changes, and restructuring of fields within the Company such as Market - Production - Human Resources - Financial Management.

As follows:

(Unit: Billion VND)

No	CRITERIA	Plan 2024	Implementation 2024	Implementation 2023	Compare (%)	
					Plan 2024	Same period 2023
(1)	(2)	(4)	(5)	(6)	(7)=(5)/(4)	(8)=(5)/(6)
1	Net revenue	712.29	681.81	741.58	96%	92%
2	Profit before tax	11.25	3.15	16.77	28%	19%
3	Profit after tax	8.87	2.13	12.07	24%	18%

In 2024, compared to the Revenue and Profit targets set by the Annual General Meeting of Shareholders, the Company has implemented the following:

- Net revenue reached VND 681.81 billion, 4% lower than the 2024 plan and 8% lower than the 2023 actual performance.
- Profit before tax reached VND 3.15 billion, 72% lower than the 2024 plan and 81% lower than the 2023 actual performance.

- Profit after tax reached VND 2.13 billion, 76% lower than the 2024 plan and 82% lower than the 2023 actual performance.

Regarding capital mobilization and use in 2024:

To ensure stable production activities and proactively manage selling prices and supply to the market in 2024, the Company increased its reserves of main raw materials, especially tuna. This raw material is caught seasonally, so having enough stock on hand is crucial. To achieve this, we mobilized capital to reserve raw materials at commercial banks, such as Vietcombank, Agribank, Techcombank, MBBank and Vietinbank, throughout the year.

Regarding dividend payment for 2023

According to the profit distribution plan approved by the 2024 Annual General Meeting of Shareholders, the 2023 dividend payment rate in cash is 12%/share which has been implemented by the BOM from April 2024 in accordance with regulations. law.

Regarding the BOM's activities, the assessment report of independent members of the BOM on the BOM's activities in 2024, management activities, and a summary of the BOM's meetings are shown in the Appendices attached to this report.

II. 2025 PRODUCTION AND BUSINESS PLAN AND DEVELOPMENT ORIENTATION

Reflecting on the economic and social situation both domestically and internationally, as forecasted by financial institutions and economic experts, and based on the Company's long-term development strategy, the BOM has identified 2025 as a pivotal year filled with opportunities and challenges. Accordingly, we outline key development objectives and implementation strategies to ensure the Company continues its sustainable growth and strengthens its market position.

1. Human resources strategy

Human resources are the key factor determining a Company's success and sustainable development. Therefore, the Company is committed to:

- Building and strengthening the core workforce: We continue to recruit, train, and develop personnel with high professional competency, innovative thinking, and disciplined work ethics. Enhancing professional qualifications and soft skills remains a top priority in human resource management.
- Creating a professional working environment that ensures employee benefits: The Company is committed to improving remuneration policies, enhancing working conditions, and fostering a friendly environment that motivates employees to grow.
- Developing a strong corporate culture: Emphasizing unity, individual and collective responsibility to create strong internal cohesion.
- Promoting corporate social responsibility activities: Beyond profit-making, the Company continues to expand community projects, striving for sustainable development and closer engagement with local communities.

2. Shareholder strategy

- Enhancing transparent communication: We commit to providing accurate and timely information regarding the Company's operational and financial status to shareholders, ensuring investor trust and benefits.
- Increasing investment value: Continuously optimizing business strategies to ensure operational efficiency, bringing sustainable profits, and increasing share value for shareholders.

3. Capital strategy

- Mobilizing and optimizing capital resources: The Company will leverage existing capital sources and seek opportunities to raise funds from financial markets to meet investment and development needs.
- Increasing asset value: We seek strategic investment solutions to enhance asset value, improve the Company's financial capacity, and optimize current investments.

4. Business strategy

- Balancing capital and managing the supply chain: Utilizing available resources to procure and store raw materials efficiently, ensuring an effective supply chain operation, optimizing production costs, and mitigating risks related to material price fluctuations.
- Controlling operational costs: Continuing to implement cost-cutting measures without compromising product and service quality, ensuring maximum operational efficiency.

- Developing modern distribution channels: Adapting to new consumer trends by expanding e-commerce channels, integrating digital technology into sales systems to enhance customer experience and optimize market access strategies.
- Strengthening brand awareness and marketing efforts: Leveraging the power of social media platforms to promote products, share usage and preparation methods, attract new consumers, retain existing customers, and expand potential markets.
- Researching and developing new products: Constantly improving the quality of existing products and diversifying the product portfolio to meet evolving consumer demands. The focus will be on essential, convenient products that meet hygiene, safety, and health-conscious consumption trends.
- Capitalizing on competitive advantages: The Company will continue to research and implement strategies to expand both domestic and international markets, leveraging unique competitive strengths to increase market share.

5. Long-term development prospects

2025 is not only a year where the Company aims for strong revenue and profit growth but also a period to redefine long-term development strategies. We firmly believe that with a clear direction and the efforts of the entire leadership team and workforce, the Company will continue to strengthen its position in the domestic market while expanding operations internationally.

We are committed to actively adapting to market fluctuations, seizing every growth opportunity, optimizing business operations, overcoming challenges, and mitigating risks. The Company aims for sustainable growth, solidifying a strong foundation for future development phases.

APPRECIATION

On behalf of the BOM, I would like to extend my sincere gratitude to our shareholders, valued customers, partners, and all employees for your continued support, trust, and dedication. We look forward to further cooperation and contributions from all of you on our journey ahead.

Our deepest appreciation goes to the members of the BOM, the Executive Board, the Supervisory Board, and all Company employees for your unwavering dedication, commitment, and tireless efforts over the past year. We believe that with unity, high determination, and the right development strategy, the Company will continue to achieve significant milestones and bring sustainable value to all stakeholders.

Best regards.

**ON BEHALF OF THE BOM
CHAIRMAN**

(Signed)

KEK CHIN ANN

APPENDIX 01
(Report on the activities of the BOM
at the Annual General Meeting of Shareholders year 2025)

1. Remuneration, operating expenses and other benefits of the BOM

- In 2024, remuneration payments to members of the BOM will be carried out in accordance with Resolution No. 01/2024/NQ-DHDCD passed at the 2024 Annual General Meeting of Shareholders.
 - Operating expenses and other benefits of the BOM are implemented in accordance with the provisions of the Charter and internal regulations of the Company.
- Details:

No.	Full name	Position	Remuneration (VND)	Bonus (VND)
1	Kek Chin Ann	BOM Chairman	316,981,128	181,132,076
2	Nguyễn Thành Trung	Deputy of BOM Chairman	290,566,032	166,037,736
3	Trần Hữu Hoàng	BOM Member	264,150,948	150,943,396
4	Bùi Quốc Hưng	BOM Member	264,150,948	150,943,396
5	Wilson Cheah Hui Pin	BOM Member	264,150,948	150,943,396
Total			1,400,000,004	800,000,000

2. Summary of meetings of the BOM and decisions of the BOM.

In 2024, the BOM discussed and passed 42 Resolutions. Important resolutions are as follows:

- Company:
 - o Approving the transfer of undistributed after-tax profits at Halong Canfoco – Danang Company Limited
- Halong Canfoco – Danang Company Limited
 - o Changes in the Members' Council and the Director position
 - o Reappointment of the Chief Accountant position
 - o Increase in charter capital
- Cot Den Food One Member Enterprise Liability Limited
 - o Appointment of key personnel positions

Please refer to the details of the BOM's 2024 resolutions in the Company's governance report No. 02/2025/BC—HĐQT, dated January 10, 2025, which was announced by the Company.

3. Report on transactions between the company, subsidiaries, companies controlled by a public company with 50% or more of charter capital and members of the BOM and related persons of that member; Company-to-company transactions in which a member of the BOM is a founding member or a business manager within the most recent 3 years prior to the transaction date

No	Name of organization/individual	Relevant relationship with the company	Certificate number, date of issue, place of issuance	Head office address/Contact address	Transaction content	Total transaction value	Time to transact with the company	Note
1	Hanoi Seafood Import-Export Joint Stock Company/	Related persons of members of the BOM	Business Registration Certificate No. 0100102848, date of issue May 11, 2020 at Hanoi	20 Lang Ha, Lang Ha Ward, Dong Da District, Hanoi	Use the service	131,249,649 VND	From January 1, 2024	

N o	Name of organizati on/individ ual	Relevant relations hip with the compan y	Certificate number, date of issue, place of issuance	Head office address/C ontact address	Transaction content	Total transaction value	Time to transact with the company	Not e
			Department of Planning & Investment					
2	Vietnam Seafood Corporatio n – Joint Stock Company	Related persons of members of the BOM	Business Registration Certificate 0310745210 issued date March 31, 2011 at/ at Department of Planning and Investment of Ho Chi Minh City	2-4-6 Dong Khoi, Ben Nghe Ward, District 1, Ho Chi Minh City	Use the service	255,808,478 VND	From January 1, 2024	
					Compensati on collection for goods	2,400,000 VND		
3	Halong Canfoco – Danang Company Limited	Subsidiar ies	0401401591, date of issue November 7, 2011 at the City Department of Planning and Investment. Danang	Lot C3-4 C3-5 Tho Quang Fisheries Service Industrial Park, Tho Quang Ward, Son Tra District, Danang.	Use the service	47,662,280,000 VND	From January 1, 2024	
					Purchase goods	91,578,080 VND		
					Sales	2,903,712 VND		

4. Results of the BOM' supervision of the Company's Executive Board

In 2024, the Management Board made efforts to maintain business operations, implement approved plans, and navigate the Company through a volatile market environment. However, the business results indicate that performance remained limited and did not meet expectations. Specifically:

- Net revenue reached VND 681.81 billion, 4% lower than the 2024 plan and an 8% decrease compared to 2023.
- Profit before tax was VND 3.15 billion, 72% lower than the 2024 plan and an 81% decrease compared to 2023.
- Profit after tax reached VND 2.13 billion, 76% lower than the 2024 plan and an 82% decrease compared to 2023.

Given this reality, the Board of Management (BOM) acknowledges the efforts of the Management Board but also frankly assesses that the execution of strategic oversight and operational plans was not sufficiently compelling to achieve key financial targets.

a. Reporting and Compliance with BOM Resolutions

The Management Board complied with periodic and ad-hoc reporting duties regarding business operations, financial performance, project progress, and potential risks. BOM resolutions were executed thoughtfully. However, the ability to translate strategy into tangible business outcomes remains limited, lacking breakthroughs in growth.

b. Performance of Key Responsibilities by the Executive Board

Despite underperformance in financial results, the Management Board initiated several foundational efforts, including:

- Improving capital mobilization and financial management to ensure liquidity and operational continuity;
- Expanding distribution channels, including online and direct-to-consumer sales;
- Enhancing R&D activities to introduce new products aligned with market trends;
- Strengthening internal controls and risk management, gradually improving governance frameworks.

However, these efforts have not been strong enough to improve business performance significantly.

c. Future Directions for Management Enhancement

To achieve sustainable growth and address the shortcomings of 2024, the Executive Board should focus on the following key areas:

- Completing and refining governance policies and operational guidelines: Updating and strengthening internal policies and operating procedures to ensure a systematic and efficient approach to company management.
- Enhancing financial management capabilities: Implementing financial strategies that optimize capital utilization, ensure financial transparency, reduce costs, and maximize profitability.
- Accelerating digital transformation: Leveraging advanced digital tools to streamline management processes, enhance operational efficiency, and improve the customer experience.
- Developing long-term strategic growth plans: Beyond short-term goals, the Executive Board should outline a sustainable development strategy that aligns with evolving market trends and consumer demands.

The BOM appreciates the efforts of the Executive Board in maintaining operational stability throughout 2024. However, given the unsatisfactory financial results, more decisive and effective measures are required going forward. The BOM will continue to strengthen its oversight role and work closely with the Management Board to improve performance and drive sustainable growth.

With the close supervision of the BOM, the decisive leadership of the Executive Board, and the collective commitment of all employees, the company is confident in achieving new milestones and continuing its success in the years ahead.





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Hai Phong, dated 20/3/2025

APPENDIX 02
ACTIVITIES OF INDEPENDENT MEMBERS OF THE BOM AND
EVALUATION REPORT OF INDEPENDENT MEMBERS OF THE BOM ON THE
ACTIVITIES OF THE BOM IN 2024

To : General Meeting of Shareholders of Ha Long Canned Food JSC

Dear Shareholders!

Assessing the activities of the Company's Board of Management (BOM) in 2024, independent members of the BOM have the following comments:

1. Overview

In 2024, the Board of Management (BOM) failed to effectively fulfill its role in overseeing and guiding the Company's strategic direction, thereby compromising sustainable growth, market adaptability, and shareholder interests. The independent BOM member provided the following key insights:

- The BOM operated with a high level of responsibility, strictly adhering to regulations applicable to public companies and maintaining the highest standards of corporate governance.
- The BOM regularly reviewed and evaluated essential matters related to business strategy, market expansion, management model optimization, and human resource development. However, the business results in 2024 were low and did not meet the targets assigned by the General Meeting of Shareholders.
- All BOM decisions were made based on the principle of majority voting, ensuring transparency and full compliance with the Company Charter and Internal Governance Regulations.

The BOM played a central role in shaping long-term strategies, guiding the Executive Board in implementing operational optimizations, and unlocking growth potential in an increasingly competitive market.

2. Organizational Structure and Roles of Members

In 2024, the BOM consisted of five members, including one independent member. This structure ensured a balance between independence, objectivity, and focused leadership.

- The independent member played a critical role in oversight, challenging major decisions, and providing objective evaluations to mitigate operational risks.
- Other members actively participated in strategic planning, compliance control, and supporting the Executive Board in implementing business initiatives.

All BOM members demonstrated cooperation, responsibility, and innovation in proposing initiatives that helped the Company maintain stability and achieve growth.

3. Operational Mechanism and Governance Efficiency

The BOM maintained a structured and effective operational framework characterized by:

- Holding 13 official meetings to discuss and decide on critical matters, along with additional written consultations to ensure timely execution of policies.
- Conducting meetings in full compliance with Company Charter regulations and current legal requirements, ensuring transparency and accuracy in decision-making.
- Collaborating with the Executive Board to evaluate and improve organizational models, analyze business strategies, expand markets, and optimize management systems.
- Organizing specialized discussions to conduct in-depth analyses on key areas such as financial performance, corporate restructuring, supply chain optimization, and recruitment.



Beyond oversight, the BOM actively contributed to building a sustainable governance framework, enabling the Company to swiftly adapt to market changes.

4. Governance Performance and Supervisory Effectiveness

a. Strategic Direction and Market Expansion

The BOM led the implementation of critical strategies, focusing on:

- Expanding market reach, increasing product distribution through both traditional and e-commerce channels so as to enhance the Company's competitiveness.
- Analyzing and assessing emerging business trends, allowing for timely strategic adjustments.

b. Financial Oversight and Resource Optimization

The BOM did not perform well in closely monitoring:

- Financial performance, ensuring the Company reaches its planned revenue and profitability targets.
- Operational cost optimization, reducing waste and improving capital utilization.
- Financial risk management, maintaining stability and sustainable growth.

c. Workforce Development and Risk Management

- The BOM prioritized human resource policies, ensuring leadership continuity and employee development.
- Supervise and take a risk control, helping the Company mitigate the impact of economic and market fluctuations.



5. Conclusion and Future Directions

In 2024, the BOM did not effectively fulfill its role in oversight, strategic direction, and corporate governance to help the Company maintain stability and growth amid a challenging market environment.

The BOM will make necessary adjustments and draw lessons from the 2024 performance and is committed to continuing to:

- Enhancing corporate governance quality by aligning with international standards.
- Innovated business strategies, focusing on technology, market expansion, and optimizing operational procedures efficiently.
- Strengthening financial oversight and management, ensuring transparency and high performance.
- Building a strong and professional workforce, driving long-term sustainable development.

With professionalism, responsibility, and unwavering commitment, the BOM believes that the Company will continue to thrive and deliver sustainable value to shareholders, employees, and the whole business ecosystem.

INDEPENDENT MEMBER OF THE BOM

(Signed)

NGUYEN THANH TRUNG

**REPORT OF CHIEF EXECUTIVE OFFICER
ON THE COMPANY'S BUSINESS & PRODUCTION ACTIVITIES IN 2024
AND BUSINESS & PRODUCTION PLAN FOR 2025**

Attn to: Halong Canfoco's General Meeting of Shareholders

- Pursuant to Enterprise Law no.59/2020/QH14;
- Pursuant to current Charter of Halong Canned Food Joint Stock Corporation;
- Pursuant to figures for Business production plan in 2024 approved by 2024 Annual General Meeting of Shareholders;
- Pursuant to the Consolidated Financial Statement 2024 audited by UHY Auditing and Consulting Co., Ltd and the actual business production situation of Halong Canned Food Joint Stock Corporation in 2024,

The Chief Executive Officer would like to present our report to the 2025 Annual General Meeting of Shareholders with the main contents as follows:

1. **Report on Business & production results and analysis of several fundamental items in 2024 (consolidated):**
- 1.1 *Report on the business & production activities in 2024 (cited the figures in Consolidated financial statement 2024 audited by UHY Auditing and Consulting Co., Ltd) and comparison with the business & production plan in 2024 and with the actual 2023:*

(Respectfully invite Esteemed shareholders to view the figures in the below table)

Calculated unit: VND Million

ITEM	BUDGET 2024	ACTUAL 2024	ACTUAL 2023	COMPARISON	
				Actual 2024 / Actual 2023	Actual 2024 / Budget 2024
1 - Net revenue from sale of goods and rendering of services	712,290	681,811	741,582	92%	96%
- Domestic revenue	495,947	525,240	512,613	102%	106%
- Export revenue	216,343	156,571	228,969	68%	72%
2 - Net profit before tax	11,248	3,147	16,767	19%	28%
3 - Current corporate income tax expense	2,376	1,021	4,697	22%	43%
4 - Net profit after CIT	8,871	2,126	12,069	18%	24%

1.2 Analysis of several fundamental items implemented 2024 compared to the actual 2023

Calculated unit: VND Million

Item	The year 2024		The year 2023	
	YTD	Monthly average	YTD	Monthly average
Net revenue	681,810	56,818	741,582	61,799
Profit before tax	3,147	262	16,767	1,397
Profit after tax	2,126	177	12,069	1,006

Based on the two tables above (1.1 and 1.2), it can be seen that two fundamental items and the level of growth are as follows:

a. Net revenue:

Actual net revenue in the whole year 2024 is VND 681.811 billion, decreased by VND 30.479 billion in comparison with that of 2024's budget and decreased by VND 59.771 billion compared to net revenue of 2023 (VND 741.582 billion)

In which:

+ Revenue of domestic goods in 2024 stood at VND 525.240 billion, rose by VND 12.627 billion as opposed to 2023.

+ Revenue of export goods in 2024 reached VND 156.571 billion, a decline of VND 72.398 billion in comparison with that of 2023.

Monthly average net revenue in 2024 stood at VND 56.818 billion/ month, decreased by VND 4.981 billion/ month compared with that of 2023 to reach VND 61.799 billion/ month.

b. Profit:

+ Profit before tax in 2024:

Profit before tax in 2024 reached VND 3.147 billion, decreased by VND 8.101 billion compared with that of 2024's Budget and decreased by VND 13.62 billion compared to profit before tax in 2023 (at VND 16.767 billion)

The percentage (%) of Actual profit before tax/ Net revenue in 2024 was at 0.46%, a decrease of 1.80% compared to 2023.

Monthly average profit before tax in 2024 reached VND 262 million/ month, fallen by VND 1.135 billion in comparison with that of 2023 that was VND 1.397 billion/ month.

+ Profit after tax in 2024:

Profit after tax in 2024 was at VND 2.126 billion, a drop of VND 6.745 billion compared to Budget 2024 and a decrease of VND 9.943 billion compared with that of 2023 (at VND 12.069 billion).

The proportion (%) of Actual profit after tax / Net revenue in 2024 stood at 0.31%, which dropped by 1.32% compared to 2023.

Monthly average profit after tax in 2024 reached VND 177 million/ month, decreased by VND 829 million/ month compared with that of 2023 that was VND 1.006 billion/ month.

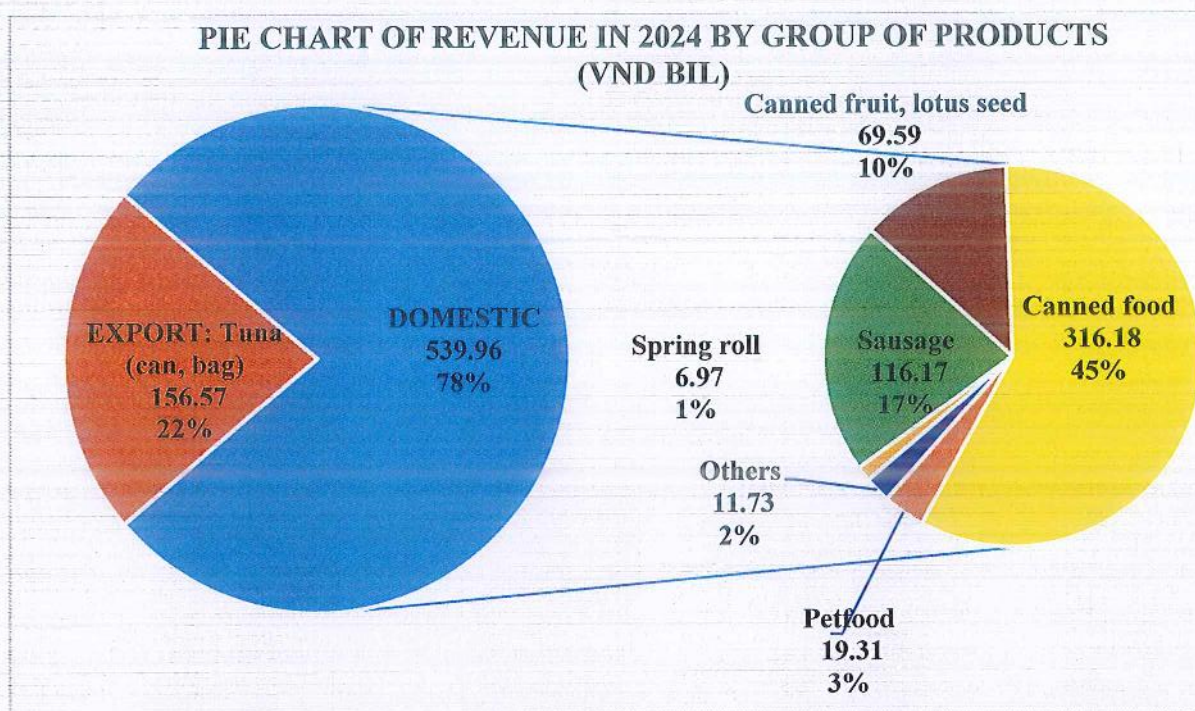
The year 2024, the world tension evolved various unpredictable and complicated developments with multiple risky and unknown factors. It can be clearly seen that military conflicts continue to escalate, strategic competition amongst major countries are more increasingly fierce, even many countries strengthen trade protectionism policies, and global supply chains are locally disrupted, adversely affecting peace, stability, and world economic growth as well. In addition, natural disasters and severe weather have seriously affected people's lives and socio-economic development across countries over the world. The world economy, however, is gradually stabilizing as global trade is gaining strength, inflationary pressures are gradually declining, financial market conditions are more loosen, and the labor market is recovering positively too.

In terms of the internal situation, the economy continuously tends to recover positively and grow impressively; the inflation is lower than its target; big balances are guaranteed; the results of various vital fields meet or exceed the set targets. The State Bank has also exercised monetary policy proactively, flexibly, promptly and effectively, contributing to supporting economic growth.

Under the governance of the Board of Management, the Executive Board made efforts to implement solutions to push up revenue, expand business operations, and diversify products and goods. At the beginning of the year, the Company's business situation did not improve much though, however, in the second half of the year, due to the impact of Typhoon No. 3 - Typhoon Yagi, it led to a dramatic increase in the demand for canned food. Quickly grasping this opportunity, the Company increased its production capacity and went up in sales revenue. Even though, the management was not really good, so the Company's business results in 2024, the Company did not achieve the revenue and profit targets assigned by the General Meeting of Shareholders, one of the main reason being that export revenue decreased sharply because the domestic supply of skipjack tuna was limited by regulations on the minimum size for exploitation stated in Decree 37/2024/ND-CP, affecting the production and export of canned tuna in Vietnam in general.

Besides, the Company is always interested in its image and brand development CANFOCO. The Company, in 2024, was considered to be one of the ***"Top 50 most powerful brands in Asean 2024"***, the Company's products was certificated ***"2024 Vietnamese high-quality goods"*** by the consumer's voting, and was ranked ***"Top 10 the prestigious food Company in 2024 (for dry, instant food)"***. This is the evidence for the trust and love from customers for the Ha Long Canfoco brand and would be serve as the big motivation for the Company to attempt much more not solely to improve product quality but also to increase production-business efficiency in the upcoming time.

To illustrate the development of the internal markets, exporting and group of products in 2024, BOD would like to invite Esteemed shareholders to refer to the following revenue pie chart:



During the year 2024, Halong Canned Food Joint Stock Corporation (Parent company) launched 08 new products into the market:

- + Group of canned fruit with 03 new brands (02 products for MV brands and one for Martine brand);
- + Group of cold products with 04 new products/ brands (Dried mackerel, squid pie,...)
- + Group of seasoning with 01 product.

During the year, apart from the main sales channels GT Channel, MT Channel, Café Channel, Ecom Channel, etc., the Company opened 02 CHBM Pate Cot Den Shops, 01 Central Kitchen in Ho Chi Minh City and 10 Nem Ha Long Shops in Hanoi in order to further develop other forms of direct sales to consumers and processed food business.

Halong Canfoco - Danang Co., Ltd (Subsidiary) has already got 3 new customers, hence, developed 36 new product codes at the customer's request.

To push up business activities through e-commerce platforms, on February 29, 2024, the Company established Cot Den Food One Member Co., Ltd with the initial charter capital of VND 1 billion, which is a subsidiary 100% owned by the parent company. In addition to trading products bought from the parent company, Cot Den Food Company also trades a number of other brands' products such as Barona, Hai Chau, Ajinomoto,... to diversify the product line and choices for consumers.

The Company has fully fulfilled its obligations to the State Budget, with a total payment of VND 35.5 billion to the State Budget. Regimes and policies for employees such as social insurance, health insurance, unemployment insurance are always taken care of and fully implemented by the Company's leaders. The Company continued to strengthen its relationship with the city, district, ward authorities and Departments of Hai Phong City. The Company fully provided labor protections, organized annual health-check to give employees a feeling of security in their work, have a long attachment to the company and ensure regular jobs for employees. Average income is at roughly VND 10.31 million/person/month at Halong Canned

Food Joint Stock Corporation in Haiphong (Parent Company) and VND 8.38 million /person/month at Halong Canfoco - Danang Co., Ltd (Subsidiary).

The Company proactively participated in charity programs for the local community. In the year 2024, Company coordinated the Women's Union to organize the scholarships program “Sail of Knowledge - Nurturing the talents” and give 20 scholarships to disadvantaged students but having achievements in study at Vietnam Maritime University and, Haiphong Management and Technology University, with VND 5,000,000 each. In the same program, the Company also gave out 20 scholarships, each worth VND 2,000,000, to excellent orphaned students studying at education institutions in the city, thereby the total amount of scholarships awarded by the Company is VND 140,000,000. Besides, the Company donated 15,000 trees equivalent to VND 150 million for a program “*One million trees for seas, islands and for verdant Vietnam*” hosted by HCMC Environment and Natural Resource Protection Association. These trees will be planted on outpost islands.

1.3 Investment:

On 29th February 2024, the Company established Cot Den Food One Member Co., Ltd with the initial charter capital of VND 1 billion, 100% owned by Halong Canned Food Joint Stock Corporation.

1.4 Financial statement in 2024 (audited by UHY Auditing and Consulting Co., Ltd) includes:

Financial statement of Parent Company; consolidated financial statement with detailed contents disclosed by Company on Company’s website www.canfoco.com.vn, State Securities Commission of Vietnam and Hanoi stock exchange’s website. Respectfully invite Esteemed shareholders to update. The followings are brief summaries of several economic items of the Company:

(Respectfully invite Esteemed shareholders to view the table below)

1.4.1 Balance sheet (briefed) on December 31st 2024:

Calculated unit: VND mil

Item	Opening balance	Closing balance	Increased/decreased by	Rate
A- CURRENT ASSETS	242,000	353,102	(111,102)	(31%)
I. Cash and cash equivalents	22,143	13,399	8,744	65%
II. Short-term financial investments	7,502	-	7,502	100%
III. Current receivables	61,948	62,851	(903)	(1%)
IV. Inventories	145,314	274,032	(128,718)	(47%)
V. Other current assets	5,093	2,820	2272,84	81%
B. NON-CURRENT ASSETS	44,658	49,748	(5,090)	(10%)
I. Non - Current receivables	670	598	72	12%
II. Fixed assets	40,860	45,843	(4,983)	(11%)
III. Investment properties	-	-	-	-
IV. Long term assets in progress	-	-	-	-
V. Long-term financial investments	-	-	-	-
VI. Other long-term assets	3,128	3,306	(178)	(5%)
TOTAL ASSETS	286,658	402,850	(116,192)	(29%)

Item	Opening balance	Closing balance	Increased/decreased by	Rate
A. CURRENT LIABILITIES	140,709	251,076	(110,368)	(44%)
I. Trade payables	135,713	246,128	(110,415)	(45%)
II. Non-current liabilities	4,996	4,948	47.38	1.0%
B. OWNERS' EQUITY	145,949	151,773	(5,824)	(4%)
I. Capital	145,949	151,773	(5,824)	(4%)
II. Other fund	-	-	-	-
TOTAL LIABILITIES AND OWNERS' EQUITY	286,658	402,850	(116,192)	(29%)

1.4.2 Several basic fiscal items:

No.	Item	Unit	2024	2023
1	Scheme of assets			
	- Non-current assets / Total assets		16%	12%
	- Current assets / Total assets		84%	88%
2	Scheme of liabilities			
	- Current liabilities/ Total liabilities and owners' equity		49%	62%
	- Owners' equity/ Total liabilities and owners' equity		51%	38%
3	Liquidity Ratios			
	- Quick ratios	time	0.71	0.32
	- Current ratio	time	1.78	1.43
4	Profit Margin			
	- The rate of profit before tax / Total assets		1%	4%
	- The rate of profit after tax / Net revenue		0,3%	1%
	- The rate of profit after tax / Charter capital		4%	24%

1.5 Salary of Chief Executive Office and other managers

- In the year 2024, paying salary for Chief Executive Office was abide by Resolution no. 17B/2022/NQ-HDQT passed by the BOM dated June 07th 2022. Paying salary for Chief Accountant was abide by Resolution no. 08A/2022/NQ-HDQT passed by the BOM dated March 08th 2022 and Resolution no. 09/2024/NQ-HDQT passed on 20/6/2024.

- Salary cost for other managers was adhere to stipulations of the Company's Charter and other internal documents.

2. Expectations of business production plan in 2025 and measures:

2.1 Business production plan in 2025 (consolidated):

• Basis of building up the business production plan in 2025:

- Based on results achieved in 2024;
- It is expected that global economic growth, lower inflation and loosen monetary in many economies can provide a modest boost to global economic activities in 2025.

However, some risks remain from geopolitical conflicts and rising trade tensions in many countries.

- In condition of the anticipated index, inflation is controlled at a reasonable level, fluctuating between 3.5% and 4.5 (it is forecast that CPI, in 2025, will fluctuate between 4% and 4.5%);
- In condition of the orientation and policies of the Government such as prioritizing the economic growth, keeping macro-stability, controlling inflation; assuring big balances, economic restructuring. The movement of global supply chains is creating great opportunities for Vietnam to attract foreign investment in the industrial sector, especially in the processing, manufacturing and high-tech industries.... The National Assembly has set the target of the gross domestic product (GDP) growth rate in 2025 at 8%;
- Pursuant to current regulations, decrees of Government on fishing and trading tuna and Tuna market of Europe and America;
- In consideration of Vietnamese consumers' trends towards packed/ canned food, pet food ...;
- Based on Company's targets in 2025;
- Based on the capability of capital/ reserve/ production/ supply merchandise of the Company.

BOD respectfully submits to AGM the business production plan, in 2025, of Company as follows:

(Respectfully invite Esteemed shareholders to view the figures in table below)

• **The business-production plan in 2025 (consolidated):**

Calculated unit: VND mil

ITEM	ACTUAL 2024	BUDGET 2025	Budget 2025 / Actual 2024
1 – Revenue from sale of goods and rendering of services	681,811	703,584	3%
- Domestic revenue	525,240	563,112	7%
- Export revenue	156,571	140,472	(10%)
2. Total profit before tax	3,147	13,231	320%
3. Current CIT expense	1,021	2,759	170%
4. Total profit after tax	2,126	10,472	393%

In which: The business production plan in 2025 consists of the business production plan of Halong Canned Food Joint Stock Corporation in Haiphong (Parent company), the business production plan of Halong Canfoco - Danang Co., Ltd (Subsidiary), and the business production plan of Cotden Food One Member Co., Ltd (Subsidiary). Respectfully invite Esteemed shareholders to refer the figures in 3 tables below:

- The business production plan in 2025 – Halong Canned Food Joint Stock Corporation – Parent company:

Calculated unit: VND mil

ITEM	ACTUAL 2024	BUDGET 2025	Budget 2025 / Actual 2024
1. Revenue from sale of goods and rendering of services	500,652	528,907	6%
2. Total profit before tax (*)	50,500	8,845	(82%)
3. Current CIT expense	1,133	2,123	87%
4. Total profit after tax	49,367	6,722	(86%)

(*) The actual profit before tax in 2024 includes VND 45 billion in dividends distributed from from Canfoco - Da Nang.

- The business production plan in 2025 - Halong Canfoco - Danang Co., Ltd (Subsidiary):

Calculated unit: VND mil

ITEM	ACTUAL 2024	BUDGET 2025	Budget 2025 / Actual 2024
1. Revenue from sale of goods and rendering of services	226,402	211,153	(7%)
- Domestic revenue	69,831	70,681	1%
- Export revenue	156,571	140,472	(10%)
2. Total profit before tax	(3,152)	4,083	230%
3. Current CIT expense	154	636	313%
4. Total profit after tax	(3,307)	3,447	204%

- The business production plan in 2025 of Cotden Food One Member Co., Ltd (Subsidiary).

Calculated unit: VND mil

ITEM	ACTUAL 2024	BUDGET 2025	Budget 2025 / Actual 2024
1. Revenue from sale of goods and rendering of services	4,675	14,220	204%
2. Total profit before tax	(1,094)	303	128%
3. Current CIT expense	-	-	-
4. Total profit after tax	(1,094)	303	128%

2.2 Several measures to implement the business-production plan in 2025 (consolidated):

- In 2025, BOD continues to stay focused on improving quality, diversifying, products, and packaging specifications to suit and diversify consumer choices, thereby increasing production capacity and maximizing revenue, meeting customer segments, and increasing the market share of the Company's products in the market.
- Taking solutions of management, controlling cost effectively to achieve approved targets. In the event that the market occurs complicated developments will proactively build up, readjust the business production plan appropriately.

- Rigorously managing production costs and sales costs, regularly analyzing the situation to material-reserving plan for production in accordance with the production plan, ensuring supply, reserve and usage of raw materials effectively, thereby reducing storage costs and inventory risks. Controlling the efficiency of cost through analyzing sales targets towards sustainable growth.
- Training, self-training to improve their professional competence, qualification and technical knowledge, thus, improving work productivity and efficiency.
- In consideration of export market/ products of Company (*Halong Canfoco - Danang Co., Ltd*):
 - + About the market: Owing to influence of Decree no. 37/2024/ND-CP, the Company remains to uphold and develop more customers in USA, members of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (Canada, Australia,...), the Middle East, Asia,... and develop export markets for pet food products.
 - + About the products: further diversifying the goods of canned tuna and continuously researching and developing the line of petfood.
- Take advantage of opportunities so as to maximize revenue, develop the market to effectively implement the 2025 production & business plan, implement the Company's orientation step by step for the 5-year period from 2022 to 2026. In addition, the Company also needs to ensure the best interests, benefits and rights of shareholders, fully perform obligations to the State budget, increasingly improve and enhance working conditions and income for employees, build up relationships between the Company and local authorities, Hai Phong city, actively participate in environmental protection, charity programs and community support as well.

All above are the evaluation report on the business production in 2024 and the orientation of the business production plan in 2025, CEO respectfully reports and submits to General Meeting of Shareholders for review and consideration, hopefully gaining the esteemed shareholders 's support and recommendation in order that CEO is able to reach targets approved by the Company's General Meeting of Shareholders.

Sincerely thanks and regards./.

CHIEF EXECUTIVE OFFICER



TRUONG SY TOAN

CÔNG TY CỔ PHẦN ĐỒ HỘP HÀ LONG
HA LONG CANNED FOOD JSC

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

Hải Phòng, ngày 27 tháng 3 năm 2025



BÁO CÁO CỦA BAN KIỂM SOÁT
TẠI ĐẠI HỘI ĐỒNG CỔ ĐÔNG THƯỜNG NIÊN NĂM 2025
REPORT OF THE SUPERVISORY BOARD
AT ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2025

Kính gửi: **Đại hội đồng cổ đông Công ty Cổ phần Đồ hộp Hà Long**
To: The General Meeting of Shareholders of Ha Long Canned Food Joint Stock Corporation

- Căn cứ Luật doanh nghiệp số 59/2020/QH14;
- Căn cứ vào Điều lệ của Công ty cổ phần Đồ hộp Hà Long;
- Căn cứ Báo cáo tài chính năm 2024 được kiểm toán bởi Công ty TNHH Kiểm toán và Tư vấn UHY
- Pursuant to the Enterprise Law No. 59/2020/QH14,
- Pursuant to the Company charter of Ha Long Canned Food Joint Stock Corporation,
- Pursuant to the audited financial statements for 2024 by UHY Co., Ltd.

Thực hiện chức năng, nhiệm vụ của Ban Kiểm soát theo quy định của Luật doanh nghiệp và Điều lệ Công ty cổ phần Đồ hộp Hà Long (sau đây viết tắt là Công ty/Công ty mẹ), Ban Kiểm soát xin được báo cáo trước Đại hội đồng cổ đông (sau đây viết tắt là ĐHĐCĐ) kết quả kiểm tra giám sát hoạt động năm 2024 và kế hoạch năm 2025 như sau:

To perform the functions and duties of the Supervisory Board in accordance with the Enterprise Law and the Charter of Ha Long Canned Food Joint Stock Corporation (hereinafter referred to as the Company/Parent company), the Supervisory Board would like to report at the General Meeting of Shareholders (hereinafter referred to as the AGM) the results of inspection and supervision of activities in 2024 and the Supervisory Board plan for 2025 are as follows:

I. Hoạt động của Ban Kiểm soát trong năm 2024/ Activities of the SB in 2024

- Tuân thủ quy định của pháp luật, Điều lệ của Công ty và tuân thủ Quy chế hoạt động của Ban Kiểm soát một cách trung thực, cẩn trọng vì lợi ích của Công ty và cổ đông.
Comply with the provisions of law, the Company Charter and comply with the Operational Regulations of the Supervisory Board honestly and carefully for the benefit of the Company and its shareholders.
- Giám sát, kiểm tra Hội đồng quản trị (sau đây viết tắt là HĐQT) và Ban Điều hành thực hiện Nghị quyết của ĐHĐCĐ năm 2024; kiểm tra tính hợp pháp, hợp lý của hoạt động kinh doanh trong năm 2024.
Supervising and inspecting the Board of Management (hereinafter referred to as the BOM) and the Executive Board to implement the Resolution of the AGM in 2024; examine the legitimacy and rationality of business activities in 2024.
- Kiểm tra và giám sát việc ban hành các Nghị quyết, Quyết định của HĐQT và BDH.
Inspect and supervise the issuance of resolutions and decisions of the BOM and the Executive Board.
- Tham dự đầy đủ tại các cuộc họp định kỳ hoặc đột xuất theo thư mời của HĐQT Công ty.
Attending fully at regular or extraordinary meetings at the invitation of the BOM of the Company.
- Kiểm tra tính hợp lý, hợp pháp, tính trung thực và mức độ cẩn trọng trong tổ chức công tác kế toán và lập Báo cáo tài chính; thẩm định Báo cáo tài chính 6 tháng đầu năm và Báo cáo tài chính cả năm 2024 của Công ty đã được soát xét và kiểm toán do tổ chức kiểm toán độc lập là Công ty TNHH Kiểm toán và Tư vấn UHY thực hiện.

Checking the reasonableness, legality, truthfulness and carefulness in the organization of accounting work and the preparation of financial statements; Appraisal of the Company's financial statements for the first six months of the year and the full year 2024 financial statements, which have been reviewed and audited by an independent auditing firm as UHY Co., Ltd

- Kiểm tra, giám sát việc công bố thông tin của Công ty theo các quy định.

Check and supervise the information disclosure of the Company in accordance with the regulations.

- Ban Kiểm soát kiểm tra và soát hoạt động của Công ty TNHH MTV Đồ hộp Hạ Long - Đà Nẵng (dưới đây viết tắt là Công ty con).

The Supervisory Board inspected and reviewed the operation of Ha Long Canned Food One Member Company Limited - Da Nang (hereinafter referred to as the Subsidiary).

- Trong năm 2024, Ban Kiểm soát đã tổ chức 06 cuộc họp để thực hiện và hoàn thành các nội dung công việc trên.

In 2024, the Supervisory Board held 06 meetings to implement and complete the above-mentioned work contents.

- Tiền lương và thù lao Ban kiểm soát năm 2024:

+ *Tiền lương thưởng của Trưởng BKS: 208.799.996 đồng.*

+ *Thù lao và thưởng của các thành viên BKS khác: 129.333.334 đồng.*

Salary and remuneration of the Supervisory Board in 2024 as below:

+ *Salary and bonus of Head of Supervisory Board: 208.799.996 VND.*

+ *Remuneration and bonus of Supervisory Board members: 303.000.000 VND.*

II. Kết quả của hoạt động kiểm tra và giám sát của Ban Kiểm soát/ *Results of inspection and supervision activities of the Supervisory Board*

1) Về việc thực hiện kế hoạch hoạt động sản xuất kinh doanh năm 2024/ *Regarding the implementation of the business plan in 2024*

*(Đơn vị tính: Tỷ đồng
Unit: bil dong)*

STT	CHỈ TIÊU ITEMS	Kế hoạch Plan 2024	Thực hiện Actual 2024	Thực hiện Actual 2023	So sánh (%) <i>Comparison</i>	
					TH2024/ KH2024	TH2024/ TH2023
(1)	(2)	(4)	(5)	(6)	(7)=(5)/(4)	(8)=(5)/(6)
1	Doanh thu thuần <i>Revenue</i>	712,65	681,81	741,58	96%	92%
2	Lợi nhuận trước thuế/ PBT	10,70	3,15	16,77	29%	19%
3	Lợi nhuận sau thuế/PAT	8,12	2,13	12,07	26%	18%
4	Tỷ suất LN sau thuế/DT thuần	1,14%	0,31%	1,63%	27%	19%
5	Tỷ suất LN sau thuế/Vốn điều lệ	16,24%	4,26%	24,14%	26%	18%

Doanh thu thuần năm 2024 hợp nhất của toàn Công ty là 681.81 tỷ đồng, đạt 96 % so với kế hoạch năm và đạt 92% so với năm 2023.

The Company's consolidated net revenue in 2024 was 681.81 billion VND, as of 96% the year plan and reaching 92% over the 2023.

Lợi nhuận trước thuế hợp nhất toàn Công ty năm 2024 đạt 3.15 tỷ đồng, giảm 13.62 tỷ đồng so với lợi nhuận năm trước, đạt 29 % so với kế hoạch kinh doanh năm 2024 và 19% so với năm 2023.

Consolidated profit before tax of the whole Company in 2024 was 3.15 billion VND decreased 13.62 billion VND compared to the previous year's profit and reached 29 % of the business plan in 2024 and 19% compared to the same period last year 2023.

Lợi nhuận sau thuế hợp nhất toàn Công ty năm 2023 là 2.13 tỷ đồng, giảm 9,94 tỷ đồng so với năm trước, đạt 26% so với kế hoạch kinh doanh năm 2023 và 18% so với năm 2023.

Consolidated profit after tax of the whole Company in 2024 was 2.13 billion VND, decreased 9.94 billion VND compared to the previous year's profit and reached 26% of the business plan in 2024 and 18% compared to the same period last year 2023.

Công ty có phát triển đầu tư một số kênh bán hàng mới tuy nhiên chưa hiệu quả như "Công ty TNHH MTV Thực phẩm Cột Đèn" (sau đây gọi là Thực phẩm Cột Đèn), và chuỗi cửa hàng Nem Hạ Long => Đề nghị Công ty có phương án và xác định rõ ràng thời gian dự kiến đạt điểm hòa vốn và có lợi nhuận

The Company has developed and invested in a few new sales channels but has not been effective such as "Cot Den Food Co., Ltd." (hereinafter referred to as Pate Cot Den), Nem Stores => It is recommended that the Company have a plan and expected time to break even and make a profit. Hội đồng quản trị và Ban điều hành đã triển khai đúng, đầy đủ các Quyết nghị được thông qua năm 2024, nhưng Công ty mẹ chưa hoàn thành mục tiêu mà ĐHĐCĐ đã giao. Cụ thể kết quả thực hiện năm 2024 như sau:

The BOM and the Executive Board have properly implemented BOM resolutions approved in 2024, but parents company have not yet completed the goals assigned by the General Meeting of Shareholders. Specifically, the results of implementation in 2024 are as follows:

**Tình hình sản xuất kinh doanh của Công ty cổ phần Đồ hộp Hạ Long
(Công ty mẹ)**

Production and business status of Ha Long Canned Food JSC (Parent company)

(Đơn vị tính: Tỷ đồng
Unit: bil dong)

STT	Chỉ tiêu Items	Năm 2024	Năm 2023	So sánh năm 2024 và năm 2023	
				Chênh lệch tuyệt đối	Tỷ lệ (%)
(1)	(2)	(3)	(4)	(5) = (3) – (4)	(6) = (3)/(4)
1	Doanh thu thuần Revenue	515,11	481,89	33,22	106,89%
2	Lợi nhuận sau thuế /PAT	49,53	1,63	47,90	3038,20%

**Tình hình sản xuất kinh doanh của Công ty TNHH MTV
Đồ hộp Hạ Long – Đà Nẵng (Công ty con)**

Production and business status of Ha Long Canned Food Ltd., Co (Subsidiary)

(Đơn vị tính: Tỷ đồng
Unit: bil dong)

STT	Chỉ tiêu Items	Năm 2024	Năm 2023	So sánh năm 2024 và năm 2023	
				Chênh lệch tuyệt đối	Tỷ lệ (%)
(1)	(2)	(3)	(4)	(5) = (3) – (4)	(6) = (3)/ (4)
1	Doanh thu thuần Revenue	226,40	299,25	(72,85)	75,66%
2	Lợi nhuận sau thuế /PAT	2,89	11,42	(8,53)	25,28%

2) Về việc kiểm tra, giám sát hoạt động của Hội đồng quản trị và Ban Điều hành/ The inspection and supervision of the activities of the BOM and the Executive Board

Trong năm 2024, HĐQT Công ty vẫn gồm có 05 thành viên được ĐHĐCĐ bổ nhiệm (nhiệm kỳ 2021-2026). Các thành viên của HĐQT đã tổ chức các cuộc họp thường kỳ và ban hành tổng cộng 42 Nghị quyết quan trọng cho hoạt động của Công ty.

In 2024, the BOM of the Company includes 05 members appointed by the AGM (term of 2021-2026). The members of the BOM held regular meetings and issued a total of 42 important resolutions for the Company's operations.

Về ngân sách hoạt động và thù lao cho HĐQT và Ban Kiểm soát: Trong năm 2024 đảm bảo sử dụng ngân sách hoạt động, thù lao HĐQT, Ban kiểm soát không vượt quy định theo Nghị quyết ĐHĐCĐ số 06/2024/NQ-ĐHĐCĐ đã thông qua ngày 29/03/2024.

Regarding the operating budget and remuneration for the BOM and SB: In 2024, the BOM and SB continuously improve the governance and control to ensure the use of operating budget, remuneration of the BOM, the SB did not exceed the regulations in accordance with the Resolution of AGM No. 06/202/NQ- DHDCD approved on 29 Mar,2024.

Ban Điều hành có nhiều cố gắng nỗ lực khi tổ chức thực hiện Nghị quyết của ĐHĐCĐ, Nghị quyết của HĐQT nhằm triển khai kế hoạch sản xuất kinh doanh trong tình hình kinh tế hết sức khó khăn và các biến động bất lợi của thị trường. Năm 2024 ghi nhận nỗ lực triển khai mở rộng sản xuất tại các địa bàn mới, phát triển ngành hàng mới của Ban điều hành để thích ứng với sự thay đổi nhanh chóng của thị trường đồng thời đa dạng hóa cơ hội kinh doanh.

The EB has made efforts when organizing the implementation of the Resolution of the AGM and the BOM's Resolution in order to carry out the business plan in the difficult economic situation and adverse market fluctuations. The year 2024 recognizes the Board of Management's efforts to expand production in new locations and develop new categories to adapt to the rapid changes of the market and diversify business opportunities.

3) Phối hợp hoạt động của Ban kiểm soát với HĐQT, Ban điều hành và các cổ đông/ Coordinating activities of the Supervisory Board with the Board of Management, Executive Board and shareholders

Ban Kiểm soát hoạt động độc lập nhưng luôn phối hợp với HĐQT và Ban điều hành trên tinh thần xây dựng, hợp tác. Ban Kiểm soát theo sát việc ban hành các Nghị quyết của HĐQT và hoạt động của Ban điều hành, đảm bảo việc kiểm tra, giám sát được liên tục nhưng không ảnh hưởng tới hoạt động của Công ty.

The Supervisory Board operates independently but always coordinates with the Board of Management and the Executive Board in a constructive and cooperative spirit. The Supervisory Board closely followed the issuance of the resolutions of the BOM and the activities of the BOM, ensuring the continuous inspection and supervision but did not affect the operation of the Company.

Ban Kiểm soát tham gia đầy đủ các cuộc họp của HĐQT, trên cơ sở nội dung các cuộc họp và tài liệu được HĐQT cung cấp, Ban kiểm soát có các ý kiến đóng góp thuộc thẩm quyền sát với thực tế hoạt động của Công ty.

The Board of Supervisors fully participates in the meetings of the BOM, based on the content of the meetings and documents provided by the BOM, the Supervisory Board has comments within its competence that are close to the actual operation of the Company.

Ban Kiểm soát nhận được sự hỗ trợ giúp đỡ của HĐQT, Ban điều hành, các phòng ban chuyên môn, chi nhánh trong việc cung cấp tài liệu phục vụ việc thực hiện nhiệm vụ.

The Supervisory Board received the support and assistance of the Board of Management, the Executive Board, specialized departments and branches in providing documents for the performance of duties.

4) Kiểm tra, giám sát thực hiện công bố thông tin của Công ty/ Inspect and supervise the Company's disclosure of information

Công tác công bố thông tin thực hiện đầy đủ, gửi và công bố đúng hạn theo yêu cầu của các cơ quan quản lý, cũng như đã đăng thông tin kịp thời trên Website của Công ty.

Information disclosure is fully implemented, sent and announced on time at the request of regulatory agencies, as well as promptly posted information on the Company's Website.

5) Đề xuất lựa chọn công ty kiểm toán độc lập/ Proposal to choose an independent auditing company

Ban kiểm soát Công ty Cổ phần Đồ hộp Hạ Long kính trình Đại hội đồng cổ đông ủy quyền cho Hội đồng quản trị lựa chọn công ty kiểm toán độc lập có uy tín, năng lực, kinh nghiệm, và đủ điều kiện kiểm toán theo quy định, nằm trong danh sách các Công ty kiểm toán được Ủy ban chứng khoán Nhà nước chấp thuận để kiểm toán cho đơn vị có lợi ích công chúng thuộc lĩnh vực chứng khoán, để thực hiện công việc kiểm toán Báo cáo tài chính bán niên năm 2025 và báo cáo tài chính năm 2025 (hoặc có thể soát xét các báo cáo tài chính Quý nếu cần thiết theo yêu cầu quản lý của Cơ quan quản lý nhà nước).

The Board of Supervisors of Ha Long Canned Food Joint Stock Company respectfully submits to the General Meeting of Shareholders to authorize the Board of Directors to select an independent auditing company with prestige, capacity, experience, and meeting the auditing conditions according to regulations, permitted to operate in Vietnam, in the list of auditing companies approved by the State Securities Commission to audit the 2025 Semi-Annual Financial Report and the 2025 Financial Report (Quarterly financial reports can be reviewed if necessary according to the management requirements of the State Management Agency).

III. Kết quả thẩm định Báo cáo tài chính năm 2024/ Results of appraisal of financial statements for 2024:

Ban Kiểm soát thực hiện thẩm định Báo cáo tài chính năm 2024 của Công ty và thống nhất số liệu với báo cáo tài chính được kiểm toán bởi đơn vị Kiểm toán độc lập Công ty TNHH Kiểm toán và Tư vấn UHY

The Supervisory Board appraised the Company's 2024 financial statements, agreed with the financial statements audited by the independent auditor UHY Co., Ltd.

Các số liệu trên Bảng cân đối kế toán và Báo cáo Kết quả hoạt động kinh doanh, tình hình lưu chuyển tiền tệ năm 2024 đã phản ánh tình hình hoạt động tài chính, trên các khía cạnh trọng yếu là hợp lý, hợp pháp, trung thực, phù hợp với các quy định hiện hành về chế độ kế toán tài chính theo quy định của pháp luật.

The figures on the Balance Sheet and Income Statement, the cash flows for 2024 have reflected the financial performance, over the material aspects are reasonable, lawful, honest, consistent with applicable regulations on the financial accounting regime as prescribed by law.

Báo cáo tài chính năm 2024 bao gồm Bảng cân đối kế toán, Báo cáo kết quả hoạt động kinh doanh, Báo cáo lưu chuyển tiền tệ và Thuyết minh các báo cáo tài chính đã được Công ty lập theo các chuẩn mực và chế độ kế toán các doanh nghiệp Việt Nam hiện hành. Hệ thống chứng từ kế toán, sổ kế toán được lập, ghi chép theo quy định.

The financial statements for 2024 include the Balance Sheet, Income Statement, Statement of Cash Flows and Notes to the financial statements prepared by the Company in accordance with accounting standards and regimes. current accounting of Vietnamese enterprises. The system of accounting vouchers and accounting books is made and recorded according to regulations.

Các báo cáo tài chính năm 2024 được kiểm toán bởi Công ty TNHH Kiểm toán và Tư vấn UHY đơn vị được UBCK Nhà nước chấp thuận kiểm toán công ty đại chúng và niêm yết.

The financial statements for 2024 was audited by UHY Co., Ltd., which has been approved by the State Securities Commission to audit public and listed companies.

Ý kiến của kiểm toán viên về các Báo cáo tài chính năm 2024 của Công ty như sau:

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

Opinion of the Auditors

"In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of the Ha Long Canned Food Joint Stock Corporation as at 31 December 2024 and the results of its operations and its cash flows for the fiscal year then ended, in accordance with Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and legal regulations related to the preparation and presentation of the consolidated financial statements."

Tình hình tài chính hợp nhất của Công ty tại 31/12/2024: Theo Báo cáo Tài chính của Công ty đã được kiểm toán bởi Công ty TNHH Kiểm toán và Tư vấn UHY như sau:

The consolidated financial position of the Company as of December 31, 2024 According to the Company's financial statements audited by UHY Co., Ltd., are as follows:

1) **Bảng cân đối kế toán / Balance sheet**

(Đơn vị tính: Triệu đồng)
Unit: mil dong)

Chi tiêu / Criteria	Số cuối năm 31.12.2024	Số đầu năm 31.12.2023	Số đầu năm 01.01.2023
A- TÀI SẢN NGẮN HẠN SHORT-TERM ASSETS	242,000	353,102	433,392
I. Tiền và tương đương tiền <i>Cash and cash equivalents</i>	22,143	13,399	12,151
III. Các khoản phải thu ngắn hạn <i>Short-term receivables</i>	61,950	62,850	66,681
IV. Hàng tồn kho <i>Inventory</i>	145,314	274,032	346,452
V. Tài sản ngắn hạn khác <i>Other current assets</i>	5,930	2,820	8,108
B. TÀI SẢN DÀI HẠN LONG-TERM ASSETS	44,568	49,748	56,682
I. Các khoản phải thu dài hạn <i>Long-term receivables</i>	670	598	598
II. Tài sản cố định <i>Fixed assets</i>	40,860	45,843	51,967
V. Tài sản dài hạn khác <i>Other long-term assets</i>	3,128	3,306	4,117
TỔNG CỘNG TÀI SẢN TOTAL ASSETS	286,658	402,850	490,074

Chỉ tiêu / Criteria	Số cuối năm 31.12.2024	Số đầu năm 31.12.2023	Số đầu năm 01.01.2023
A. NỢ PHẢI TRẢ LIABILITIES	140,709	251,076	342,37
I. Nợ ngắn hạn <i>Short-term debt</i>	135,713	246,129	337,398
II. Nợ dài hạn <i>Long-term liabilities</i>	4,996	4,948	4,972
B. VỐN CHỦ SỞ HỮU OWNER'S CAPITAL	145,949	151,773	147,704
I. Vốn chủ sở hữu <i>Equity</i>	145,949	151,773	147,704
TỔNG CỘNG NGUỒN VỐN	286,658	402,850	490,074

2) Một số các chỉ số tài chính cơ bản/ *Some of the basic financial indicators:*

Chỉ tiêu	Năm 2024	Năm 2023	Năm 2022
Cơ cấu tài sản			
- Tài sản dài hạn/Tổng tài sản	16%	12%	12%
- Tài sản ngắn hạn/Tổng tài sản	84%	88%	88%
Cơ cấu nguồn vốn			
- Nợ phải trả/Tổng nguồn vốn	49%	62%	70%
- Nguồn VCSH/Tổng nguồn vốn	51%	38%	30%
Tỷ suất lợi nhuận			
- Tỷ suất lợi nhuận sau thuế/Tổng tài sản (ROA)	4%	4%	0%
- Tỷ suất lợi nhuận sau thuế/Doanh thu thuần (ROS)	2%	2%	122%
- Tỷ suất lợi nhuận sau thuế/Vốn CSH (ROE)	8%	11%	1%

IV. Kế hoạch hoạt động năm 2025 của Ban Kiểm soát/ *Operation Plan 2025 of the Supervisory Board*

- Tiếp tục thực hiện công việc kiểm tra, giám sát theo chức năng, nhiệm vụ được quy định trong Điều lệ Công ty và Quy chế hoạt động của Ban kiểm soát.
Continue to perform the inspection and supervision work according to the functions and tasks specified in the Company's Charter and the Operation Regulation of the Supervisory Board.
- Tiếp tục giám sát HĐQT, Ban Điều hành thực hiện Nghị quyết ĐHĐCĐ và bất thường (nếu có) năm 2025.
Continues to supervise the BOM, the Executive Board to implement the Resolution of the General Meeting of Shareholders and Extraordinary General Meeting (if any) in 2025
- Ngoài ra, Ban Kiểm soát sẽ tập trung thực hiện các cuộc kiểm tra, kiểm soát liên quan đến các hoạt động sản xuất, chi phí bán hàng và chi phí lương thưởng của Công ty trong năm 2025.
In addition, the Supervisory Board will focus on conducting inspections and internal controls related to production and business activities, selling expenses, and salary bonus expenses of the Company in 2025.
- Thực hiện các công tác khác theo chức năng, nhiệm vụ của Ban kiểm soát.

Perform other tasks according to the functions and tasks of the Supervisory Board.

V. Kiến nghị của Ban Kiểm soát / Recommendations of the Supervisory Board

- Đề nghị Công ty sắp xếp nguồn vốn liên quan các dự án trên đất của nhà máy, cũng như đề xuất phương án cụ thể liên quan..
Recommending the Company arrange sources related to projects on the land of the factory, as well as propose specific related plans
- Đề nghị Công ty nghiên cứu kế hoạch di dời nhà máy mới để chủ động hơn.
Suggest that the Company study the plan to relocate the new factory to be more proactive.
- Đề nghị Hội đồng quản trị cân nhắc về hoạt động và hạch toán kế toán tương ứng cho trường mầm non Hạ Long nhằm đảm bảo tính chất phù hợp giữa hình thức hoạt động và hồ sơ giấy tờ của đơn vị thành viên.
Proposing the BOM to consider the operation and corresponding accounting for Ha Long Kindergarten to ensure the appropriateness between the nature of operation and the profile documentation.

Trên đây là toàn bộ nội dung Báo cáo của Ban Kiểm soát tại ĐHĐCĐ thường niên năm 2025, kính trình ĐHĐCĐ xem xét, thông qua.

The above is the entire report of the Supervisory Board at the AGM 2025, submitted to the General Meeting of Shareholders for consideration and approval.

Nơi nhận/ Recipients:

- ĐHĐCĐ; AGM;
- HĐQT; BOM;
- Lưu: BKS, VT.

**TM. BAN KIỂM SOÁT
TRƯỞNG BAN
ON BEHALF OF THE SUPERVISORY
BOARD**



NGUYỄN THỊ HƯƠNG GIANG