

ANNUAL REPORT 2024

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

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ABBREVIATIONS LIST

UBND: People's Committee

ĐHĐCĐ: General Meeting of Shareholders

HDQT: Board of Directors

BTGD: Executive Board

BKS: Board of Supervisors

GD: Education

XB: Publication

CTCP: Joint Stock Company

CT TNHH: Limited Liability Company

SXKD: Production-business

CBCNV: Employees

GDPT: General Education

UBCKNN: State Securities Commission of Vietnam

LNTT: Profit before tax

LNST: Profit after tax

TSCĐ: Fixed asset

ANNUAL REPORT 2024

I. General Information

1. Overview Information

Vietnamese name of company: Công ty Cổ phần Sách và Thiết bị Trường học Thành phố Hồ Chí Minh

English name: Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

Abbreviation: STB JSC

Stock Code: STC

Listed Exchange: HNX

Business Registration Certificate: No. 0301325347 issued by Ho Chi Minh City Department of Planning and Investment for the first time on 07/04/2006 and amended for the 13th time on 09/12/2022.

Charter capital: 56,655,300.00 VND

Owner's Equity: 70,416,996,224 VND

Address: 223 Nguyen Tri Phuong, Ward 9, District 5, Ho Chi Minh City

Telephone: 028 3855 4645

Email: lienhe@stb.com.vn

Website: <http://stb.com.vn>

2. History and Development

In 1984: The predecessor of the company was Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, formed by the merger of the Distribution - Library Department and Educational Equipment Center under Ho Chi Minh City Department of Education.

In 1993: Book and Educational Equipment Joint Stock Company of Ho Chi Minh City was transformed into a State-owned enterprise. At that time, the company was under the People's Committee of Ho Chi Minh City (Department of Education and Training) and had independent economic accounting.

In 2001: Book and Educational Equipment Joint Stock Company of Ho Chi Minh City merged with two enterprises, namely Hoc Cu Enterprise and Specialized Printing Enterprise, and the company acquired the functions and operations of the two enterprises.

In 2005: The company began equitization according to Decision No. 131/2005/QĐ-TTg dated 06/02/2005 of the Prime Minister on approving the adjustment of the plan for arrangement and renovation of State-owned enterprises under the People's Committee of Ho Chi Minh City.

In 2006: The Company became a Company's subsidiaries of the Educational Publishing House (under the Ministry of Education and Training) according to Decision No. 4336/QĐBGDDT of the Ministry of Education and Training, and then officially operated as a Joint Stock Company.

In 2008: The company changed its business registration certificate for the second time to change its charter capital from 28,800,000,000 VND to 56,655,300,000 VND.

In 2015: The company changed its business registration certificate for the 7th time, changing the legal representative from Mr. Ngo Tran Vinh to Mr. Tran Van Hung.

In 2016: The company changed its business registration certificate for the 10th time, changing the legal representative from Mr. Tran Van Hung to Mr. Tran Van Hung and Mr. Tu Trung Dan.

In 2017: The company implemented its 12th business registration change, changing the legal representative from Mr. Tran Van Hung and Mr. Tu Trung Dan to Mr. Tu Trung Dan.

In 2019: The company strived to enhance its production and business capacity, continuing to be one of the excellent partners of Vietnam Education Publishing House.

In 2020: The company continued to be one of the outstanding units and among the top 5 in the Vietnam Education Publishing House system.

In 2021: The company organized product production according to the 2018 general education program, continuing to improve and enhance product quality.

In 2022: The company adjusted its Business Registration Certificate on September 12, 2022, with enterprise code 0301325347.

In 2023: Amendment and supplementation of the Charter of Organization and Operation Books and Educational Equipment Joint Stock Company of Ho Chi Minh City.

In 2024: The final year of the textbook replacement roadmap according to the 2018 general education program, the company completed the organization of product production according to the 2018 general education program and continued to improve and enhance product quality towards user convenience.

Achievements:

Year	Achievements
1983	Third-class Labor Medal awarded by the government.
1988	Second-class Labor Medal awarded by the government.
1996	First-class Labor Medal awarded by the government.
2000	The Company was voted "Vietnamese High Quality Product" by Sai Gon Tiep Thi Newspaper.
2006	Third-class Labor Medal awarded by the government.
2007	Second-class Labor Medal awarded by the government.
2008	First-class Labor Medal awarded by the government.
2009	<p>June 2009, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City was granted the "Certificate of Quality Management System according to TCVN ISO 9001:2008 / ISO 9001:2008".</p> <p>The Company received a Certificate of Merit from the Ho Chi Minh City People's Committee No. 3149/QĐUB, June 26, 2009: The unit has achieved excellent performance in organizing and participating in the "Ho Chi Minh City Education Development Day 2009".</p> <p>October 2009: The Company won the title of "Typical Enterprise on the Hanoi Stock Exchange in 2009", organized by: Hanoi Stock Exchange and Securities Investment Newspaper.</p>
2010	<p>Received a Certificate of Merit from the Ministry of Education and Training awarded to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for outstanding achievements in implementing the 2009 tasks, according to Decision No. 1592/QĐ-BGDDT, April 27, 2010.</p> <p>June 2010, received a Certificate of Merit from the Ho Chi Minh City People's Committee for good achievements in participating in the "Ho Chi Minh City Education Development Day 2010".</p> <p>The Prime Minister awarded a Certificate of Merit to the collective of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, Vietnam Education Publishing House, Ministry of Education and</p>

Year	Achievements
	Training, for their achievements in their work, contributing to the cause of building socialism and defending the Fatherland, according to Decision No. 2096/QĐ-TT, November 18, 2010.
2011	<p>Vietnam Education Publishing House awarded the "Excellent Unit of Vietnam Education Publishing House" trophy and commended according to decision No. 13/QĐ-TCNS dated January 12, 2011 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for achieving excellent business performance in the Vietnam Education Publishing House system in 2010.</p> <p>Vietnam Education Publishing House recognized, rewarded, and awarded the emulation flag "Excellent Labor Collective in 2010" to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City under Decision No. 18/QĐ-TCNS Date 2011/01/13.</p> <p>Date 2011/04/28, Center for Technical Standards of Measurement and Quality 1 – Directorate for Standards, Metrology and Quality granted "Certificate of Technical Standard Conformity" (CR stamp on product) No. 0126 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh .</p> <p>According to the certificate, the Company is permitted to manufacture "Children's Toys" made of wood, plastic, and fabric in accordance with the national technical regulation QCVN 3:2009/BKCN, valid for 36 months from Date 04/28/2011 to Date 2014/04/28.</p> <p>Date 10/26/2011, Center for Science of Business Credibility Assessment – Vietnam Union of Science and Technology Associations granted "Certificate of Business Credibility Assessment 2011" No. CRC 031/TNDN.2011/V.01 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh , valid for 2 years from the issuance Date.</p> <p>December 2011, Credit Information Center – State Bank of Vietnam ranked corporate credit in 2011 and selected Book and Educational Equipment Joint Stock Company of Ho Chi Minh City as a business in the "Top 1,000 Businesses of 2011".</p>
2012	Vietnam Education Publishing House awarded the Excellent Unit Cup of Vietnam Education Publishing House to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for achieving excellent business performance within the Vietnam Education Publishing House system in 2011, under Decision No. 21/QĐ-TCNS Date 2012/01/11.

Year	Achievements
	<p>October 2012, Credit Information Center – State Bank of Vietnam ranked corporate credit in 2012 and selected Book and Educational Equipment Joint Stock Company of Ho Chi Minh City as a business in the "Top 1,000 Businesses of 2012".</p> <p>Date 2012/11/26, Vietnam Enterprise Institute – Business Credibility Index Assessment Center granted the "Trusted Quality Supplier 2012" Credibility Index Certificate, file code: 0230/TQS/2012 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh.</p>
2013	<p>Date 2013/01/07, Center for Science of Business Credibility Assessment – Vietnam Union of Science and Technology Associations granted "Certificate of Business Credibility Assessment 2012" No. CRC 106/TNDN.2012/V.01 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh.</p> <p>Vietnam Education Publishing House awarded the Excellent Unit Cup of Vietnam Education Publishing House to Book and Educational Equipment Joint Stock Company of Ho Chi Minh , the unit with outstanding business performance in the Vietnam Education Publishing House system in 2012, under Decision No. 86/QĐ-TCNS Date 2013/01/21.</p> <p>Received a Certificate of Merit from the Ministry of Education and Training awarded to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for outstanding achievements in carrying out the book distribution mission in 2012, recorded in Certificate of Merit No. 801/QĐ-BGDĐT Date 2013/03/01.</p> <p>Date 07/12/2013, Vietnam Enterprise Institute – Business Credibility Index Assessment Center granted the "Trusted Quality Supplier 2013" Credibility Index Certificate, file code: 13-0105/TQS to Book and Educational Equipment Joint Stock Company of Ho Chi Minh.</p>
2014	<p>Vietnam Education Publishing House awarded the Excellent Unit Cup within the Vietnam Education Publishing House system in 2013 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh , under Decision No. 28/QĐ-TCNS Date 2014/01/13.</p> <p>Vietnam Education Publishing House awarded the Emulation Flag to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for achieving the title of Excellent Labor Collective in 2013, according to Decision No. 33/QĐ-TCNS Date 2014/01/13.</p> <p>Date 2014/09/22, Vietnam Enterprise Institute – Business Credit Index Assessment Center granted the “Trusted Quality Supplier 2014”</p>

Year	Achievements
	<p>certificate, file code: 082/TQS/2014 to Book and Educational Equipment Joint Stock Company of Ho Chi Minh .</p> <p>Date 2014/10/20, the Institute of Economic Research granted the Independent International Assessment Certificate to Book and Educational Equipment Joint Stock Company of Ho Chi Minh City as a Qmix 100:2014 Quality Enterprise, recognition code/Global GTA business code: 0301325347.</p> <p>The President of the Socialist Republic of Vietnam awarded the Second-class Labor Order to Book and Educational Equipment Joint Stock Company of Ho Chi Minh , Vietnam Education Publishing House Limited Liability One Member Company, Ministry of Education and Training according to Decision No. 3434/QĐ-CTN Date December 25, 2014.</p>
2015	<p>Vietnam Education Publishing House awarded the Special Excellent Cup for achieving outstanding business performance, one of the top three units in the Vietnam Education Publishing House system in 2014 according to Decision No. 82/QĐ-TCNS Date 2015/01/20.</p> <p>The Minister of Education and Training awarded the Certificate of Merit for outstanding achievements in the implementation of the task of distributing books, educational equipment, and school libraries in 2014 according to Decision No. 870/QĐ-BGDĐT Date 2015/03/24.</p> <p>Date 2015/10/09, Vietnam Chamber of Commerce and Industry – Center for Business Culture granted Certificate No. 44/2015-DNMPTBV to for achieving "Strong and Sustainable Development Enterprise in 2015".</p>
2016	<p>Vietnam Education Publishing House awarded the title of "Excellent Labor Collective" in 2015 according to Decision No. 39/QĐ-TCNS Date January 18, 2016.</p> <p>Vietnam Education Publishing House awarded the "Special Excellent Cup" for achieving outstanding business performance in 2015.</p> <p>The Minister of Education and Training awarded the Certificate of Merit for outstanding achievements in the distribution of books and school equipment in 2015 according to Decision No. 748/QĐ-BGDĐT Date 2016/03/11.</p>
2017	<p>Vietnam Education Publishing House awarded the title of "Excellent Labor Collective" in 2016 according to Decision No. 31/QĐ-TCNS Date January 12, 2017.</p>

Year	Achievements
	One of the three units awarded the "Special Excellent Cup" by Vietnam Education Publishing House for achieving outstanding business performance, leading the Vietnam Education Publishing House system in 2016.
2018	Vietnam Education Publishing House awarded the title of "Excellent Labor Collective" in 2018 according to Decision No. 65/QĐ-NXBGDVN Date 2019/01/15.
2019	Emulation Flag from Vietnam Education Publishing House for outstanding performance in production and business in 2019, (Decision 56/QĐNXBGDVN Date 2020/01/06). Certificate of Merit from the Chairman of Ho Chi Minh City People's Committee, Decision 2209/QĐUB Date 2019/05/27. Second-class Labor Order from the President of the Lao People's Democratic Republic, (Decision No. 335/CTN Date 2019/11/11).
2020	Vietnam Education Publishing House awarded the title of "Excellent Labor Collective in 2020" according to Decision No. 36/QĐ-NXBGDVN Date 2021/02/12. Merit Certificate from the Ministry of Education and Training according to Decision No. 1126/QĐ-BGDĐT dated May 11, 2020.
2021	Excellent Labor Collective in 2021 of Vietnam Education Publishing House according to Decision No. 26/QĐ-NXBGDVN dated January 17, 2022. Certificate of Merit from Vietnam Education Publishing House for outstanding achievements in the development of educational equipment according to Decision No. 34/QĐ-NXBGDVN dated January 17, 2022. Emulation Flag of Vietnam Education Publishing House for effective units.
2022	Certificate of Merit from Vietnam Education Publishing House for rewarding units with good business production efficiency in 2022 according to Decision No. 22/QĐ-NXBGDVN dated January 09, 2023. Excellent Labor Collective in 2022 of Vietnam Education Publishing House according to Decision No. 27/QĐ-NXBGDVN dated January 10, 2023.

Year	Achievements
2023	Certificate of Merit from Vietnam Education Publishing House for rewarding units with relatively good business production efficiency in 2023 according to Decision No. 70/QĐ-NXBGDVN dated January 26, 2024.
2024	Merit Certificate from the Ho Chi Minh City People's Committee. First-class Labor Medal awarded by the President of the Lao People's Democratic Republic.

3. Business lines and operating areas information

Business lines

Business industry code	Business industry name
3100	Production of beds, wardrobes, tables, and chairs Details: Production of wardrobes, tables, chairs, and wooden products (excluding wood processing, forging, casting, metal rolling, stamping, shaping, welding, painting; electroplating; recycling waste at the headquarters).
3240	Production of toys and games Details: Production of children's toys (excluding wood processing, forging, casting, metal rolling, stamping, shaping, welding, painting; electroplating; recycling waste at the headquarters, except for toys harmful to children's personality development, health, or affecting security, order, and social safety).
5911	Production of motion pictures, video films, and television programs Details: Video production (excluding broadcasting and not performing fire, explosion effects; not using explosives, flammable substances, chemicals as props, tools for performing art programs, events, films).
4669	Wholesale of other specialized goods n.e.c. Details: Trading chemicals (excluding toxic chemicals) (no chemical storage).

Business industry code	Business industry name
4651	Wholesale of computers, peripheral equipment, and software Details: Trading audio-visual equipment, computers, peripherals, and computer software.
8520	Primary education
8531	Lower secondary and upper secondary education
8532	Vocational education Details: Vocational training.
6810	Real estate business, land use rights owned, used, or leased Details: Office leasing.
8510	Preschool education
1811	Printing Details: Printing student textbooks and other school publications. Printing labels and packaging.
4649	Wholesale of other household goods Details: Trading textbooks. Trading wardrobes, tables, chairs, wooden products, children's toys (excluding toys harmful to children's personality development, health, or affecting security, order, and social safety), sports equipment (excluding sports guns, rudimentary weapons).
3290 (Main)	Other manufacturing n.e.c. Details: Production and supply of Educational equipment and teaching aids.

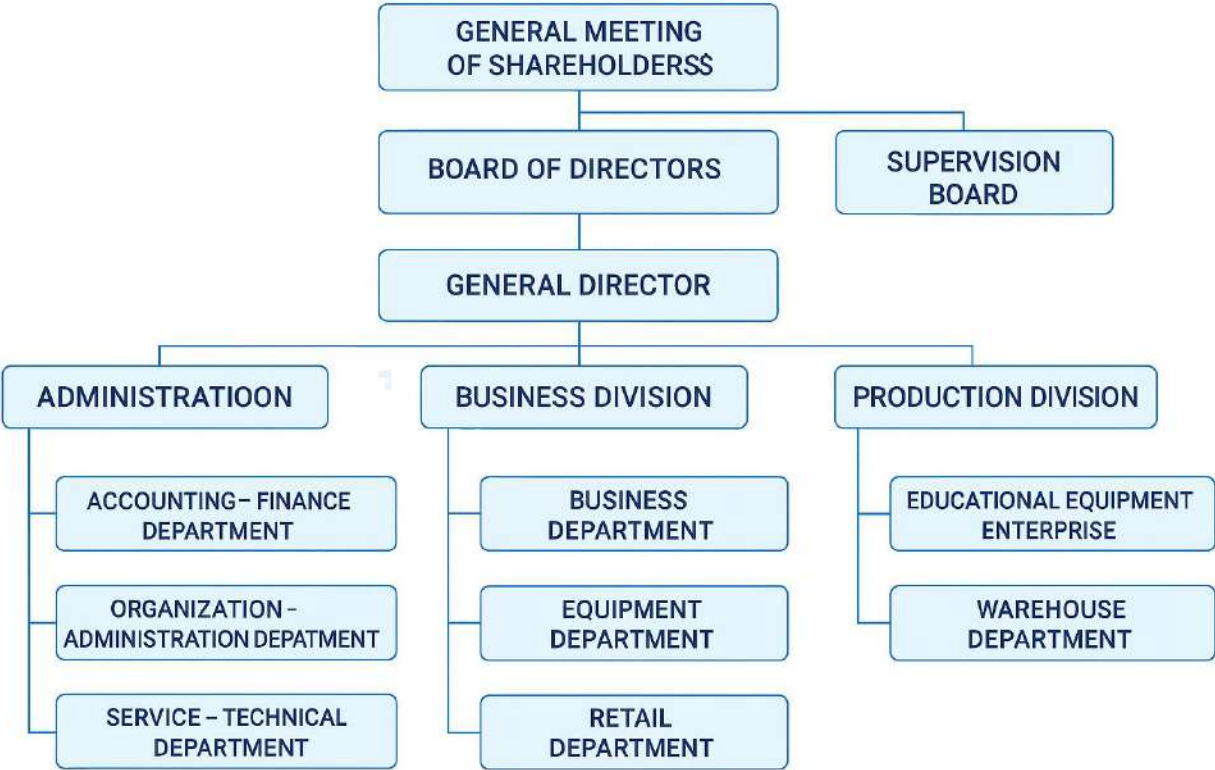
Business area information: The company conducts business operations in the following areas: Ho Chi Minh City, Hanoi, Hue, Da Nang, Binh Thuan, Phu Yen, Gia Lai, Quang Binh, Lam Dong, Binh Duong, Can Tho, Nghe An, Tay Ninh, Dong Nai, Tien Giang....

4. Information on governance model, business organization and management apparatus

4.1 Governance model

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City operates according to the organizational and management model specified in Point a, Clause 1, Article 137 of the Enterprise Law No. 59/2020/QH14 dated June 17, 2020, including: General Meeting of Shareholders, Board of Directors, Board of General Directors and Board of Supervisors.

The company's management is built on a top-down principle. Specific powers/responsibilities are assigned to each agency/department/individual in a public, transparent, and appropriate manner. Departments/individuals can also support each other in the process of implementing and deploying work to achieve the fastest and highest efficiency.



The management apparatus structure includes:

General Meeting of Shareholders: is an important body in the management apparatus of a joint stock company. This is the highest authority, representing all shareholders. The General Meeting of Shareholders plays a decisive role in strategic and important issues related to the company's operations and development orientation.

Board of Directors: Is the governing body of the Company, having full authority on behalf of the Company to decide all matters related to the purpose and interests of the Company,

except for matters under the authority of the General Meeting of Shareholders. The Board of Directors acts as an intermediary between the General Meeting of Shareholders and the Board of General Directors, responsible for strategic direction, supervising operations, and protecting the interests of shareholders.

Board of General Directors: The Board of General Directors is directly responsible for the daily operations of the company according to the strategies and plans approved by the Board of Directors.

Board of Supervisors: The Board of Supervisors plays the role of supervising the activities of the Board of Directors and the Board of General Directors, ensuring transparency, compliance with the law, and protecting the interests of shareholders.

4.2 Organizational Structure

Subsidiary

Information updated as of December 31, 2024:

Name of company	Address	Business lines	STC paid-in Charter capital	Charter capital	Percentage
An Dong Education Joint Stock Company	780 Nguyen Kiem, Ward 4, Phu Nhuan District, Ho Chi Minh City	Primary Education, Lower Secondary Education and Upper Secondary Education	2,760 million VND	5,230 million VND	52.77%

Affiliated Unit

Unit name	Address	Business lines
Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City - Teaching Aids Factory	122 Phan Van Tri, Ward 12, Binh Thanh District, Ho Chi Minh City, Vietnam.	Manufacturing and supplying school equipment and teaching aids.
Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City (At Song	Lot CN3, N3 Road, Song Than 3 Industrial Park, Phu Tan Ward, Thu Dau Mot	Printing Details: Printing student textbooks and other school

Unit name	Address	Business lines
Than 3 Industrial Zone - Binh Duong)	City, Binh Duong Province, Vietnam	publications. Printing labels and packaging.
Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City (At 104/5 Mai Thi Luu, Da Kao Ward; District 1; Ho Chi Minh City)	104/5 Mai Thi Luu, Da Kao Ward, District 1, Ho Chi Minh City, Vietnam	Printing Details: printing student textbooks and other school publications; printing labels and packaging (excluding printing and coating metal packaging; printing on textile, woven, sewn, embroidered, and knitted products at the headquarters)

5. Development Orientation

5.1 Defining the Company's Objectives

- Continue to maintain the company's operations safely, limiting risks; manage shareholders' capital safely and efficiently.
- Monitor the periodic production process to ensure uninterrupted production activities, research products, evaluate quality, reduce production costs, and fully meet market demands. Enhance the Company's position and prestige in the educational equipment market.
- Prioritize the development of the Company's human resources through research and promotion of professional training, organizing skills and professional training programs for employees and managers. In particular, focus on developing successor human resources, reviewing, arranging, and consolidating the Company's personnel work.
- The Board of Management and employees perform their responsibilities and tasks well according to the 2025 plan set by the General Meeting of Shareholders.
- Review and research equipment products for production to serve the 2025-2026 school year.
- Continue to maintain the disclosure of information fully, accurately, and promptly in accordance with legal regulations, and proactively disclose other relevant information about the Company's operations.
- Continue to accompany and participate in other charitable and social activities.

5.2 Medium and Long-Term Development Strategy

Monitor equipment and fixed assets that have been fully depreciated, assess their durability and quality for maintenance and upkeep, with the aim of ensuring a complete production chain and preventing product quality decline. Consider investing in purchasing equipment to support business and production activities reasonably, ensuring maximum profit margins.

Search for customers and partners. Introduce new products with high applicability in teaching and learning. Improve the product lines in which the Company has an advantage, continue to maintain market share and the Company's prestigious position for key products in the market.

Assess the importance of core customer groups such as Educational Institutions or educational retail systems to improve service quality, care, and support for this customer group. Maintain coordination with Ho Chi Minh City Department of Education and Training in related tasks.

Always ensure adequate salary, bonus regimes, insurance policies, and other allowances. Care for the spiritual life and health of employees. Build a professional workforce, creating core values for the business.

5.3 Sustainable Development Goals

Sustainable development is always a priority for Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, alongside profit growth targets.

For the environment:

The Company focuses on participating in and implementing projects for the environment and community, building infrastructure according to green trends. Comply with legal regulations in sustainable development work. The Company promotes the economical use of natural resources such as energy, prioritizes the production of high-quality, environmentally friendly products, and limits potential environmental risks.

In the field of educational equipment business, STC not only stops at providing high-quality products and services but also always places social and community responsibility at the heart of all activities. The Company is committed to ensuring that every product and service meets the strictest standards, aiming to bring sustainable values to customers and society.

In addition, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City actively pioneers environmental and community projects, contributing to a green and sustainable future. Through meaningful partnerships, the company continuously

disseminates the message of social responsibility to all employees, encouraging them to become positive ambassadors of change. For Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, sustainable development is not just a goal but a way to create a better world for today and tomorrow.

For society:

The company operates on the principles of community and social responsibility. It views business operations as a contributing factor to socio-economic development, emphasizing business quality and efficiency.

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City always places people at the center of all development activities, constantly striving to improve and enhance the well-being of its employees. With the policy of creating sustainable employment, the company is committed to providing its staff with a stable income and an inspiring work environment, where each individual has opportunities for development and advancement.

Furthermore, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City actively participates in meaningful charitable activities in the local community, from supporting social centers to joining hands in building solid schools for future generations. These contributions not only demonstrate the company's social responsibility but also affirm its aspiration to create an increasingly better community – where everyone has the opportunity to rise and shine.

6. Risks

6.1 Economic risks

In 2024, the global commodity market experienced many fluctuations due to the influence of political, economic, and social factors in various countries. Military conflicts, political upheavals, and instability continued to escalate in some countries. Global economic and trade recovery was slow and fragile; aggregate demand and investment declined; exchange rates and interest rates fluctuated unpredictably. Natural disasters, droughts, floods, and climate change became increasingly severe, significantly impacting socio-economic development and people's lives. Domestically, the Government and the Prime Minister proactively and decisively directed ministries, branches, and localities to implement numerous solutions to overcome difficulties, promote growth, maintain macroeconomic stability, and control inflation. According to data from the General Statistics Office, Vietnam's GDP at current prices in 2024 reached 11,511.9 trillion VND, equivalent to 476.3 billion USD, and GDP growth for the whole year increased by 7.09% compared to the same

period last year, achieving the target set by the National Assembly. Vietnam continues to be among the countries with the highest GDP growth rates in the region and the world.

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City operates mainly in the field of manufacturing and supplying school equipment, less affected by macroeconomic factors due to the essential needs of the industry. However, changes in education policies and trends in school infrastructure investment from the state and educational institutions can still impact the company's business operations.

To mitigate the impact of these fluctuations on the production and business process, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City constantly improves its products and diversifies its equipment portfolio to better meet market demands. Simultaneously, the company focuses on building sustainable relationships with partners, as well as enhancing competitiveness by optimizing production processes and ensuring product quality meets the highest standards.

6.2 Legal Risks

Companies operating in the educational equipment sector may encounter various legal risks, stemming from both internal factors and external regulations. One common risk is the violation of product quality or safety standards, when equipment does not meet the technical or safety requirements prescribed by law, leading to the risk of product recalls, administrative penalties, or even bans on circulation.

To manage the consequences of the above risks, the Company has established a clear, transparent, and consistent pricing policy across all transactions. Simultaneously, thoroughly checking contract terms and maintaining transparency with customers will help minimize the risk of violations and disputes related to selling prices.

In addition, some Circulars and Decisions newly issued or amended by the Ministry of Education and Training may pose risks to the Company, especially when these regulations relate to school equipment standards, product quality requirements, or adjustments in the curriculum. Delays in updating or failure to comply promptly with new regulations can lead to legal violations, seriously affecting the company's reputation and business operations. The most recently updated circulars include:

- Circular 26/2023/TT-BGDĐT, effective from February 12, 2024, amends and supplements several regulations in the Minimum List of Teaching Equipment issued with Circular No. 37/2021/TT-BGDĐT.
- The Ministry of Education and Training will appraise the final sets of textbooks for grades 5, 9, and 12 in 2024. By 2025, the replacement of textbooks according to the

2018 general education program will be completed. 2025 is the first year teachers are allowed to choose textbooks according to Circular No. 27/2023/TT-BGDĐT dated December 28, 2023, of the Ministry of Education and Training, which regulates the selection of textbooks in general education institutions.

Furthermore, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City is a public company currently listed on the Hanoi Stock Exchange; therefore, the Company is subject to regulations such as the Law on Enterprises, the Law on Securities, and related Decrees and Circulars. Currently, some amended and supplemented legal documents also affect Book and Educational Equipment Joint Stock Company of Ho Chi Minh City's operations, such as Law No. 56/2024/QH15 (issued on November 29, 2024, effective from January 01, 2025), which amends and supplements some articles of the Law on Securities, the Law on Accounting, the Law on Tax Administration, etc.; or Circular 68/2024/TT-BTC (issued on September 18, 2024, effective from November 02, 2024), which requires listed enterprises and large-scale public companies like Book and Educational Equipment Joint Stock Company of Ho Chi Minh City to publish periodic information in English starting from January 01, 2025.

With the specific expertise of the education sector, legal compliance and the establishment of a strict legal framework are always among the important management criteria of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City. Therefore, STC strictly complies with the law by proactively updating new legal documents, maintaining direct communication channels with educational management agencies, and developing flexible plans to quickly adapt to any changes.

6.3 Competitive Risks

In 2024, amidst the strong development of technology, especially the explosion of AI, the digital transformation of society is being strongly promoted. The increase in digital products is changing consumer trends, as printed products are gradually digitized and distributed through online platforms. Recognizing this trend, STC is building online sales channels, typically the sales channel on the Company's website, while expanding digital channels to support customers and improve the quality of customer consulting services. However, the rapid development of e-commerce platforms is affecting the Company's operations.

In addition, the prevalence of counterfeit, imitation, and pirated books at low prices, along with educational equipment suppliers implementing deep discounts to clear out inventory, makes the Company's products face many challenges in price competitiveness. The rampant counterfeiting and unauthorized production of books with content similar to textbooks on the market has directly impacted the Company's sales. Faced with this

situation, the Company is always aware that it is a reputable supplier of educational equipment in the market, ready to provide standard, copyrighted products at reasonable prices, contributing to pushing back against illegal and copyright-infringing products.

To enhance competitiveness, the Company promotes the application of technology in management to better meet customer needs. At the same time, the Company signs a memorandum of understanding with long-term suppliers to optimize input costs, thereby making product prices more competitive without affecting the Company's profit margins.

6.4 Price Risk

In 2024, the world witnessed many fluctuations, especially the increase in commodity prices. Factors such as global trade tensions, tariff policies, and the emergence of bilateral trade agreements instead of multilateral trends have contributed to rising prices and the potential risk of inflation in the future.

The Company operates mainly in the field of manufacturing and supplying school equipment, teaching aids, etc. Therefore, the Company's input material costs account for a large proportion. Currently, the Company mainly purchases raw materials and goods from domestic suppliers to serve production and business activities, so any fluctuations in the price of raw materials such as iron, sheet metal, stainless steel, aluminum, plastic, wood, etc., directly affect the Company's business results.

Recognizing the risks related to price, the Company has adopted a strategy of signing contracts with traditional suppliers, while diversifying partners and supply sources for the production process to optimize the supply chain. These measures help the Company mitigate raw material price risks and maintain stability in the Company's production and business activities.

6.5 Inventory Risk

One of the biggest risks is a change in the education authority's policies or curriculum. When new regulations are issued, teaching equipment requirements may change, making existing products obsolete or unsuitable, leading to inventory stagnation.

Inaccurate market assessment and demand forecasting are also common causes of inventory. If the Company produces too many products without relying on actual data or market trends, excess inventory will occupy capital, increase storage costs, and reduce financial efficiency. In particular, products related to technology or specialized equipment often have short lifecycles and are easily outdated quickly, causing significant losses when not consumed in a timely manner.

Storage and preservation costs are also a burden, especially for bulky equipment or equipment requiring special storage conditions such as moisture-proof and dust-proof.

The Company's inventory risk is also directly affected by policy changes, circulars, etc., of the Ministry of Education and Training. These changes contribute to improving the education equipment industry, but also cause difficulties for the Company, specifically, inventory will become outdated and obsolete. The Company must assess and make provisions, increasing costs and reducing profits.

To mitigate inventories risk, STC focuses on directing and building an effective inventory management strategy, including applying accurate demand forecasting tools, optimizing the made-to-order production process, and maintaining close relationships with customers to capture market trends. Simultaneously, diversifying products and flexibly adjusting production lines also help the Company better adapt to changes from the external environment.

6.6 Exchange Rate Risk

In 2024, the USD/VND exchange rate witnessed notable developments, increasing by more than 7% at some points. However, thanks to the flexible and timely management of the State Bank of Vietnam (SBV), the exchange rate gradually cooled down and closed the year at a 5.03% increase compared to the end of the previous year. The SBV implemented monetary policy appropriately, effectively combining tools to minimize the impact of external shocks. As a result, the foreign exchange market was maintained stably, with smooth liquidity and fully meeting the foreign currency needs of the economy. Notably, the exchange rate demonstrated flexibility by fluctuating in both upward and downward directions, accurately reflecting market developments in each period.

The Company is currently focusing on exploiting the domestic market as the core of its business activities, with foreign currency transactions only occurring when importing equipment and raw materials. However, due to the very limited volume and frequency of foreign currency transactions, the risk from exchange rate fluctuations is effectively controlled, ensuring the Company's financial operations are always stable and sustainable.

The amount recorded in the books of the Company's foreign currency financial assets as of December 31, 2024, is 324.62 USD.

6.7 Credit Risk

Credit risk that the Company may encounter includes the possibility of customers not paying on time or not being able to pay due debts, leading to financial losses for the Company. This is especially serious when the Company relies heavily on large contracts from schools, public educational institutions, or government partners, which often have

slow or delayed payment processes due to limited budgets. In addition, if STC applies an expansive credit policy to increase sales, credit risk may increase if the financial capacity of customers is not strictly controlled before granting credit.

To manage credit risk, the Company applies the following measures: (1) Establishing a clear credit policy and carefully assessing customers' ability to pay; (2) Diversifying the customer portfolio to reduce dependence on key customers; (3) Applying flexible payment terms such as deposits or phased payments; (4) Using credit insurance to prevent bad debts; and (5) Closely monitoring receivables to detect risks early.

6.8 Other Risks

Besides the above risks, the Company also faces force majeure risks such as epidemics, natural disasters, and environmental factors, which can disrupt business operations. For example, epidemics can halt production and transportation of goods, while natural disasters such as floods, storms, or fires can destroy facilities, warehouses, and inventories. In addition, the issue of preserving goods, especially educational equipment that requires strict storage conditions (such as moisture-proof, shock-proof), also poses a risk of damage and reduced product quality. These factors not only affect operating costs but also slow down delivery progress, causing loss of customer trust and revenue loss.

To minimize the impact, the Company developed contingency plans, invested in preservation systems, implemented provisions, and purchased insurance for assets and goods to ensure resilience in the event of incidents.

II. Operational Status in 2024

1. Production and Business Activities

Income Statement 2024

Unit: Million VND

Indicator - Consolidated	FY 2024	FY 2023	% FY 2024 / FY 2023
Net revenue	490,317	503,307	97.42%
Costs of goods sold	399,949	409,382	97.70%
Operating profit	16,082	15,919	101.02%
Profit before tax	17,001	17,740	95.84%
Profit after tax	14,862	15,478	96.02%

In 2024, the economic situation showed signs of improvement; according to data from the General Statistics Office, GDP growth reached 7.09%, while retail consumption increased by 9%, meeting the target set by the National Assembly. These positive figures reflect the recovery of purchasing power in the economy, creating favorable conditions for industries benefiting from increased consumer demand.

For Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, a significant recovery was only recorded in Q4 2024, while the first three quarters remained under pressure due to decreased shopping demand and falling product prices, leading to a decline in revenue and after-tax profit compared to the same period last year. Specifically, net revenue slightly decreased, reaching 97.42% compared to the same period, equivalent to a decrease of 12,990 million VND. This decrease mainly stemmed from revenue from educational equipment, down 12,602 million VND, corresponding to a 6.43% decrease compared to the same period.

In 2024, thanks to a flexible strategy in corporate cost management and promoting digital transformation to optimize costs, the Company significantly reduced corporate management expenses for three consecutive years. In 2024 alone, those expenses decreased by 1,976 million VND, equivalent to 5.05% compared to the same period, mainly from salary expenses and other expenses, contributing to improved operating profit. However, accounting profit before tax and profit after tax in 2024 only reached 95.84% and 96.02% compared to the same period last year, corresponding to 17,001 million VND and 14,862 million VND, respectively.

Besides, other income in 2024 was also significantly lower than the previous year due to stricter inventory management, leading to fewer discrepancies to be handled, causing income from inventory discrepancy handling to decrease significantly. This also affected the Company's profit pre-tax and after-tax results.

Overall, the Company's business activities in 2024 remained stable in the context of complex economic developments, thanks to the effectiveness of the management strategy implemented by the Company's Board of Management.

Revenue Structure of revenue from sales and service provision in 2024

Indicator - Consolidated	Year 2024		Year 2023		% 2024/2023
	Value (Million VND)	Percentage (%)	Value (Million VND)	Percentage (%)	
Sales of books and printed products	274,031	55.84%	274,496	54.44%	99.83%
Sales of educational equipment	183,366	37.37%	195,968	38.87%	93.57%
Revenue from teaching activities	30,791	6.27%	31,275	6.20%	98.45%
Other revenue	2,549	0.52%	2,470	0.49%	103.20%
Total	490,737	100%	504,209	100%	97.33%

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City maintained a stable revenue structure year over year, with the 2024 revenue structure similar to 2023. Sales of books and print products continued to account for the largest proportion, reaching 55.84% of the sales and service revenue structure, slightly increasing by 1.4% compared to the same period, corresponding to 274,031 million VND, reaching 99.83% compared to 2023. Last year, despite the market decline in demand, this business segment maintained stability. However, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City's product discount policy during the year to stimulate consumption affected book and print product sales revenue.

The second largest proportion in the revenue structure is sales from educational equipment. During the year, demand for purchasing and installing educational equipment continued to decline, along with fierce competition in selling prices, leading to a significant decrease in revenue from this activity, reaching only 183,366 million VND, accounting for 37.37% of the revenue structure and decreasing by 6.43% compared to the same period.

For the Company's revenue from teaching activities remained stable, with revenue reaching 30,790 million VND, accounting for 6.27% of total revenue. Although slightly decreased compared to 2023 (equal to 98.45% over the same period), in general, this business segment is still well maintained. Besides, other revenue reached 2,549 million VND, accounting for 0.52% of total sales and service revenue, an increase of 3.2% compared to 2023.

Overall, consolidated revenue from sales and services provision in 2024 reached 490,737 million VND, down 2.67% compared to 2023 (equal to 97.33% over the same period). Although sales from books and printed products remained stable, the significant decline in the sales of educational equipment segment directly affected the Company's net revenue. In the context of market fluctuations, the Board of Management continues to optimize business strategies, enhance competitiveness and seek solutions to stabilize revenue in the coming years.

2. Organization and Personnel

List of General Directors (As of December 31, 2024)

No.	Member	Position	Number of shares owned (*)	Percentage (%)	Note
1	Mr. Tu Trung Dan	General Director – Member of the Board of Directors	375,190	6.62%	Bachelor of Physics, appointed on 2020-06-30
2	Mr. Phan Xuan Hien	Deputy General Director	70	0.00%	Bachelor of Chemistry, appointed on 2020-06-30
3	Ms. Do Thi Thanh Binh	Deputy General Director	3,320	0.05%	Bachelor of Business Administration, appointed on 2020-06-30

No.	Member	Position	Number of shares owned (*)	Percentage (%)	Note
4	Mr. Mai Tan Phat	Deputy General Director	-	-	Mechanical Engineer, appointed on 2023-08-01
5	Ms. Huynh Thi Bich Hanh	Chief Accountant - Person in charge of company administration	-	-	Bachelor of Economics, appointed on 2020-06-30

(*) Based on the list of shareholders as of March 17, 2025

2.1 Resume of the Board of General Directors

❖ Mr. Tu Trung Dan – Board of Directors’ members and General Director

Year of birth: 1975

Place of Origin: Tay Ninh.

Nationality: Vietnam

Qualification: Bachelor of Physics.

Position at other organizations: None.

The current number of shares held is 375,190 shares, corresponding to 6.62% of the charter capital.

Work experience:

Time	Position
1997 - 2004	Equipment Department Staff - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2004 - 2006	Deputy Head of Planning – Professional Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2006 - 2008	Deputy Head of Retail Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City

Time	Position
2008 - 2014-02	Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2014-03 - 2016-11	Deputy General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2016-11 - present	General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2020-06 - present	Board of Directors' members cum General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City

❖ **Mr. Phan Xuan Hien – Deputy General Director**

Year of birth: 1961

Place of Origin: Quang Binh.

Nationality: Vietnam

Qualification: Metallurgical Engineer.

Current Position at other organizations: None.

The current number of shares held is 70 shares, corresponding to 0.001% of the charter capital.

Work experience:

Time	Position
1987-04 - 1990-06	Officer at Center for Analysis and Experimentation
1990-07 - 1992-09	Staff - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
1992-10 - 1995-03	Deputy Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
1995-04 - 1997-03	Internship at Asia University – Japan
1997-04 - 1997-05	Staff - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
1997-06 - 2006-06	Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City

Time	Position
2006-07 - 2008-02	Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2018-04 - 2020-06	Board of Directors' members cum Deputy General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2008-03-present	Deputy General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City

❖ **Ms. Do Thi Thanh Binh – Deputy General Director**

Year of birth: 1970

Place of Origin: Hanoi

Nationality: Vietnam

Qualification: Bachelor of Business Administration.

Current Position at other organizations: Board of Directors' members and Director of An Dong Education Joint Stock Company.

The current number of shares held is 3,320, corresponding to 0.05% of the charter capital.

Work experience:

Time	Position
1991-07 - 2001-09	Staff - Book and Educational Equipment Company of Can Tho City
2001-10 - 2006-06	Staff - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2006-06 - 2009-02	Staff - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2009-03 - 2014-03	Deputy Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2014-04 - 2018-09	Head of Equipment Department - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2018-10 - present	Deputy General Director - Book and Educational equipment Joint Stock Company of Ho Chi Minh City

❖ **Mr. Mai Tan Phat – Deputy General Director**

Year of birth: 1982

Place of Origin: Ho Chi Minh City

Nationality: Vietnam

Qualification: Mechanical Engineer.

Current Position at other organizations: None.

Current number of shares held: None.

Work experience:

Time	Position
2009-07 - 2014	Staff - School Equipment Enterprise - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2014 - 2018	Deputy Director of School Equipment Enterprise - Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2018 - 2023-07-31	Head of Equipment Department, Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2023-08-01 - present	Deputy General Director, Book and Educational equipment Joint Stock Company of Ho Chi Minh City

❖ **Ms. Huynh Thi Bich Hanh – Chief Accountant and Person in charge of corporate governance**

Year of birth: 1980

Place of Origin: Binh Dinh

Nationality: Vietnam

Qualification: Bachelor of Economics.

Current Position at other organizations: Member of the Board of Directors of An Dong Education Joint Stock Company.

Current number of shares held: None.

Work experience:

Time	Position - Workplace
2003-08 - 2008-02	Staff, Finance and Accounting Department, Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2008-03 - 2015-01	Deputy Head of Finance and Accounting Department, Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2015-02 - present	Chief Accountant, Book and Educational equipment Joint Stock Company of Ho Chi Minh City
2020-06 - 2022-05-31	Member of the Board of Directors cum Chief Accountant, Book and Educational equipment Joint Stock Company of Ho Chi Minh City

2.2 Management Board changes in 2024: None

2.3 Number of officials and employees

No.	Indicator	Year 2024		Year 2023	
		Value	Proportion (%)	Value	Proportion (%)
I	By labor qualification	217	100.00%	225	100.00%
1	University and above degree	47	21.66%	49	21.78%
2	College, professional secondary school degree	44	20.28%	46	20.44%
3	Other qualifications	126	58.06%	130	57.78%
II	By gender	217	100.00%	225	100.00%
1	Male	138	63.59%	143	63.56%
2	Female	79	36.41%	82	36.44%
III	By labor contract term	217	100.00%	225	100.00%

No.	Indicator	Year 2024		Year 2023	
		Value	Proportion (%)	Value	Proportion (%)
1	Short-term contract under 1 year	0	0.00%	0	0.00%
2	contract with a term from 1 to 3 years	26	11.98%	51	22.67%
3	Indefinite term contract	191	88.02%	174	77,33%

Average income of employees

Indicator	Year 2020	Year 2021	Year 2022	Year 2023	Year 2024
Total number of employees (people)	258	266	260	225	217
Average income (million VND/person/month)	15.666	17.647	19.808	21.226	20.712

2.4 Human Resources Policy

About Recruitment

Recruitment activities are the foundation for the stability of the Company's core business activities. Therefore, researching and building appropriate human resource policies is an indispensable factor in the sustainable development process of the Company, specifically for each position and each assigned task. Applying the principles of Equality – Objectivity – Transparency recruitment, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City cares about employees who not only have qualifications and capacity but also enthusiasm for work. All selection criteria are objectively evaluated and officially announced on the Company's homepage. Not stopping there, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City clearly recognizes that cultivating people requires dedication, so in addition to the experienced personnel group, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City expands its access to excellent students, ready to foster and train to become core resources for the future.

Recruitment Criteria:

- Clear recruitment process (posting, interviewing, competency testing).
- Recruitment criteria based on skills, experience, and work attitude.
- Policy of non-discrimination based on gender, age, religion, or ethnicity.

About Training

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City clearly recognizes that people are the core resource in the production and business process. The Company always enhances its talent development program, in line with trends and cultivates ethics alongside qualifications. The Company is willing to provide learning materials to support employees' self-training and capacity development. In addition, the company organizes professional training courses, specifically for each group, department, and individual functional unit, to focus on specialization and optimize production activities.

Objectives of the training policy:

- Improve employee capacity: Training aims to equip employees with the necessary knowledge and skills to complete tasks effectively.
- Long-term human resource development: Prepare a succession team and build a career path for employees.
- Enhance engagement: Employees who feel invested in and have opportunities for development will stay with the company longer.
- Adapt to change: Help employees update new trends, new technologies, or improved workflows.

Types of training:

- Orientation training: Applicable to new employees joining the company.
- Professional skills training: Focuses on improving knowledge and skills directly related to the job.
- Soft skills training: Develops non-technical skills that are essential in the workplace (communication, teamwork, etc.)
- Training according to specific needs: Designed specifically for each department or specific project.

Through methodical training programs and sustainable human resource development strategies, the Company creates conditions for employees to constantly improve their skills and contribute effectively to the overall success of the organization.

Working environment

A good working environment is not only a foundation for developing individual capacity but also a key factor in the success of the organization. Here, every employee is respected

and has the opportunity to contribute ideas, thereby building an open, united, and creative working culture.

The Company emphasizes work-life balance for its employees through flexible policies such as flexible working hours and reasonable leave policies, organizing annual vacations for employees to create bonds and rejuvenate the workforce. In addition, the work environment is fully equipped with modern facilities, ensuring safety and comfort, helping employees focus on their tasks.

Notably, the Company regularly organizes training courses, professional seminars, and internal bonding activities to enhance skills, promote a learning spirit, and create a sense of long-term commitment. Thanks to these efforts, the working environment at the Company not only attracts talent but also nurtures passion, enthusiasm, and commitment from the staff.

Salary, Bonus

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City always focuses on building a compensation policy suitable to the capacity and general conditions of the market, in order to attract, retain talent and create development motivation for the staff.

The Company not only focuses on competitive salaries but also builds a comprehensive benefits system, including health insurance, flexible leave policies, and performance-based bonuses. At the same time, the Company regularly organizes training courses to improve skills, creating clear promotion opportunities so that each individual can develop a long-term career.

The working environment at the Company is also focused on building a culture of respect, solidarity, and creativity, helping employees feel connected and proud to contribute to the overall development. Thanks to these efforts, the Company is not only an ideal workplace but also a reliable partner in the field of education and school equipment.

The Company applies a salary scale in accordance with Decree 38/2022/ND-CP on minimum wage regulations for employees working under labor contracts. Besides taking care of and ensuring stable income for employees, STC also establishes a leave policy according to the Labor Law such as holidays, Tet and 13th-month salary; bonuses for achieving good revenue results in the year, etc.

3. Investment situation, implementation of projects

Investment in other units (Unit: million VND)

Item	2024-12-31		2024-01-01	
	Original price	Provision	Original price	Provision
Gia Dinh Education Publishing Service Joint Stock Company	490	0	490	0

Company's subsidiaries financial status

An Dong Education Joint Stock Company

Unit: million VND

No.	Indicator	FY 2023	FY 2024	% FY 2024 / FY 2023
1	Total assets	9,085	9,548	105.10%
2	Net revenue	31,352	31,145	99.34%
3	Costs of goods sold	21,878	21,559	98.54%
4	Financial activities revenue	219	117	53.42%
5	Financial expenses, selling expenses, business management expenses	8,658	8,926	103.10%
6	Profit from business activities	1,034	776	75.05%
7	Other profit	365	598	163.84%
8	Profit before tax	1,400	1,374	98.14%
9	Profit after tax	1,192	1,157	97.06%

4. Financial situation

Unit: million VND

Consolidated Indicator	FY 2024	FY 2023	% FY 2024 / FY 2023
Total assets	214,531	208,693	102.80%
Net revenue of sales and service provision	490,317	503,307	97.42%
Costs of goods sold	399,949	409,382	97.70%
Operating profit	16,082	15,919	101.02%

Consolidated Indicator	FY 2024	FY 2023	% FY 2024 / FY 2023
Profit before tax	17,001	17,739	95.84%
Profit after tax	14,862	15,478	96.02%

Key financial indicators

Indicator	Unit	2024	2023	2022
Liquidity indicators				
Current ratio	Times	2.30	2.33	1.96
Quick ratio	Times	1.38	1.18	1.04
Capital structure indicators				
Debt to Total Assets Ratio	%	35.39	34.69	41.55
Debt to Owners's equity Ratio	%	54.78	53.11	71.08
Operating capacity indicators				
Inventory turnover	Times	5.25	4.80	4.64
Total asset turnover	Times	2.32	2.31	2.19
Profitability indicators				
Percentage of Earnings After Tax/Net Revenue (ROS)	%	3.03	3.08	3.34
Percentage of Earnings After Tax/Equity (ROE)	%	10.81	11.47	13.01
Percentage of Earnings After Tax/Total asset (ROA)	%	7.02	7.08	7.30
Percentage of Operating Profit/Net Revenue	%	3.28	3.16	3.55

Liquidity ratios

In 2024, the Company's liquidity ratios remained stable. The current ratio did not change significantly, while the quick ratio improved compared to the same period, reaching 2.30 times and 1.38 times, respectively. Considering the Company's balance sheet as of 2024/12/31, current assets increased from 168,436 million VND to 174,593 million VND, corresponding to a 3.66% increase over the same period. This increase mainly came from cash and cash equivalents, while inventories recorded a decrease. The reason for the decrease in inventories is that 2024 marked the completion of the first cycle of implementing the 2018 General Education Program for three levels of education synchronously across the country, the list of textbooks from grades 1 to 12 has completed the appraisal and approval, so the Company does not stockpile inventories at a high level.

Besides, as well as equipment manufactured according to the old circular, prices were also reduced to release inventories, to avoid damage and product obsolescence.

However, the Company's current liabilities increased faster than the increase in current assets during the period, with a slight growth rate. Specifically, current liabilities reached 75,925 million VND, corresponding to a 4.99% increase compared to the same period. In which, the short-term trade payables accounts for the largest proportion, reaching 30,804 million VND, accounting for 40.57% of Total current liabilities and a sharp increase of 25.38% over the same period. This payable is mainly debt to suppliers of equipment and teaching tools such as DV XNK Thuan Phat One Member, TGO Software Co., Ltd,...

Overall, the Company's short-term liquidity situation is still assessed as safe, with a high ability to pay liabilities thanks to large current assets. Although current liabilities have increased, by maintaining a reasonable liquidity level and good inventory control, the Company ensures its ability to pay and does not face significant financial pressure.

Capital structure indicators

STC's liabilities slightly increased, reaching 75,925 million VND in 2024. The liabilities structure includes 100% current liabilities, mainly accounted for by short-term trade payable of 30,804 million VND and payables to employees of 22,516 million VND, respectively 40.57% and 29.65% of total current liabilities. The Company had no short-term loans and finance leases liabilities as of December 31, 2024. However, there was a recorded increase from Vietcombank Binh Tay Branch of 31,455 million VND and VietinBank Branch 5 of 18,176 million VND during the period, both of those were fully repaid within the year and before December 31, 2024.

The debt-to-total-assets ratio is stable, at 35.39%, up 0.7% over the same period, reflecting a healthy and stable capital structure. This ratio shows that STC does not rely too much on debt to finance its business activities, helping to minimize financial risks and ensure good solvency. Also, in case of need, STC can take advantage of investment opportunities or expand its scale.

STC's debt-to-equity ratio in 2024 recorded a slight increase of 1.66%, reaching 54.78%, reflecting the stability in STC's capital structure. This increase shows that the Company is using a small amount of debt to finance its business activities (mainly from short-term trade payables and payables to employees), but it is still within a safe threshold and does not cause great pressure on financial risks. To ensure long-term stability, the business needs to continue to closely monitor the use of debt and consider optimizing the capital structure.

Operating capacity indicators

STC's inventories decreased in 2024, with a value of 69,635 million VND, a decrease of 13,170 million VND, of which goods recorded the largest decrease of 10,563 million VND, as well as accounting for the largest proportion in the inventories account of 67.16%.

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City reduced inventories in the context of regulations on the issuance and minimum list of teaching equipment according to the 2018 General Education Program being implemented and gradually improved.

The Company's total assets as of December 31, 2024 were 214,532 million VND, an increase of 5,838 million VND compared to the beginning of the period. Current assets accounted for a large proportion of 81.39%. In which, cash and cash equivalents recorded 49,920 million VND, a sharp increase compared to the same period, equivalent to a 40% increase, offsetting the decrease in inventories, leading to an overall increase in total assets.

The inventory turnover ratio improved in 2024, from 4.80 times to 5.25 times. This demonstrates superior efficiency in inventory management and optimization. This increase reflects faster sales, minimizing stagnant capital in inventory, while saving storage costs and limiting the risk of obsolete goods.

The total asset turnover ratio did not fluctuate significantly, recording 2.32 times in 2024. This indicates that asset utilization efficiency remained stable. Although there was no significant improvement, this figure still reflects the reasonable management and exploitation of assets to generate revenue. This means that the business is operating efficiently within its existing resources; however, it needs to focus on further investment or optimization to increase asset utilization and promote future growth.

Profitability indicators

In 2024, the Company's profitability continued its downward trend, although the annual decrease was not too large. This decline mainly stems from intense price competition in the market, especially in the field of educational equipment production and trading. Businesses in the industry simultaneously adjusted their discount policies to maintain business operations and reduce inventory costs, especially for equipment manufactured according to old circulars (Circular 05/2019/BGDĐT, Circular 43/2020/TT-BGDĐT, Circular 44/2020/TT-BGDĐT). This has created significant challenges for the Company's business operations.

Business results recorded a slight decrease, with profit after tax reaching 14,862 million VND, down 2.67% compared to 15,478 million VND in the previous year. Consequently, the Company's profitability ratios all decreased, specifically ROS, ROE, and ROA reached 3.03%, 10.81%, and 7.02%, respectively.

Although profitability indicators declined, the Board of Management and all employees made efforts to implement plans according to the direction of the General Meeting of Shareholders, ensuring stable production and business activities. In the coming time, the Company will continue to enhance its competitiveness, optimize operational efficiency, and control costs to maintain financial stability, improve profitability, and achieve the strategic goals set by the General Meeting of Shareholders.

5. Shareholder structure, changes in owner's investment capital

❖ Stock Information

- Company Stock Name: Shares of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.
- Stock Code: STC
- Independent Audit: AAC Auditing and Accounting Company Limited
- Total issued shares: 5,665,530 shares, of which:
 - + Number of outstanding shares: 5,665,530 shares
 - + Number of treasury shares: 0 shares
- Share Type: Common shares
- Par value: 10,000 VND/share
- Other securities: None

❖ Shareholder Structure

Based on the list of shareholders as of March 17, 2025

No.	Shareholder type	Number of shareholders	Number of shares	Value (VND)	Percentage of ownership
I	State shareholders	1	2,976,768	29,767,680,000	52.54%
II	Other major shareholders	1	375,190	3,751,900,000	6.62%
1	Domestic	1	375,190	3,751,900,000	6.62%
2	Foreign	-	-	-	-
III	Other shareholders	562	2,313,572	23,135,720,000	40.84%

No.	Shareholder type	Number of shareholders	Number of shares	Value (VND)	Percentage of ownership
1	Domestic	549	2,189,282	21,892,820,000	38.64%
	Individual	541	2,166,532	21,665,320,000	38.24%
	Organization	8	22,750	227,500,000	0.40%
2	Foreign	13	124,290	1,242,900,000	2.19%
	Individual	9	103,190	1,031,900,000	1.82%
	Organization	4	21,100	211,000,000	0.37%
Total (I+II+III)		564	5,665,530	56,655,300,000	100.00%

❖ Capital Increase Report

Time	Increased charter capital (VND)	Charter capital after increase/decrease (VND)	Form of capital increase/decrease
2008-03-07	27,855,300,000	56,655,300,000	Offering 2,588,330 shares to existing shareholders Offering 59,000 shares to strategic partners. Offering 138,200 shares to employees.

In 2024, the Company did not increase/decrease its charter capital.

❖ **Treasury Stock Transactions:** During the year, the Company did not conduct any treasury stock transactions.

❖ **Foreign Ownership Percentage:** Based on document No. 1141/UBCK - PTTT dated March 9, 2022, of the State Securities Commission regarding the notification of the maximum foreign ownership percentage of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City, the maximum foreign ownership Percentage of STC is 0%.

❖ List of major shareholders

Based on the list of shareholders as of March 17, 2025

No.	Name	Address	Number of shares	Percentage of ownership/Charter capital (%)
1	Vietnam Education Publishing House Limited Company	81 Tran Hung Dao, Hoan Kiem, Hanoi	2,976,768	52.54%
2	Tu Trung Dan	541/48 Su Van Hanh, Ward 13, District 10, Ho Chi Minh City	375,190	6.62%

III. Report and assessment of the Board of General Directors

1. Assessment of production and business performance results

No.	Indicators – Parent Company	PL 2024	FY 2024	% FY 2024/ PL 2024
1	Revenue, income (million VND)	463,000	467,158	100.90%
2	Profit before tax (million VND)	16,000	16,013	100.08%
3	Dividends (%)	14	14 (*)	100%

(*) The Annual General Meeting of Shareholders 2025 will decide on this dividend level.

Under the direction of the Board of General Directors, with close monitoring, STC's 2024 business results have been completed and exceeded the set targets. Revenue recorded 467,158 million VND, reaching 100.90% of the plan, similarly, profit before tax recorded 16,013 million VND, reaching 100.08% of the plan. Regarding the dividend level to be paid to shareholders in 2024, the Company has finalized the list of shareholders to advance the 2024 dividend at 14% as planned and approved by the 2024 Annual General Meeting of Shareholders, demonstrating the seriousness in the Board of General Directors' commitment to the set business objectives.

Although business results showed positive signs during the year and achieved the set targets, the situation remains difficult as both Net revenue from sales of goods and service provision, and Profit before tax slightly decreased compared to the same period. Respectively, net revenue decreased by 3.43% and profit before tax decreased by 6.32% compared to the same period. A detailed analysis shows that revenue from the educational equipment segment declined the most in the sales and service revenue structure, recording 183,366 million VND, accounting for 37.37%, a decrease of 6.43% compared to the same period, equivalent to a decrease of 12,602 million VND. Meanwhile, revenue from the book and print product sales segment did not change significantly, the reason being that market demand fluctuated little, with revenue from book and print product sales recorded at 274,031 million VND, accounting for 55.84% of the sales and service revenue structure, a decrease of 0.23% compared to the same period.

The reason for the decrease in sales of educational equipment is due to the trend of purchasing high-tech teaching products and competition in selling prices, as well as the continued slowdown in purchasing demand from educational institutions in 2024, leading to the general difficulties of the educational equipment segment in the market in general and at STC in particular.

1.1 Advantages

Close direction from the Company's Board of Directors and the attention and support of the Vietnam Education Publishing House in the distribution of books and educational equipment.

The recovery of purchasing power in the economy was more pronounced in the last three months of the year, as shopping demand increased thanks to holidays and increased consumer spending.

With the advantage of available facilities and human resources, the Company has completed sample products of equipment from grades 1 to 12 according to Circulars 37, 38, and 39/2021/TT-BGDĐT to promptly put into production and supply to the market.

The Company has proactively applied digital transformation to its operating processes, helping to optimize work efficiency and enhance competitiveness in the market. At the same time, cost management is carried out scientifically and effectively, ensuring that resources are allocated reasonably.

The Company strictly controls inventory, ensuring good management of product quantity and quality.

The Company's products carry a prestigious brand, with good product quality and after-sales service, and are trusted in the nationwide market.

1.2 Difficulties

The trend of purchasing high-tech products for teaching is having a significant impact on the traditional educational book and equipment market. As more and more educational institutions switch to using digital equipment and materials, the demand for printed books and some traditional equipment is gradually decreasing.

Alongside this, the demand for equipment procurement from educational institutions is also showing signs of stagnation. Many schools and training organizations prioritize using existing resources or seeking more cost-effective solutions. This requires suppliers to be creative in offering suitable solutions.

The socio-economic situation in recent years has faced many difficulties and complex developments. Although the government has implemented policies to stimulate demand, purchasing power remains very low, and consumers are tightening their spending.

The situation of pirated books continues, and the scale and complexity are increasing, with counterfeit products becoming more sophisticated, making it difficult for consumers to distinguish. Therefore, it somewhat affects the company's consumption of this product.

2. Financial Situation

2.1 Asset Situation

Unit: VND million

Indicators – Consolidated	2024-12-31	Percentage in 2024	2023-12-31	Percentage in 2023	% 2024/ 2023
Current asset	174,593	81.38%	168,436	80.71%	103.66%
Long-term asset	39,939	18.62%	40,258	19.29%	99.21%
Total asset	214,532	100.00%	208,693	100%	102.80%

The Company's total assets as of December 31, 2024, were 214,532 million VND, an increase of 5,839 million VND compared to the beginning of the period. Current assets accounted for the majority, with 81.38%.

Within current assets, cash and cash equivalents recorded 49,920 million VND, accounting for 28.59%. The Company's cash and cash equivalents increased significantly compared to the same period, with a 40% increase, which is the main reason for the overall increase in total assets. High cash holding activities allow the Company to seize business opportunities during peak seasons that require increased inventory and payment of business expenses.

Meanwhile, inventory as of December 31, 2024, recorded a decrease compared to the beginning of the period, reaching 69,635 million VND, accounting for 39.88%. Inventories decreased by 13,170 million VND compared to the beginning of the period, of which finished goods recorded the largest decrease of 10,563 million VND. STC reduced inventories in the context of regulations on publishing and the minimum list of teaching equipment according to the General Education Program 2018 being implemented and gradually improved. Liquidating old inventory and goods as soon as possible will help the Company proactively change its product portfolio to meet market demands based on regulations on educational equipment as soon as possible. Limiting inventory losses and expanding business opportunities.

The Company's long-term assets are stable, recording 39,939 million VND, accounting for 18.62%. The structure of long-term assets mainly comes from fixed assets and other long-term assets. Respectively as follows:

Fixed assets recorded 28,365 million VND, a decrease of 1,809 million VND compared to 2023; however, the original cost of fixed assets in 2024 recorded an increase. The Company purchased and invested in additional fixed assets during the year, including means of transport, management equipment and construction materials, totaling 1,408 million VND recorded in the period. These assets are expected to be put into use immediately and will

be depreciated in accordance with current regulations, ensuring long-term use efficiency as well as optimizing operating costs. The original cost of intangible fixed assets has been fully depreciated at the time of reporting, however, it is still in good use. The company also has no plans to replace it in the short term.

STC's other long-term assets recorded 9,266 million VND, of which prepaid land tax costs at Song Than Industrial Park - Binh Duong accounted for the largest proportion with 65.42%. In general, the reasonable allocation of these costs helps optimize asset utilization efficiency while ensuring stable business operations in the long term and reflects methodical investment in facilities and operating resources, demonstrating the Company's sustainable financial strategy.

2.2 Accounts Payable

Unit: VND million

Indicators – Consolidated	2024-12-31	Percentage in 2024	2023-12-31	Percentage in 2023	% 2024/ 2023
Current liabilities	75,294	100.00%	72,316	99.89%	104.99%
Long-term liabilities	-	-	77	0.11%	-
Total liabilities	75,294	100.00%	72,393	72.393	104.88%

As of December 31, 2024, STC's accounts payable structure shows 100% current liabilities. This reflects the company's prudent financial management strategy, focusing on optimizing cash flow and meeting short-term working capital needs without the pressure of long-term liabilities. The current liabilities structure not only helps the company maintain stable liquidity but also ensures flexibility in business operations.

Considering the company's current liabilities structure, short-term trade payables account for the largest proportion, followed by payables to employees accounts, recording values of 30,804 million VND and 22,517 million VND, respectively. Utilizing short-term current liabilities, including short-term trade payables and payables to employees, offers several financial management benefits for STC. Primarily, it optimizes cash flow by delaying payments without immediate cash outlay. This is particularly useful when the company needs to retain capital for investment in other business activities or for contingencies. Short-term trade payables include companies such as DV XNK Thuan Phat One Member Co.,Ltd, and TGO Software Co.,LTD, etc.

Short-term loans and financial lease liabilities leasing as of December 31, 2024, is recorded at 0 (Zero). However, STC's borrowing activities were recorded throughout the business process. Specifically, the balance from Vietcombank Binh Tay Branch increased during the

period by 31,455 million VND and from VietinBank Branch 5 by 18,176 million VND. Both of these short-term loans matured within the year and before December 31, 2024. The company took out short-term bank loans during the year to supplement working capital for business operations due to the specific nature of the education equipment industry during peak seasons. Simultaneously, the company proactively completed the maturity of these loans within the same year, demonstrating effective cash flow management and commitment to timely payments. The use and handling of short-term loans not only help the company maintain stable liquidity but also reflect a flexible financial strategy, ensuring a balance between capital needs and payment capacity.

3. Improvements in organizational structure, policies, and management

To keep pace with development trends and increasing market demands, over the past year, the company has boldly implemented many breakthrough improvements in organizational structure, policies, and management processes. These steps not only help improve operational efficiency but also demonstrate the company's commitment to building a sustainable future for the benefit of customers, partners, and society as a whole.

Policy improvements: Establishing a loyalty program for major partners such as publishers, local book companies, educational institutions, etc. Providing better after-sales service, such as supporting the repair or recycling of old educational equipment.

Management improvements: Building sustainable relationships with material suppliers, investing in warehouse management systems, implementing digital technology in document management and workflows. Seeking preferential capital sources (short-term loans, long-term loans) from banks or strategic partners for expansion investments.

Brand improvement: Focusing on promoting the company's image as a reputable unit in the field of book and educational equipment publishing, with a commitment to quality and outstanding service. Increasing online advertising through social networks and websites to reach more customers. Using videos or illustrations to introduce the production process and product quality.

Other tasks

- Successfully coordinated with the Equipment Board - Vietnam Education Publishing House to organize the Educational Equipment Training Conference 2024.
- Organized internal training courses on educational equipment to improve sales skills for sales staff and warehouse staff.

- Completed samples of Grade 5, 9, and 12 equipment products for production and supply to the market.
- Reviewed equipment products manufactured by the company, changed, and improved production plans to increase productivity, reduce product costs, and increase market competitiveness.
- Coordinated with focal units to effectively carry out the distribution of books and educational equipment for the 2024-2025 school year.
- Consolidated the company's management personnel.
- Equipped and supplemented the Fire Prevention and Fighting system at the facilities.
- Continued to improve the facilities at the company's premises.
- Developed production management software at the Educational Equipment Enterprise according to the Bravo 8-ERP version and upgraded the Accounting, Wholesale, and Retail Management subsystems to the Bravo 8-ERP version to be compatible with the Production Management subsystem and meet management needs.
- Besides production and business activities, the company also participates in other social and charitable activities.

Explanation of the Board of General Directors on audit opinions

AAC Auditing and Accounting Co., Ltd. audited the separate and consolidated financial statements 2024 for Book and Educational Equipment Joint Stock Company of Ho Chi Minh City and issued an unqualified opinion, so the Board of General Directors has no further explanation.

4. Future development plan

Business Plan 2025

No.	Indicators – Parent Company	Unit	FY 2024	PL 2025
1	Revenue, income	Million VND	467,158	450,000
2	Accounting profite before tax	Million VND	16,013	14,500
3	Dividend payment	%	14	14 (*)

(*) This plan will be presented at the Annual General Meeting of Shareholders 2025.

The world economic situation in 2025 is extremely complex, with many volatile factors creating risks for business operations. The domestic economy is expected to continue to be significantly affected by external factors, negatively impacting consumption, and competition in the educational equipment industry is increasingly fierce due to many units participating in book publishing and the production and supply of educational equipment in the market.

To realize future development goals, the Company will focus on the following key strategic solutions:

- Innovate technology and diversify products to meet the increasing demands of the education market, especially devices integrating modern technology such as digital learning software.
- Strengthen cooperation with strategic partners, including distribution focal units, local book companies, and educational institutions, to expand market share and enhance brand reputation.
- Invest in high-quality human resources through specialized training programs in technology, engineering, and management skills.
- Continue to review and improve the production process, making adjustments to perfect the company's products with the goal of increasing user utility and reducing product costs to increase competitiveness.
- Equip additional machinery and equipment to serve the company's production and business activities. Equip and supplement the Fire Prevention and Fighting system at the facilities.
- Review and arrange personnel; organize training courses on expertise and professional skills for company employees to serve well in their work.

IV. Report and assessment of the Board of Directors

1. The Board of Directors' assessment of the Company's operational aspects, including an evaluation related to environmental and social responsibility.

1.1 Business performance indicator assessment.

No.	Indicators – Parent Company	PL 2024 (million VND)	FY 2024 (million VND)	% FY 2024/ PL 2024
1	Revenue, Income	463,000	467,158	100.90%
2	Accountin profit before tax	16,000	16,013	100.08%
3	Dividends (%)	14	14% (*)	100%

(*) The 2025 Annual General Meeting of Shareholders will decide on this dividend level.

Reviewing the 2024 business plan and actual results, the Board of Directors acknowledges the efforts of the Company's Board of Management and all employees in striving to complete the assigned tasks. Accordingly, the parent Company's revenue and income reached 467,158 million VND, and profit before tax recorded 16,013 million VND, slightly exceeding the plan set by the General Meeting of Shareholders, reaching 100.90% and 100.08% of the 2024 plan, respectively.

With consecutive business results achieving the targets, the Company is more confident and strives in production, business, and teaching to serve the Company's business goals in 2025.

1.2 Assessment related to environmental indicators.

The Company always prioritizes sustainable development, with particular attention paid to environmental protection and preservation in its operating areas. Over the past year, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City has continuously strived to ensure occupational safety and hygiene, while strictly complying with environmental protection regulations, contributing to minimizing negative impacts on nature and the community. In addition to maintaining a green, clean, and beautiful landscape in the areas managed by the Company, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City also actively participates and takes the lead in environmental movements launched by local authorities, such as tree planting, garbage collection, and raising awareness about environmental protection.

1.3 Assessment related to labor issues.

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City always values its responsibility to employees and the community. The Company ensures timely

salary payments, avoids salary shortages or debts, and fully fulfills its obligations under the Labor Law.

Importantly, a reward policy is applied to recognize outstanding achievements and encourage productivity improvement. Collective activities are also regularly organized, contributing to enhancing solidarity and bonding among employees.

The Company also focuses on improving the professional qualifications and skills of its employees through training programs, seminars, and specialized courses. In particular, the Company always encourages the development of talented human resources by creating conditions for officials and employees to access learning and career advancement opportunities.

1.4 Assessment related to the Company's responsibility to the local community.

The Company is deeply aware that the sustainable development of the business is linked to its responsibility to the community. Therefore, in addition to business activities, the Company actively contributes to social security programs, supports education, and protects the environment. Through practical actions such as sponsoring scholarships, building local infrastructure, and participating in charitable movements, the Company wishes to join hands in building an increasingly developing community.

2. Assessment of the activities of the Board of General Directors.

The Board of General Directors closely monitored market developments, including domestic and international socio-economic situations, proposed research and implemented proactive measures against potential risks, difficulties, and challenges, to achieve the business plan 2024 targets approved by the General Meeting of Shareholders.

On that basis, the Board of General Directors's proposals to the Board of Directors were discussed and approved promptly, facilitating the Company's business operations under the Board of General Directors's management in the right direction and effectively.

The Board of General Directors has successfully fulfilled its role in managing the Company in accordance with the orientations of the General Meeting of Shareholders and the direction of the Board of Directors. The management and administration of the Board of General Directors have ensured compliance with legal regulations and the Company's internal management rules and regulations.

The Board of General Directors also ensures full and timely dividend payments to Shareholders; ensures social security and creates favorable conditions for the Company's employees.

The Board of General Directors fully participated in the Board of Directors' meetings when invited. Participated in directing and successfully organizing the 2024 Annual General Meeting of Shareholders on April 11, 2024.

Directed and successfully organized the Annual General Meeting of Shareholders 2024 on April 11, 2024.

With close supervision and objective assessment from the Board of Directors, the Board of General Directors's operations have been clearly oriented, ensuring transparency, efficiency, and alignment with the Company's long-term strategy. These efforts not only helped the Company overcome challenges in the past year but also affirmed its ability to achieve sustainable growth and development goals in the coming years.

3. Plans and orientations of the Board of Directors

2025 is forecast to have many economic and social fluctuations, especially external factors that will negatively impact the domestic market, along with fierce competition from units in the same industry. Based on the actual situation, the Board of Directors builds an operational plan for 2025 as follows:

Directing the Board of General Directors to develop plans and specific solutions to achieve the targets set by the General Meeting of Shareholders.

Implementing the 2025 business plan with the following planned targets:

- Revenue, income: 450,000 million VND.
- Profit before tax: 14,500 million VND.
- Dividends: 14%.

Organizing regular meetings and other meetings to discuss and issue guidelines and resolutions for the Board of General Directors, while effectively performing the supervisory function through reports on the Company's production and business results to grasp and promptly direct the implementation of resolutions of the General Meeting of Shareholders and the Board of Directors to achieve the highest efficiency.

Continuing to review, supplement, and adjust the Company's regulations, processes, and rules to suit the production and business situation and management requirements. Maintaining safe Company operations, limiting risks; safely and effectively managing shareholders' capital and maintaining full, accurate, and timely information disclosure according to law. Proactively disclosing other information related to the Company's operations.

V. Sustainable Development Report

1. Report on the Company's environmental and social impacts

1.1 Environmental impact

The Company takes the ESG sustainable development strategy as the core goal in its production and business activities, aiming towards a green and clean model. Besides, the Company always encourages employees to save resources such as electricity, water, etc., and optimize energy use. In addition, the Company prioritizes the use of modern machinery and equipment, reducing production costs and limiting waste of materials, while ensuring high-quality and consumer-friendly products.

1.2 Raw Material Resource Management

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City manages input material resources in the production of educational equipment such as desks and chairs, playing a key role in ensuring product quality and optimizing costs, helping to minimize negative impacts on the ecosystem and natural resources. At the same time, optimizing the material usage process, such as reducing excess in production or recycling scrap, contributes to reducing greenhouse gas emissions and waste discharged into the environment. Not only stopping at social responsibility, sustainable material management also enhances brand image, meets the increasingly popular green consumption trend, and contributes positively to the community's sustainable development goals.

STC's raw materials are mainly aluminum, stainless steel, wood, plastic, etc. These materials are not damaged in a short time and have low storage costs, however, harmful agents still exist such as mold and termites. The company builds warehouses and manages material resources, carries out the evaluation of input materials before putting them into use, ensures clear origin, has labels, selects reputable suppliers in the market, and offers suitable prices.

1.3 Energy Consumption

The company researches and applies regulations on power consumption during production operations, considering the reasonable use of electricity as an effective cost-saving solution for the company. Therefore, the company focuses on optimizing energy use and aims towards the long-term goal of reducing greenhouse gas emissions and reducing energy consumption per product unit, thereby contributing to promoting the trend of green and clean transition and sustainable development.

In addition, the company constantly innovates and invests in advanced technological solutions, replacing old equipment with more energy-efficient and modern equipment. Thanks to these solutions, STC has significantly reduced greenhouse gas emissions and

energy consumption, contributing to the national process of sustainable development and responding to climate change.

1.4 Water Consumption

Water is an essential resource, not only playing an important role in human life but also a core factor in production and business activities. Recognizing the importance of sustainable water management and use, STC has developed and implemented a water consumption management strategy, while strictly complying with legal regulations on water resource exploitation, use, and environmental protection.

The company is committed to actively implementing solutions to optimize water use, minimize environmental impacts, and ensure sustainable development. Besides, STC promotes communication and raises awareness about efficient water use among all officials and employees, contributing to protecting the community's shared water resources and aiming towards an environmentally friendly production model.

1.5 Compliance with Environmental Protection Laws

In production activities, the company always focuses on complying with legal regulations on environmental protection to ensure sustainable development and minimize negative impacts on the ecosystem. The company has strictly implemented requirements for waste treatment, emission control, and the use of environmentally qualified materials according to legal regulations. Besides, applying energy-saving measures, recycling scrap, and minimizing the use of toxic chemicals not only helps meet environmental standards but also demonstrates the company's social responsibility. Thanks to these efforts, the company not only avoids legal risks but also contributes to building a positive image in the eyes of customers and the community.

1.6 Report related to local community responsibility

Responsibility to the local community is one of the Company's top priorities, especially when considering the impact on the environment and society. STC is committed to contributing positively to the sustainable development of the community through activities such as supporting the improvement of educational infrastructure, sponsoring environmentally friendly teaching equipment, and organizing green skills training programs for local people. At the same time, the Company encourages the use of local raw materials, both minimizing emissions from transportation and creating stable income for households. These efforts not only help improve the quality of life of the community but also contribute to environmental protection, building a harmonious and sustainable society.

Practical activities STC has carried out such as:

- Visiting, giving gifts, supporting families in difficult circumstances

- Searching for and quickly providing financial support to poor studious students, helping them have the opportunity to go to school and adding hope to their lives.
- Sponsoring teaching and learning equipment for underprivileged schools, lacking teaching and learning equipment...

The Company's local support activities have been positively received by the community. Through practical contributions, the Company has contributed to helping difficult situations, motivating poor studious students, and building a better society.

1.7 Report related to green capital market activities according to the guidance of the SSC

Currently, the Company does not have any green capital market activities. However, the Company is very interested in monitoring information about this activity and will actively participate when there is specific guidance from the State Securities Commission.

1.8 Policy related to employees

The number of employees of the Company as of 2024/12/31 is: 217 people.

Income for employees in 2024 is: 20.712 million VND/person/month

Labor policy to ensure the health, safety and welfare of employees:

Employee income at the Company is built on the principle of fairness and commensurate with the capacity and contribution of each individual, ensuring that employees are not only fully cared for materially but also feel deeply cared for mentally. Besides the main income, employees also enjoy many attractive benefits such as gifts on holidays and Tet, annual vacations, specific allowances according to job positions, and performance bonuses.

The company has implemented many diverse internal training programs, from soft skills, specialized skills to leadership skills, to equip employees with the necessary tools to complete tasks well and develop their careers. The courses are designed methodically, meeting both current job requirements and aiming to enhance personal potential in the future. In addition, the Company also encourages employees to actively participate in external courses, specialized seminars or knowledge exchange forums, helping them access the latest trends and expand their professional network.

2. Report on the Company's environmental and social responsibility assessment

2.1 Assessment related to environmental indicators

Energy Consumption

Over the past year, the Book and Educational Equipment Joint Stock Company of Ho Chi Minh City has continuously strived to minimize energy consumption by implementing effective energy-saving solutions. STC actively encourages employees to practice energy

conservation in daily operations, such as turning off equipment when not in use, utilizing natural light, and optimizing air conditioning usage.

Notably, STC is researching and gradually transitioning to renewable energy sources, such as solar power, to mitigate environmental impact. These efforts not only reduce operating costs but also demonstrate STC's responsibility in protecting natural resources and contributing to a greener future for the community.

Compliance with Environmental Protection Laws

Compliance with environmental protection laws is always a top priority in STC's operations. STC is committed to strictly adhering to environmental regulations, from production to waste treatment, ensuring all activities meet the standards set by authorities.

In the past year, STC has implemented various specific measures, such as strictly controlling waste collection and recycling, as well as regularly monitoring environmental indicators for timely adjustments when necessary. In addition, STC actively collaborates with management agencies and social organizations to participate in local environmental protection programs, contributing to raising community awareness about the importance of natural resource conservation. These efforts not only affirm STC's environmental responsibility but also demonstrate its commitment to building a sustainable future for generations to come.

2.2 Assessment Related to Labor Issues

At STC, human resources are always considered the central element and the key to sustainable development. STC believes that a talented, enthusiastic, and professional workforce is the foundation of the company's core values and strength.

STC continuously invests in building a creative and professional work environment where each individual is respected, encouraged to develop, and given the opportunity to maximize their potential.

STC focuses on training, skills development, and improving the spiritual well-being of employees while building a corporate culture based on unity, cooperation, and sharing. By placing people at the heart of every strategy, STC aims not only to benefit customers and partners but also to contribute positively to the development of the community and society.

STC organizes annual health checkups for all employees to detect health issues early, provides an extended health insurance package, including accident insurance, and supports the cost of treatment for serious illnesses.

Fair salary, bonus, and benefits policies ensure competitive salaries commensurate with employee competence and contributions. A transparent reward system is built based on work performance and individual/team achievements.

2.3 Assessment Related to the Company's Responsibility to the Local Community

STC is always aware of its responsibility to the local community, not only through business activities but also through positive contributions to improve the quality of life in the area. STC has implemented many community support programs, such as sponsoring scholarships for disadvantaged students, organizing free vocational training sessions, and participating in environmental protection activities like tree planting and waste collection. Additionally, STC prioritizes recruiting local labor, creating stable jobs and career development opportunities for residents. These efforts not only demonstrate STC's commitment to accompanying the community but also contribute to building a more sustainable and prosperous living environment.

In 2024, the Company participated in and organized activities such as:

No.	CONTENT	Unit	Quantity	Amount (VND)
1	Support for poor students and students in difficult circumstances		4,344	50,439,855
	Textbooks	copy	871	14,224,000
	Other books	copy	0	0
	Notebooks	book	1,100	6,700,005
	Learning tools	piece/set	2,373	29,515,850
2	Support school libraries and educational institutions		28,742	1,330,547,913
	Textbooks	copy	7,726	83,196,000
	Other books	copy	3,824	65,644,600
	Notebooks	book	400	3,119,999
	Educational equipment	piece/set	16,792	1,178,587,314
3	Other activities			64,500,000
	- Scholarships			54,500,000
	- Support for teacher reward funding			10,000,000
TOTAL			33,086	1,445,487,768

VI. Corporate Governance

1. Board of Directors

1.1 Composition and Structure of the Board of Directors

The Board of Directors is a senior management body in the company, responsible for making strategic decisions and supervising the business's operations to ensure that the company operates efficiently, complies with the law, and achieves its set goals.

List of Board of Directors' members as of December 31, 2024

No.	Members of Board of Directors	Position	Number of shares owned (*)	Percentage of ownership (%)
1	Mr Nguyen Chi Binh	Chairman of the Board of Directors	-	-
2	Mr Tu Trung Dan	Members of the Board of Directors cum General Director	375,190	6.62%
3	Mr Do Thanh Lam	Non-executive Members of the Board of Directors	4,895	0.09%
4	Mr Nguyen Van Cung	Non-executive Members of the Board of Directors	-	-
5	Mr Phan Ke Thai	Independent Members of the Board of Directors	-	-

(*) Based on the Company's shareholder list as of March 17, 2025

1.2 Board of Directors' Resumes

❖ Mr. Nguyen Chi Binh - Chairman of the Board of Directors

Qualification: Doctor of Economics.

Nationality: Vietnam.

Current Position in other organizations: Chairman of Hanoi Education Investment and Development Joint Stock Company (EID).

Work Experience:

Time	Position - Workplace
2019-04-20 – Present	Chairman of the Board of Directors, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.
2022-03-31 – Present	Chairman of the Board of Directors, Hanoi Development and Education Joint Stock Company.

Number of shares held at present: 0 shares, accounting for 0.00% of charter capital.

❖ **Mr. Do Thanh Lam – Members of the Board of Directors**

Qualification: Bachelor of Economics.

Nationality: Vietnam.

Current Position in other organizations: Board of Directors' members, Textbook Printing Joint Stock Company in Ho Chi Minh City.

Work Experience:

Time	Position - Workplace
2019-04-20 – Present	Members of the Board of Directors, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.
2019-04-25 – Present	Board of Directors' members, Textbook Printing Joint Stock Company in Ho Chi Minh City.

Number of shares held at present: 4,895 shares, accounting for 0.086% of charter capital.

❖ **Mr. Nguyen Van Cung – Members of the Board of Directors**

Qualification: Master of Economic Management

Nationality: Vietnam

Current Position in other organizations: None.

Work Experience:

Time	Position - Workplace
2020-06-19 – Present	Members of the Board of Directors, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.

Number of shares held at present: None.

❖ **Mr. Phan Ke Thai – Members of the Board of Directors**

Qualification: Hanoi National University, majoring in Biology.

Nationality: Vietnam

Current Position in other organizations: None.

Work Experience:

Time	Position - Workplace
1970-09 – 1976-02	Sergeant Major B, Head of C18E18F325, 2nd Corps
1976-03 – 1995-08	Worked at Hanoi Science and Technology Publishing House
1995-09 – 2009-02	Worked at Vietnam Education Publishing House
2008-03 – 2015-01	Director of Hanoi Education Publishing Services JSC
2023-04-14 – Present	Independent members of the Board of Directors, Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.

Number of shares held at present: None.

❖ **Mr. Tu Trung Dan – Members of the Board of Directors cum General Director:**
See resume at Organization and Personel (Board of General Directors)

1.3 Review of the list of changes in Board of Directors' members during the year: None

1.4 Activities of the Board of Directors

Evaluation of the Board of Directors' activities during the year

In the past year, the Board of Directors has demonstrated a crucial strategic leadership role in guiding the Company through challenges and capitalizing on development opportunities. The Board of Directors always focuses on enhancing transparency in Governance, ensuring that all activities comply with the law and bring sustainable value to shareholders and stakeholders. Thanks to this effective management, the Company has achieved positive results, from achieving revenue targets to improving operational efficiency.

- The Board of Directors fully performs the representative function of the owners in supervising the Company's operating activities, providing appropriate direction, and timely guidance to ensure the effective use of resources to achieve the targets

assigned by the General Meeting of Shareholders, based on compliance with legal regulations and the Company's charter.

- The Board of Directors held 8 full Board of Directors' meetings, evaluating the production and business results as well as the performance of the Executive Board. The minutes and resolutions after each meeting were approved and unanimously passed by 100% of the Board of Directors' members.
- The Board of Directors has continuously enhanced transparency in governance by applying advanced corporate governance standards, ensuring that information is fully and promptly disclosed to shareholders and stakeholders.
- The Board of Directors has focused on building and implementing long-term strategies to create a solid foundation for the Company's development. These plans include investing in modern technology, expanding into new markets, and developing high-quality human resources, helping the Company maintain its competitive advantage in the industry.
- The Company has implemented numerous programs to support the local community, protect the environment, and utilize resources efficiently, demonstrating the Board of Directors' commitment to contributing positively to society.
- Under the leadership of the Board of Directors, the Company has achieved positive financial results, with stable revenue and profits. At the same time, the Board of Directors always prioritizes maximizing shareholder value by maintaining an attractive dividend policy and distributing profits to shareholders.

With decisive management and a long-term vision, the Board of Directors will continue to lead the Company through all challenges, while opening up new opportunities and affirming its strong position in the market.

Number of meetings at the Board of Directors

No.	Members of the Board of Directors	Position	Number of meetings attended by Board of Directors	Percentage attended	Note
1	Mr. Nguyen Chi Binh	Acting Chairman	08	100%	

No.	Members of the Board of Directors	Position	Number of meetings attended by Board of Directors	Percentage attended	Note
2	Mr. Tu Trung Dan	Member of the Board of Directors cum General Director	08	100%	
3	Mr. Do Thanh Lam	Non-executive Member of the Board of Directors	08	100%	
4	Mr. Nguyen Van Cung	Non-executive Member of the Board of Directors	08	100%	
5	Mr. Phan Ke Thai	Independent Member of the Board of Directors	08	100%	

Content and results of the meetings

No.	Resolution/Decision No.	Date	Content
1	01/NQ-HĐQT	2024/01/17	<p>Approved the following matters:</p> <ul style="list-style-type: none"> - Business performance of the parent company. - Remuneration for the Board of Directors, Board of Supervisors, and the Company Secretary for 2023. - Approved the actual salary unit price for the parent company in 2023. - Temporary distribution of profit after corporate income tax for 2023. - Approved liquidation and handling of surpluses/shortages per inventory inspection results; handling of debts

No.	Resolution/Decision No.	Date	Content
			<p>and provisioning based on the inspection report and debt handling results for 2023.</p> <ul style="list-style-type: none"> - Business plan of the parent company. - Approved the salary unit price for 2024. - Remuneration for the Board of Directors, Board of Supervisors, and Company Secretary. - Other related matters.
2	02/NQ-HĐQT	2024/01/17	<p>Approved the following matters:</p> <ol style="list-style-type: none"> 1. Final registration date to finalize the shareholder list for the Annual General Meeting of Shareholders (AGM) in 2024 and for the interim dividend payment for 2023, scheduled for 11/03/2024. 2. Proposed date for the AGM is 11/04/2024. 3. Interim dividend payment for 2023 in cash, with a rate of 14% (VND 1,400 per share).
3	03/NQ-HĐQT	2024/01/17	<p>Approved the following matters:</p> <ul style="list-style-type: none"> - Dismissal of the title of Person in Charge of Corporate Governance at Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for Ms. Pham Nhat Quyen. - Appointment of the title of Person in Charge of Corporate Governance at Book and Educational Equipment Joint Stock Company of Ho Chi Minh City for Ms. Huynh Thi Bich Hanh.
4	04/NQ-HĐQT	2024/3/20	<ul style="list-style-type: none"> - Approved draft documents and materials for organizing the Annual General Meeting of Shareholders

No.	Resolution/Decision No.	Date	Content
			(AGM) in 2024 for Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.
5	05/NQ-HĐQT	2024/4/12	- Approved the policy to borrow funds, open guarantees, Letters of Credit (L/C), and other credit operations at VietinBank – Branch 5, Ho Chi Minh City, to serve the 2024-2025 business plan.
6	06/NQ-HĐQT	2024/4/12	- Approved the policy to borrow funds and other credit operations at Joint Stock Commercial Bank for Foreign Trade of Vietnam – Sai Gon Cho Lon Branch
7	07/NQ-HĐQT	2024/7/02	- Agreed to select AAC Auditing and Accounting Co., Ltd., at Lot A 78-80, 30/4 Street, Hai Chau District, Da Nang City, to conduct the "Review of the semi-annual financial statements for the first 6 months of 2024 and the annual financial statements for 2024" of Ho Chi Minh City Book and Educational Equipment Joint Stock Company.
8	08/NQ-HĐQT	2024/7/11	- Approved the extension of a 1-year labor contract with Mr. Phan Xuan Hien, born on 09/03/1961, former Deputy General Director of Ho Chi Minh City Book and Educational Equipment Joint Stock Company, to continue as Deputy General Director of the Company.
9	01/QĐ-HĐQT	2024/7/11	- Approved the continuation of a 1-year labor contract with Mr. Phan Xuan Hien, born on 09/03/1961, former Deputy General Director, to remain as Deputy General Director of

No.	Resolution/Decision No.	Date	Content
			Ho Chi Minh City Book and Educational Equipment Joint Stock Company.
10	09/NQ-HĐQT	2024/9/30	<ul style="list-style-type: none"> - Approved the process to appoint Ms. Vo Thi Thanh Tuyen, Specialist of the Accounting-Finance Department, as Deputy Head of the Accounting-Finance Department of Book and Educational Equipment JSC of HCMC. Assigned the General Director to implement the appointment process in accordance with the Company's regulations and the guidelines of Vietnam Education Publishing House Limited Company.
11	10/NQ-HĐQT	2024/12/25	<ul style="list-style-type: none"> - Approve the policy on personnel work as proposed by the General Director: Book & Education Equipment JSC of HCMC in the Submission dated November 6, 2024. - Assign the General Director: Book & Education Equipment JSC of HCMC to make the appointment according to the Company's regulations, charter, and current laws.

1.5 Activities of Independent members of the Board of Directors

In the past year, the Independent members of the Board of Directors have played a crucial role in overseeing operations and ensuring transparency and fairness in all of the Company's decisions.

- Actively participating in Board of Directors meetings, especially in reviewing and approving related party transactions. Evaluating the performance of the Board of Management.
- Providing many objective and strategic opinions, helping the Board of Directors carefully consider before implementing major plans.

- Independent members also always focus on protecting the interests of minority shareholders, ensuring that all policies and decisions are fair and transparent.
- In 2024, the Independent members of the Board of Directors participated in 8 meetings of the Board of Directors, providing voting opinions on the issues raised and with a specific understanding of the book and educational equipment business unit, made recommendations to develop the Company's business activities.
- The activities of the Board of Directors in 2024 comply with legal regulations, the Charter, and corporate governance regulations.

The activities of the Independent members of the Board of Directors not only help control risks and protect the interests of minority shareholders but also affirm the Company's commitment to implementing corporate governance according to the highest standards.

1.6 List of Board of Directors Members with corporate governance training certificates: None

2. Board of Supervisors

2.1 Composition and structure of the Board of Supervisors

The Board of Supervisors is responsible for monitoring and evaluating the activities of the Management Board as well as financial, legal, and internal compliance activities. The main objective of the Board of Supervisors is to ensure that the organization operates effectively, transparently, and in compliance with legal regulations, while protecting the interests of shareholders, investors, and other stakeholders.

List of Member of the Board of Supervisors

No.	Member of the Board of Supervisors	Position	Number of shares owned (*)	Percentage
1	Mrs. Bui Thi Anh Tuyet	Head of the BoS	-	-
2	Mrs. Nguyen Thi Nho	Member of the Board of Supervisors	4,000	0.07%
3	Mrs. Dao Thi Thanh Thuy	Member of the Board of Supervisors	-	-

(*) Based on the Company's shareholder list as of March 17, 2025

2.2 Background information of the Board of Supervisors

❖ **Mrs. Bui Thi Anh Tuyet – Head of Supervisory Board**

Year of birth: 1973

Nationality: Vietnam

Qualification: Bachelor of Finance - Accounting.

Current Position at other organizations: None.

Work Experience:

Time	Position - Workplace
2020-06-19 – Present	Head of the Board of Supervisors of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

Number of shares held at present: None.

❖ **Mrs. Nguyen Thi Nho - Member of the Board of Supervisors**

Year of birth: 1985

Nationality: Vietnam

Qualification: Bachelor of Economics.

Current Position at other organizations: None.

Work Experience:

Time	Position - Workplace
2020-06-19 – Present	Member of the Board of Supervisors of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

Number of shares held at present: 4,000 shares, accounting for 0.07% of charter capital.

❖ **Mrs. Dao Thi Thanh Thuy - Member of the Board of Supervisors**

Year of birth: 1987.

Nationality: Vietnam

Qualification: Bachelor of Economics, Auditing and Accounting

Current Position at other organizations: None.

Work Experience:

Time	Position - Workplace
2020-06-19 – Present	Member of the Board of Supervisors of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

Number of shares held at present: None.

2.3 Activities of the Board of Supervisors

No.	Member of the Board of Supervisors	Position	Number of BoS meetings attended	Percentage	Note
1	Mrs. Bui Thi Anh Tuyet	Head of the BoS	04	100%	
2	Mrs. Nguyen Thi Nho	Member of the Board of Supervisors	04	100%	
3	Mrs. Dao Thi Thanh Thuy	Member of the Board of Supervisors	04	100%	

Evaluation of the Board of Supervisors' activities during the year:

In 2024, the Board of Supervisors held four meetings, once per quarter. All Members of the Board of Supervisors attended all meetings of the Board of Supervisors, and members were also assigned to attend meetings of the Board of Directors.

The Board of Supervisors conducted inspection and supervision of compliance with the provisions of Law, the Law on Enterprises, the Law on Accounting, and other relevant legal documents; inspected and supervised compliance with the Charter, Regulations on Organization and Operation of the Company, and supervised the implementation of the 2024 Shareholders' Meeting Resolution.

Activities of the Member of the Board of Supervisors in 2024:

- The activities of the Member of the Board of Supervisors strictly comply with the law and the company's charter.

- The Member of the Board of Supervisors conducted inspections and supervised compliance with legal regulations and the management and administration of the Board of Directors and the Executive Board.
- The Member of the Board of Supervisors coordinated with the Board of Directors, the Executive Board, and other management departments in contributing and consulting on issues related to the company's operations.
- The Member of the Board of Supervisors monitored compliance with the company's charter and the implementation of the 2024 business plan in parallel with other important departments.
- Controlled compliance with regulations on information disclosure of the Company as prescribed by law.
- Controlled the content, sequence, and procedures for issuing regulations on corporate governance;
- Supervised the Company's law enforcement and other activities within the scope of responsibilities and authority of the Member of the Board of Supervisors;
- Fully attended meetings of the Board of Directors, including both in-person and online meetings.

The Board of Supervisors has fulfilled its role of supervising and evaluating the Company's operations, ensuring transparency, legal compliance, and contributing to enhancing management effectiveness in the past year. With dedication and professionalism, the Board of Supervisors has made significant contributions to risk control and protecting shareholders' interests, creating a solid foundation for the Company's sustainable development.

Content of the 2024 Member of the Board of Supervisors meeting:

No.	Content	Date	Result
01	+ The Board of Supervisors discussed and agreed on the assignment of tasks for the members of the Board of Supervisors. + The Board of Supervisors discussed some opinions on the content to be proposed to the Board of Directors and the Board of Management in coordinating so that the company operates to achieve the best results. + The Board of Supervisors discussed and agreed on the content of the report to prepare for the General Meeting of Shareholders 2024.	2024-03-15	100%

No.	Content	Date	Result
02	<ul style="list-style-type: none"> + The members of the Board of Supervisors reported and reviewed the activities of each member in Quarter 2 of 2024. + Development of upcoming inspection work, evaluation of production and business activities of the Executive Board as well as the implementation of the Board of Directors' Resolutions for the Executive Board. + Oversee compliance with the company's information disclosure regulations in accordance with the Law. 	2024-06-28	100%
03	<ul style="list-style-type: none"> + The Board of Supervisors discussed and agreed on the contents based on the Company's semi-annual audit report. + Review of the Board of Supervisors' activities. + Development of upcoming tasks. 	2024-09-10	100%
04	<ul style="list-style-type: none"> + Members of the Board of Supervisors identified, analyzed, and evaluated the strengths and shortcomings to draw lessons learned from the Board of Supervisors' activities in 2024. + The Board of Supervisors discussed and evaluated based on the quarterly reports on the Company's production and business activities. + Summarize and prepare reports to Vietnam Education Publishing House. + Development of tasks for the end of 2024. + Consult the portfolios of several audit firms to select the most suitable audit firm. 	2024-12- 20	100%

3. Transactions, remuneration, and benefits

3.1 Remuneration of the Board of Directors payable in 2024

No.	Member	Position	Remuneration in 2024 (VND)	Remuneration in 2023 (VND)
1	Mr. Nguyen Chi Binh	Chairman of the Board of Directors	125,862,100	135,803,000

No.	Member	Position	Remuneration in 2024 (VND)	Remuneration in 2023 (VND)
2	Mr. Do Thanh Lam	Member of the Board of Directors	83,908,000	90,535,400
3	Mr. Nguyen Van Cung	Member of the Board of Directors	83,908,000	90,535,400
4	Mr. Tu Trung Dan	Member of the Board of Directors	83,908,000	90,535,400
5	Mr. Phan Ke Thai	Member of the Board of Directors	83,908,000	63,877,700
	Total		461,494,100	471,286,900

3.2 Remuneration of the Member of the Board of Supervisors payable in 2024

The Board of Supervisors' remuneration in 2024 is 167,816,300 VND.

3.3 Board of Directors' salaries in 2024

No.	Member	Position	Remuneration in 2024 (VND)	Remuneration in 2023 (VND)
1	Tu Trung Dan	General Director	617,161,348	641,590,081
2	Do Thi Thanh Binh	Deputy General Director	399,134,827	413,069,101
3	Phan Xuan Hien	Deputy General Director	453,659,512	472,255,172
4	Mai Tan Phat	Deputy General Director	360,312,516	134,130,000
5	Huynh Thi Bich Hanh	Chief Accountant	399,134,627	411,771,401
	Total		2,229,402,830	2,072,815,755

3.4 Transactions between the Company and its affiliated persons or between the Company and its major share-holders, internal persons and affiliated persons

Organization Name	Content	Transaction	Year 2024	Year 2023
Vietnam Education Publishing House Limited Company	Brand fees	Purchasing goods	51,504,818	51,504,818
Education Publishing House in Ho Chi Minh City	Management fees, stamps,others	Purchasing goods	1,018,626,740	947,499,750
South Books and Educational Equipment JSC	Textbooks, reference books, etc.	Purchasing goods	133,827,204	19,284,927,018
Phuong Nam Education Investment and Development JSC	Workbooks, Reference books	Purchasing goods	220,363,642,378	220,553,194,500
Central Books and Educational Equipment JSC	Equipment	Purchasing goods	2,331,429	-
Education Publishing House in Ho Chi Minh City	Books, equipment	Selling goods	125,507,990	17,644,030
South Books and Educational Equipment JSC	Books, equipment	Selling goods	12,435,406,936	11,811,630,897
Educational Materials JSC	Equipment & machine	Selling goods	8,460,485	34,869,574
Phuong Nam Education Investment and Development JSC	Equipment, Books, equipment, discs, payment discounts	Selling goods	22,737,322,815	10,213,277,897

Organization Name	Content	Transaction	Year 2024	Year 2023
Central Books and Educational Equipment JSC	Equipment	Selling goods	3,288,691,721	4,400,883,794
Hanoi Education Development and Investment JSC	Equipment	Selling goods	276,373,329	482,412,348
Cuu Long Books and Educational Equipment JSC	Equipment	Selling goods	1,015,442,601	3,010,925,916
Education Technology High School Development and Investment JSC	Equipment	Selling goods	153,028,128	112,232,258

3.5 Transactions between the company and other companies where members of the Board of Directors, Board of Supervisors, or General Director have been a founder or member of the Board of Directors or Board of General Directors within the last 3 years:

No.	Organization Name	Relationship with the Company	Time of transaction	Content
1	An Dong Education Joint Stock Company	Subsidiary with Ms. Do Thi Thanh Binh as General Director	2024	Supply of books, equipment, and office rental services with a value of 5,913,617,191 VND
2	Hanoi Education Development and Investment Joint Stock Company	Company chaired by Mr. Nguyen Chi Binh, Chairman of the Board of Directors	2024	Supply of books and equipment with a value of 276,373,329 VND

3.6 Insider Stock trading: None

3.7 Corporate governance training courses attended by company management include: Corporate Governance Course at the Institute of Human Resource and Business Development, University of Economics Ho Chi Minh City (UEH).

3.8 Transactions between internal persons of the listed company, affiliated persons of internal persons with subsidiaries, companies controlled by the listed company: None.

3.9 Transactions between the company and companies where affiliated persons of members of the Board of Directors, Board of Supervisors, or Board of General Directors are members of the Board of Directors or General Director: None.

3.10 Other transactions of the Company (if any) that may bring material or immaterial benefits to members of the Board of Directors, Board of Supervisors, or Board of General Directors: None.

VII. Financial Statements



**BOOK AND EDUCATIONAL EQUIPMENT
JOINT STOCK COMPANY
OF HO CHI MINH CITY**

Consolidated financial statements

For the year ended 31/12/2024

REPORT OF THE MANAGEMENT

The Board of Directors of Book and Educational Equipment JSC (hereinafter referred to as "the Company") has the honor to present to the shareholders the consolidated financial statements for the year ended 31/12/2024.

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Consolidated financial statements	
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• Consolidated income statement	7
• Consolidated statement of cash flows	8
• Notes to the consolidated financial statements	9 - 35

Appendix

1. Address: 223 Nguyen Tri Phuong Street, Ward 9, District 5, Ho Chi Minh City

2. Tel: 028 37534000 - 37534010

3. Fax: 028 37534000

4. E-mail: info@beec.com.vn

Website: www.beec.com.vn

• Information on the company's business strategy and financial goals

• The company's financial performance, including revenue, profit, and cash flow, and the reasons for the changes in these indicators, as well as the company's financial position and the reasons for the changes in these indicators.

• Information on the company's assets, liabilities, and equity, and the reasons for the changes in these indicators, as well as the company's financial position and the reasons for the changes in these indicators.

5. Information on the company's risks

6. Information on the company's human resources

7. Information on the company's environmental and social responsibilities

8. Information on the company's future development and growth strategy

9. General notes

10. ...

The Board of Directors of Book and Educational Equipment JSC

• Information on the company's financial performance, including revenue, profit, and cash flow, and the reasons for the changes in these indicators, as well as the company's financial position and the reasons for the changes in these indicators.

REPORT OF THE MANAGEMENT

The Management of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City presents this report together with the audited consolidated financial statements for the year ended 31/12/2024.

Overview

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") was incorporated following the equitization of a State-owned enterprise (Book and Educational Equipment Company of Ho Chi Minh City) under Decision No. 6500/QD-UBND dated 23/12/2005 of the People's Committee of Ho Chi Minh City. The Company is an independent accounting entity, operating in accordance with its Business Registration Certificate No. 4103004971 granted by Ho Chi Minh City Department of Planning and Investment on 04/07/2006, the Enterprise Law, its Charter and relevant regulations. Since the establishment date, the Company's Business Registration Certificate has been amended 13 times and the latest amendment was made on 12/09/2022 with the enterprise code of 0301325347.

The Company was approved to list its common shares on Hanoi Stock Exchange as from 21/12/2006 under Stock Trading Registration Certificate No. 63/TTGDHN – DKGD dated 06/12/2006 of Hanoi Stock Exchange with the ticker symbol of STC.

Head office

- Address: 223 Nguyen Tri Phuong Street, Ward 9, District 5, Ho Chi Minh City
- Tel: (84) 028.8554645 - 028.8553118
- Fax: (84) 028.8564307
- Website: www.stb.com.vn

Principal activities

- Manufacture and provision of educational equipment and teaching aids;
- Trading textbooks; trading cabinets, tables, chairs, wooden products, children's toys (except toys which are harmful to ethical education and/or the health of children or detrimental to security, social order and safety), sports equipment (except trading sports guns, rudimentary weapons);
- Manufacture of cabinets, tables, chairs, wooden products (no wood processing, forging, casting rolling and extrusion of metals, stamping, hammering, soldering, painting, electroplating, recycling at the head office);
- Manufacture of children's toys;
- Trading chemicals (except strong toxic chemicals);
- Trading audio and video equipment, computers, peripheral equipment, computer software;
- Primary education, lower secondary and upper secondary education;
- Lease of office.
- ...

The Company has 3 dependent entities

- Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Teaching aids factory;

REPORT OF THE MANAGEMENT (cont'd)

- Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Educational equipment factory (at Song Than 3 Industrial Zone – Binh Duong Province).
- Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh Cit (at 104/5 Mai Thi Luu Street, Da Kao Ward, District 1, Ho Chi Minh City).

Subsidiary

Company's name	Address	Scope of business	% holding
An Dong Education JSC	780 Nguyen Kiem Street, Ward 4, Phu Nhuan District, Ho Chi Minh City	Education	52.77%

Employees

As at 31/12/2024, the Company had 217 employees including 16 managing officers.

Members of the Board of Directors, Supervisory Board, Management and Chief Accountant during the year and up to this reporting date are:

Board of Directors

• Mr. Nguyen Chi Binh	Chairman	Reappointed on 19/06/2020
• Mr. Tu Trung Dan	Member	Reappointed on 19/06/2020
• Mr. Do Thanh Lam	Member	Reappointed on 19/06/2020
• Mr. Nguyen Van Cung	Member	Appointed on 19/06/2020
• Mr. Phan Ke Thai	Member	Appointed on 14/04/2023

Suervisory Board

• Ms. Bui Thi Anh Tuyet	Head of Supervisory Board	Appointed on 19/06/2020
• Ms. Nguyen Thi Nho	Member	Reappointed on 19/06/2020
• Ms. Dao Thi Thanh Thuy	Member	Appointed on 19/06/2020

Management and Chief Accountant

• Mr. Tu Trung Dan	General Director	Reappointed on 30/06/2020
• Ms. Do Thi Thanh Binh	Deputy General Director	Reappointed on 30/06/2020
• Mr. Phan Xuan Hien	Deputy General Director	Reappointed on 11/07/2024
• Mr. Mai Tan Phat	Deputy General Director	Appointed on 24/07/2023
• Ms. Huynh Thi Bich Hanh	Chief Accountant	Reappointed on 30/06/2020

REPORT OF THE MANAGEMENT (cont'd)

Independent auditor

These consolidated financial statements have been audited by AAC Auditing and Accounting Co., Ltd (Head Office: Lot 78-80, 30th April Street, Hai Chau District, Danang City; Tel: (84) 236.3655886; Fax: (84) 236.3655887; Website: www.aac.com.vn; Email: aac@dng.vnn.vn).

Statement of the Management's responsibility in respect of the consolidated financial statements

The Company's Management is responsible for preparation and fair presentation of the consolidated financial statements on the basis of:

- Complying with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and other relevant regulations;
- Selecting suitable accounting policies and then applying them consistently;
- Making judgments and estimates that are reasonable and prudent;
- Preparing the consolidated financial statements on the going concern basis.
- Responsibility for such internal control as the Management determines is necessary to enable the preparation and presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

The members of the Company's Management hereby confirm that the accompanying consolidated financial statements including the consolidated balance sheet, the consolidated income statement, the consolidated statement of cash flows and the notes thereto give a true and fair view of the consolidated financial position of the Company as at 31/12/2024 and of the consolidated results of its operations and its consolidated cash flows for the year then ended in accordance with the prevailing Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and statutory requirements relevant to preparation and presentation of consolidated financial statements.

On behalf of the Management



Tu Trung Dan
General Director

Ho Chi Minh City, 01 March 2025



AAC AUDITING AND ACCOUNTING CO., LTD

AN INDEPENDENT MEMBER OF PRIMEGLOBAL

AUDITING - ACCOUNTING - FINANCE SPECIALITY

Head Office: Lot 78 - 80, April 30th Street, Hai Chau District, Da Nang City

Tel: +84 (236) 3 655 886; Fax: +84 (236) 3 655 887; Email: aac@dng.vnn.vn; Website: http://www.aac.com.vn

No. 91/2025/BCKT-AAC

INDEPENDENT AUDITORS' REPORT

To: The Shareholders, Board of Directors and Management
Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

We have audited the consolidated financial statements which were prepared on 01/03/2025 of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") as set out on pages 5 to 35, which comprise the consolidated balance sheet as at 31/12/2024, the consolidated income statement, the consolidated statement of cash flows for the year then ended and the notes thereto.

Management's Responsibility

The Company's Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to preparation and presentation of consolidated financial statements, and for such internal control as the Management 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements 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 auditors' 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 auditors consider 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 Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Management, 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.

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company as at 31/12/2024, and the consolidated results of its operations and its consolidated cash flows for the year then ended, in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to the preparation and presentation of consolidated financial statements.

AAC Auditing and Accounting Co., Ltd.

Lam Quang Tu – Deputy General Director

Audit Practicing Registration Certificate

No. 1031-2023-010-1

Da Nang City, March 2025

Nguyen Van Thien – Auditor

Audit Practicing Registration Certificate

No. 3108-2025-010-1

CONSOLIDATED BALANCE SHEET

As at 31 December 2024

Form No. B 01 - DN
Issued under Circular
No. 202/2014/TT - BTC
dated 22/12/2014 by the Ministry of Finance

ASSETS	Code	Note	31/12/2024 VND	01/01/2024 VND
A. CURRENT ASSETS	100		174,592,785,452	168,435,795,197
I. Cash and cash equivalents	110	5	49,920,474,727	35,648,745,177
1. Cash	111		6,077,376,630	8,130,579,932
2. Cash equivalents	112		43,843,098,097	27,518,165,245
II. Short-term financial investments	120		12,963,405,066	8,111,018,086
1. Trading securities	121		-	-
2. Held-to-maturity investments	123	6.a	12,963,405,066	8,111,018,086
III. Short-term receivables	130		38,903,798,103	39,239,533,807
1. Short-term trade receivables	131	7	39,345,737,569	38,858,209,982
2. Short-term prepayment to suppliers	132	8	188,051,609	1,076,687,012
3. Other short-term receivables	136	9	459,582,392	255,385,966
4. Provision for short-term doubtful debts	137	10	(1,089,573,467)	(950,749,153)
IV. Inventories	140	11	69,634,797,547	82,804,895,720
1. Inventories	141		72,889,485,159	88,233,205,642
2. Provision for decline in value of inventories	149		(3,254,687,612)	(5,428,309,922)
V. Other current assets	150		3,170,310,009	2,631,602,407
1. Short-term prepaid expenses	151	14.a	1,054,239,192	1,548,425,088
2. Taxes and amounts receivable from the State	153	17	2,116,070,817	1,083,177,319
B. LONG-TERM ASSETS			39,939,018,626	40,257,703,728
I. Long-term receivables	210		19,318,596	19,318,596
1. Long-term trade receivables	211		-	-
2. Other long-term receivables	216		19,318,596	19,318,596
II. Fixed assets	220		28,364,735,902	30,173,610,534
1. Tangible fixed assets	221	12	28,364,735,902	30,173,610,534
- Cost	222		74,820,116,749	73,569,257,599
- Accumulated depreciation	223		(46,455,380,847)	(43,395,647,065)
2. Intangible fixed assets	227	13	-	-
- Cost	228		696,540,000	696,540,000
- Accumulated amortization	229		(696,540,000)	(696,540,000)
III. Investment properties	230		-	-
IV. Long-term assets in progress	240		1,799,008,000	443,472,222
1. Long-term work in process	241		-	-
2. Construction in progress	242	15	1,799,008,000	443,472,222
V. Long-term financial investments	250		490,000,000	490,000,000
1. Equity investment in other entities	253	6.b	490,000,000	490,000,000
2. Provision for diminution in value of long-term financial investments	254		-	-
VI. Other long-term assets	260		9,265,956,128	9,131,302,376
1. Long-term prepaid expenses	261	14.b	9,265,956,128	9,131,302,376
2. Deferred income tax assets	262		-	-
TOTAL ASSETS	270		214,531,804,078	208,693,498,925

CONSOLIDATED BALANCE SHEET (cont'd)

As at 31 December 2024

RESOURCES	Code	Note	31/12/2024 VND	01/01/2024 VND
C. LIABILITIES	300		75,924,527,356	72,392,854,694
I. Current liabilities	310		75,924,527,356	72,315,854,694
1. Short-term trade payables	311	16	30,804,214,949	24,568,178,431
2. Short-term advances from customers	312	17	493,987,738	903,153,349
3. Taxes and amounts payable to the State	313	18	2,229,880,851	993,891,358
4. Payables to employees	314		22,516,767,446	23,513,023,263
5. Short-term accrued expenses	315	19	914,000,590	3,865,457,651
6. Short-term unearned revenue	318		1,759,517,500	1,297,222,700
7. Other short-term payables	319	20	1,092,428,211	826,826,412
8. Reward and welfare fund	322		16,113,730,071	16,348,101,530
II Long-term liabilities	330		-	77,000,000
1. Long-term trade payables	331		-	-
2. Other long-term payables	337		-	77,000,000
B. EQUITY	400		138,607,276,722	136,300,644,231
I. Owners' equity	410		138,607,276,722	136,300,644,231
1. Share capital	411	22	56,655,300,000	56,655,300,000
- Common shares with voting rights	411a		56,655,300,000	56,655,300,000
- Preferred shares	411b		-	-
2. Share premium	412	22	13,761,696,224	13,761,696,224
3. Other owners' capital	414	22	6,538,767,315	6,538,767,315
4. Investment and development fund	418	22	50,417,965,656	48,155,058,205
5. Undistributed profit after tax	421	22	8,318,142,000	8,318,142,000
- Undistributed profit after tax up to prior year-end	421a		386,400,000	386,400,000
- Undistributed profit after tax of current period	421b		7,931,742,000	7,931,742,000
6. Non-controlling interests	429	23	2,915,405,527	2,871,680,487
II. Budget sources and other funds	430		-	-
TOTAL RESOURCES	430		214,531,804,078	208,693,498,925



Tu Trung Dan

General Director

Ho Chi Minh City, 04 March 2025

Huynh Thi Bich Hanh

Chief Accountant

Vo Thi Thanh Tuyen

Preparer

CONSOLIDATED INCOME STATEMENT

For the year ended 31/12/2024

Form No. B 02 - DN

Issued under Circular

No. 202/2014/TT - BTC

dated 22/12/2014 by the Ministry of Finance

ITEMS	Code	Note	Year 2024 VND	Year 2023 VND
1. Revenue from sales and service provision	01	25	490,736,703,837	504,209,296,185
2. Revenue deductions	02	26	419,551,011	902,192,092
3. Net revenue from sales and service provision	10		490,317,152,826	503,307,104,093
4. Cost of goods sold	11	27	399,949,148,128	409,382,343,100
5. Gross profit from sales and service provision	20		<u>90,368,004,698</u>	<u>93,924,760,993</u>
6. Financial income	21	28	1,540,834,083	1,349,581,420
7. Financial expenses	22	29	519,386,592	323,136,726
Including: Interest expense	23		519,386,592	323,133,480
8. Profit (loss) from associates, joint ventures	24		-	-
9. Selling expenses	25	30.a	38,183,989,826	39,931,811,608
10. Administration expenses	26	30.b	37,123,724,592	39,099,917,363
11. Operating profit	30		<u>16,081,737,771</u>	<u>15,919,476,716</u>
12. Other income	31	31	1,003,834,925	1,841,506,272
13. Other expenses	32		84,084,945	21,235,822
14. Other profit	40		<u>919,749,980</u>	<u>1,820,270,450</u>
15. Accounting profit before tax	50		<u>17,001,487,751</u>	<u>17,739,747,166</u>
16. Current corporate income tax expense	51	32	2,139,214,394	2,261,421,257
17. Deferred corporate income tax expense	52		-	-
18. Profit after tax	60		<u>14,862,273,357</u>	<u>15,478,325,909</u>
19. Attributable to parent company	61		14,315,710,348	14,915,231,685
20. Attributable to the non-controlling interests	62		546,563,009	563,094,224
21. Basic earnings per share	70	33	1,799	1,865
22. Diluted earnings per share	71	33	1,799	1,865



Tu Trung Dan

General Director

Ho Chi Minh City, 04 March 2025

Huynh Thi Bich Hanh

Chief Accountant

Vo Thi Thanh Tuyen

Preparer

**CONSOLIDATED STATEMENT OF
CASH FLOWS**
For the year ended 31/12/2024

Form No. B 03 - DN
Issued under Circular
No. 202/2014/TT - BTC
dated 22/12/2014 by the Ministry of Finance

ITEMS	Code	Note	Year 2024 VND	Year 2023 VND
I. Cash flows from operating activities				
1. Profit before tax	01		17,001,487,751	17,739,747,166
2. Adjustments for				
- Depreciation and amortization	02	12,13	3,217,832,919	3,386,950,487
- Provisions	03		(2,034,797,996)	(2,218,060,024)
- Foreign exchange gain/loss from revaluation of monetary items denominated in foreign currencies	04		(386,622)	(223,988)
- Profits/losses from investing activities	05		(868,262,300)	(1,169,176,984)
- Interest expense	06		519,386,592	323,133,480
3. Operating profit before changes in working capital	08		17,835,260,344	18,062,370,137
- Increase/decrease in receivables	09		(734,428,826)	17,049,997,518
- Increase/decrease in inventories	10		15,343,720,483	7,518,879,854
- Increase/decrease in payables (excluding loan interest and corporate income tax payable)	11		3,263,674,457	(22,540,549,075)
- Increase/decrease in prepaid expenses	12	14	103,004,366	144,692,845
- Interest paid	14		(519,386,592)	(323,133,480)
- Corporate income tax paid	15	17	(1,912,996,730)	(2,566,482,319)
- Other cash receipts from operating activities	16		45,020,000	79,000,000
- Other cash payments for operating activities	17		(4,557,490,325)	(4,422,629,946)
Net cash provided by operating activities	20		28,866,377,177	13,002,145,534
II. Cash flows from investing activities				
1. Purchases, construction of fixed assets and other long-	21		(2,194,214,287)	(1,427,332,424)
2. Sales, disposal of fixed assets and other long-term assets	22		14,727,273	98,318,183
3. Cash paid for loans, acquisition of debt instruments	23		(10,228,052,084)	(2,381,923,285)
4. Recovery of loans, resales of debt instruments	24		5,375,665,104	-
5. Received loan interest, dividends, profits	27		712,981,745	1,059,003,721
Net cash used in investing activities	30		(6,318,892,249)	(2,651,933,805)
III. Cash flows from financing activities				
1. Proceeds from loans	33		6,557,640,950	-
2. Repayment of loans	34		(6,557,640,950)	-
3. Dividend, profit paid to owners	36	19,21	(8,276,142,000)	(8,276,142,000)
Net cash used in financing activities	40		(8,276,142,000)	(8,276,142,000)
Net cash flows for the year	50		14,271,342,928	2,074,069,729
Cash and cash equivalents at the beginning of the year	60	5	35,648,745,177	33,574,451,460
Impacts of exchange rate fluctuations	61		386,622	223,988
Cash and cash equivalents at the end of the year	70	5	49,920,474,727	35,648,745,177



Tô Trung Đan
General Director

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer

Ho Chi Minh City, 01 March 2025

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(These notes form part of and should be read in conjunction with the accompanying financial statements)

1. Nature of operations

1.1. Overview

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") was incorporated following the equitization of a State-owned enterprise (Book and Educational Equipment Company of Ho Chi Minh City) under Decision No. 6500/QĐ-UBND dated 23/12/2005 of the People's Committee of Ho Chi Minh City. The Company is an independent accounting entity, operating in accordance with its Business Registration Certificate No. 4103004971 granted by Ho Chi Minh City Department of Planning and Investment on 04/07/2006, the Enterprise Law, its Charter and relevant regulations. Since the establishment date, the Company's Business Registration Certificate has been amended 13 times and the latest amendment was made on 12/09/2022 with the enterprise code of 0301325347.

1.2. Principal activities:

- Manufacture and provision of educational equipment and teaching aids;
- Trading textbooks; trading cabinets, tables, chairs, wooden products, children's toys (except toys which are harmful to ethical education and/or the health of children or detrimental to security, social order and safety), sports equipment (except trading sports guns, rudimentary weapons);
- Manufacture of cabinets, tables, chairs, wooden products (no wood processing, forging, casting rolling and extrusion of metals, stamping, hammering, soldering, painting, electroplating, recycling at the head office);
- Manufacture of children's toys;
- Trading chemicals (except strong toxic chemicals);
- Trading audio and video equipment, computers, peripheral equipment, computer software;
- Primary education, lower secondary and upper secondary education;
- Lease of office;
- ...

1.3. Company structure

These consolidated financial statements comprise the parent company and one subsidiary. The financial statements of the subsidiary are included in these consolidated financial statements. Besides, no subsidiary is eliminated from the consolidation.

Information on the Company's restructuring: During the year, there has been no restructuring activity.

Subsidiary: An Dong Education Joint Stock Company

- Head office address: 780 Nguyen Kiem Street, Ward 4, Phu Nhuan District, Ho Chi Minh City.
- Principal activities: Primary and secondary education.
- Parent company's ownership rate: 52.77%.

2. Accounting period, currency used in accounting

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

Consolidated financial statements and accounting transactions are expressed in Vietnamese Dong (VND).

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

3. Applied accounting standards and system

The Company adopts the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System which is guided in Circular No. 200/2014/TT-BTC dated 22/12/2014 and Circular No. 53/2016/TT-BTC dated 21/3/2016 amending and adding some articles of Circular No. 200/2014/TT-BTC issued by the Ministry of Finance.

These consolidated financial statements are prepared and presented in accordance with the provisions of Circular No. 202/2014/TT-BTC dated 22/12/2014 guiding the preparation and presentation of consolidated financial statements.

4. Summary of significant accounting policies

4.1 Principles and methods of preparing consolidated financial statements

4.1.1 Basis of consolidation

The Company's consolidated financial statements comprise the financial statements of the parent company and its subsidiaries.

Subsidiaries are entities controlled by the Company. Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities. The financial statements of subsidiaries are consolidated from the effective date of control up to the date of cease to control.

The financial statements of the subsidiaries are prepared for the same year as the parent company, using consistent accounting policies. Adjustments are made for any differences in accounting policies that may exist to ensure consistency between the subsidiaries and the company.

All intra-company balances and transactions, unrealized profits or losses arising from intra-company transactions, have been eliminated in full when preparing the consolidated financial statements.

4.1.2 Business combinations

Assets, liabilities and contingent liabilities in a subsidiary are measured at fair value at the date of the subsidiary acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill. Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired is credited to profit and loss in the period of acquisition.

4.1.3 Recognition of non-controlling interests

Non-controlling interests represent the portion of net assets in subsidiaries not held by the Company and are presented within equity in the consolidated balance sheet, separately from parent shareholders' equity. Non-controlling interests in the net assets of consolidated subsidiaries include: non-controlling interests at the acquisition date which are determined according to the fair value of net assets of subsidiaries at the acquisition date; non-controlling interests' share of changes in equity as from the acquisition date up to the beginning of the reporting period and non-controlling interests in the fluctuations of total equity arising during the period. Losses in subsidiaries are respectively attributed to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

Non-controlling interests represent the portion of profit or loss of subsidiaries not held by the Company, are determined based on the ratio of non-controlling interests and profit after corporate income tax of subsidiaries and are presented separately in the consolidated income statement.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

4.2 Exchange rate differences applied in accounting

Transactions denominated in foreign currency are translated into VND using the actual exchange rate announced by the commercial bank where the Company conducts transactions on the date of the transactions.

At the balance sheet date, monetary items denominated in foreign currency which are classified as assets are revaluated using the purchasing exchange rate and monetary items denominated in foreign currency which are classified as liabilities are revaluated using the selling exchange rate of the commercial bank where the Company regularly conducts transactions. Foreign currency deposits in bank are reevaluated using the purchasing exchange rate of the bank where the Company opens foreign currency account.

Exchange rate differences are realized in accordance with the provisions of Vietnamese Accounting Standards No. 10 "Impacts of exchange rate fluctuations". Accordingly, foreign exchange differences arising during the year and exchange rate differences resulting from revaluating the closing balances of monetary items denominated in foreign currencies are recorded in the income statement of the fiscal year.

4.3 Cash and cash equivalents

Cash includes cash on hand, cash in bank and cash in transit.

All short-term investments which are collectible or mature of 3 months or less as from purchasing date, that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value at reporting date shall be recognized as cash equivalents.

4.4 Financial investments

Held-to-maturity investments

Held-to-maturity investments are term deposits (including treasury bills, promissory notes), bonds, preferred shares which the issuer is required to re-buy them at a certain time in the future and held-to-maturity loans to earn profits periodically and other held-to-maturity investments.

Held-to-maturity investments are recorded at book value upon revaluation. Provision for loss of held-to-maturity investments shall be recorded as a decrease directly in the book value of investments.

In case where held-to-maturity investments are monetary items denominated in foreign currencies, they are revaluated using the buying rate of the commercial bank where the Company regularly conducts transactions at the time of the financial statements.

Long-term equity investments in other companies

Long-term equity investments in other companies are investments which the Group has no power to control or joint control, no significant influence over the investees.

Long-term equity investments in other companies are stated at cost less provision for diminution in value. Dividends and profits received in money or non-monetary asset for the period before the investment date shall be recorded as a decrease in value of investment.

Provision

Provision for long-term equity investments in other companies is made as follows:

- If an investment in listed shares or the fair value of the investment is determined reliably, the provision shall be made based on the market value of the shares.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- If the market value of the shares is not identifiable, the provision shall be made based on the loss reported in the financial statements of the investee.

With regards to the investees who are required to prepare the consolidated financial statements, the provision is made based on the consolidated financial statements. For other cases, the provision is made based on the financial statements of the investees.

4.5 Receivables

Receivables includes: trade receivables and other receivables:

- Trade receivables are trade-related amounts arising from trading activities between the Company and its customers.
- Other receivables include non-trade amounts which are not related to trading activities, intra-company transactions.

Receivables are recorded at cost less provision for doubtful debts. Provision for doubtful debts represents the estimated loss amounts at the balance sheet date for overdue receivables which the Company has claimed many times but still has not collected yet or which have not been overdue but the debtor has been in the state of insolvency, doing dissolution procedures, missing or absconding.

4.6 Inventories

Inventories are stated at the lower of cost and net realizable value.

Value of inventories is calculated using the weighted average method and accounted for using the perpetual method with cost determined as follows:

- Materials, goods: Cost comprises costs of purchase, costs of conversion and any directly attributable costs of bringing the inventories to their present location and condition;
- Finished products: Cost comprises cost of direct materials and labour plus attributable overhead based on the normal level of activities.

Net realizable value is the estimated selling price less the estimated costs of completing the products and the estimated costs needed for their consumption.

Provision for decline in value of inventories is made for each kind of inventories when the net realizable value of that kind of inventories is less than cost.

4.7 Tangible fixed assets

Cost

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of tangible assets comprises their purchase price and all the costs incurred by the Company to acquire those assets as of the time of putting such assets into the ready-for-use state. The costs incurred after the initial recognition of tangible fixed asset shall be recorded as increase in their historical cost if these costs are certain to augment future economic benefits obtained from the use of those assets. Those incurred costs which fail to meet this requirement must be recognized as production and business expenses in the period.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Depreciation

Tangible fixed assets are depreciated in accordance with the straight-line method over their estimated useful lives. The depreciation period is in conformity with Circular No. 45/2013/TT-BTC dated 25/4/2013 by the Ministry of Finance. Details are as follows:

<u>Kinds of asset</u>	<u>Depreciation period (years)</u>
Buildings, architectures	5 - 44
Machinery, equipment	5 - 7
Motor vehicles	6 - 10
Office equipment	3 - 5

4.8 Intangible fixed assets

Cost

Intangible fixed assets are stated at cost less accumulated amortization.

The cost of intangible fixed assets comprises all the costs incurred by the Company to acquire those assets as of the time of putting such assets into the ready-for-use state.

Amortization

Intangible fixed assets are amortized in accordance with the straight-line method over their estimated useful lives. Amortization period is in conformity with Circular No. 45/2013/TT-BTC dated 25/4/2013 by the Ministry of Finance.

The amortization period of intangible fixed assets of the Company is as follows:

<u>Kind of asset</u>	<u>Amortization period (years)</u>
Computer software	3

4.9 Prepaid expenses

Prepaid expenses are reported as short-term or long-term prepaid expenses. These are expenditures that have been incurred but related to the operations of many accounting periods. The Company's primary prepayments are as follows:

- Land rental and all costs related to the leased land are amortized in accordance with the straight-line method over the term of the lease;
- Costs of tools and instruments being put into use are amortized in accordance with the straight-line method for a maximum period of no more than 3 years;
- Overhaul costs are amortized in accordance with the straight-line method for a maximum period of no more than 3 years;
- Other prepaid expenses: the Company selects appropriate method and criteria of allocation over the period in which economic benefits are expected to be received based on the nature and extent of the prepaid expenses.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

4.10 Payables

Payables include: trade payables and other payables:

- Trade payables are trade-related amounts, arising from trading activities between the company and its suppliers;
- Other payables are non-trade amounts, which are not related to trading activities, intra-company transactions.

Payables are recognized at cost and reported as short-term and long-term payables based on the remaining terms at the balance sheet date.

Payables are monitored according to their creditors, principal terms, remaining terms and original currencies.

4.11 Accrued expenses

Accruals are recognized for amount to be paid in the future for goods and services received, whether or not billed to the Company.

4.12 Unearned revenue

The Company's unearned revenue is the amounts received in advance for one or many accounting periods for services rendered to customers that are amortized over the period for which the Company has received the payment in advance;

4.13 Owners' equity

Paid-in capital represents the actually-contributed capital.

Share premium

Share premium reflects the difference between the issue price and par value of the shares issued, costs directly related to the issuance of shares; difference between the re-issue price and book value, costs directly related to the re-issuance of shares; the capital component of convertible bonds as they fall due.

Profit distribution

Profit after corporate income tax is available for appropriation to funds and to shareholders as provided for in the Company's Charter or Resolution of General Shareholders' Meeting.

The dividend to be paid to the shareholders shall not exceed the undistributed profit after tax and with consideration of non-monetary items in undistributed post-tax profits that may affect cash flow and ability to pay dividends.

4.14 Recognition of revenue and other income

- Revenue from sales and service provision is recognized to the extent that it is probable to obtain economic benefits, it can be reliably measured and the following conditions are also met:
 - ✓ Revenue from the sale of goods is recognized in the income statement when the significant risks and rewards of ownership have been transferred to the buyer and there are no significant uncertainties regarding recovery of the consideration due or the likely return of goods;
 - ✓ Revenue from service provision is recognized when the services have been rendered. In case that the services are to be provided in many accounting periods, the determination of revenue in each period is done on the basis of the service completion rate as of the balance sheet date.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- Revenue from financing activities is recognized when revenue is determined with relative certainty and it is possible to obtain economic benefits from the transactions.
 - ✓ Interests are recognized on the basis of the actual term and interest rates;
 - ✓ Dividends and profits shared are recognized when the Company has the rights to receive dividends or profit from the capital contribution. Stock dividends are not recognized as financial revenue. Dividends received in the period before investment date shall be recorded as a decrease in value of investment.
- Other income is the income derived out of the Company's scope of business and recognized when it can be measured reliably and it is probable that the economic benefits associated with the transaction will flow to the Company.

4.15 Revenue deductions

Revenue deductions include trade discounts, sales rebates and sales returns.

In case where revenue is recognized in during the year but the corresponding revenue deductions arise after the balance sheet date, revenue shall be decreased in accordance with the following principles:

- If the corresponding deductions arise before the date of releasing the financial statements, they shall be charged against revenue of the reporting year;
- If the corresponding revenue deductions arise after the date of releasing the financial statements, they shall be charged against revenue of the next reporting year.

4.16 Cost of goods sold

Cost of products, goods sold and services rendered shall be recognized in the correct accounting period in accordance with the matching principle and conservatism principle.

Costs of inventories and services rendered which are incurred in excess of the ordinary level shall be charged out to cost of goods sold in the period, not to the production cost of goods and services.

4.17 Financial expenses

Financial expenses reflect expenses or losses related to financial investment activities: interest expense, provision for loss from investment in other entities, and other expenses attributable to investing activities.

4.18 Selling expenses, administrative expenses

Selling expenses reflect expenses actually incurred in the process of selling products, goods, rendering services.

Administrative expenses reflect expenses actually incurred related to the overall administration of the Company.

4.19 Current corporate income tax expense, deferred corporate income tax expense

Corporate income tax expenses comprise current income tax and deferred income tax.

Current income tax is the tax amount computed based on the taxable income in the period at the tax rates ruling at the balance sheet date. The difference between taxable income and accounting profit is due to the adjustments of temporary differences between tax and accounting figures as well as those of non-taxable or non-deductible income and expenses.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Deferred income tax is determined for temporary differences at the balance sheet date between the tax base of assets and liability and their carrying amount for financial reporting purpose.

4.20 Financial instruments

Initial recognition

Financial assets

A financial asset is recognized initially at cost plus transaction costs directly attributable to the acquisition of the asset. The Company's financial assets comprise cash on hand, cash in bank, trade receivables, other receivables and financial investments.

Financial liabilities

A financial liability is recognized initially at cost plus transaction costs directly attributable to the issuance of such liability. The Company's financial liabilities comprise trade payables, accrued expenses and other payables.

Subsequent measurement

Currently, there has been no requirement for subsequent measurement of financial instruments.

4.21 Tax rates and charges paid to the State Budget that the Company is applying

- Value Added Tax (VAT): Textbooks and reference books supplementing textbooks are not subject to VAT. For other books, office supplies and educational equipment, prevailing VAT rates are applicable.
- Corporate Income Tax (CIT): Tax rate of 20% is applicable.

CIT incentives application solely for the parent company

For income earned in the socialized sectors (i.e. manufacture and provision of educational equipment and teaching aids): CIT rate of 10% is applicable for the whole period of operation, which is applied in accordance with Official Letter No. 1294/TCT-CS dated 15/4/2011 of General Department of Taxation in response to Official Letter No. 245/STB-10 dated 29/12/2010 of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.

CIT incentives application for An Dong Education Joint Stock Company

With respect to education-training sector, CIT rate of 10% is applicable for the whole period of operation. This incentive is stipulated in Section II and III of Part H of Ministry of Finance's Circular No. 130/2018/TT-BTC dated 26/12/2008 on guiding the implementation of the Law on Corporate Income Tax.

- Other taxes and charges are paid in accordance with the prevailing regulations.

4.22 Related parties

Parties are considered to be related if one party has the ability to (directly or indirectly) control the other party or exercise significant influence over the other party in making financial or operational decisions. A related party relationship also exists between two companies that are under common control of the group or between two companies that are significantly influenced by one individual (who is shareholder/group of shareholders/executive).

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Unit: VND

5. Cash and cash equivalents

	31/12/2024	01/01/2024
Cash on hand	413,913,721	334,845,670
Cash in bank	5,663,462,909	7,795,734,262
Deposits with term of no more than 3 months	43,843,098,097	27,518,165,245
Total	49,920,474,727	35,648,745,177

6. Financial investments

a. Held-to-maturity investments

	31/12/2024		01/01/2024	
	Cost	Book value	Cost	Book value
Deposits with term ranging from over 3 months to no more than 12 months	12,963,405,066	-	8,111,018,086	-
Total	12,963,405,066	-	8,111,018,086	-

As at 31/12/2024, the Company's held-to-maturity investments are term deposits with terms ranging from over 3 months to no more than 12 months. The Management assesses that these deposits are not subject to loss or impairment in value.

b. Equity investments in other entities

	31/12/2024				01/01/2024	
	% equity, voting right	Number of shares	Cost	Provision	Cost	Provision
Gia Dinh Education Publishing Service Joint Stock Company	4.77%	49,000	490,000,000	-	490,000,000	-
Total			490,000,000	-	490,000,000	-

The Company received the 2024 financial statements of Gia Dinh Education Publishing Service JSC showing well-reserved owner's equity. Therefore, the investment in this company is recorded at cost and no provision is made. Besides, the shares of this company has not been listed yet and the Company did not have reliable reference data regarding market prices of these shares as at 31/12/2024. Thus, the Company was unable to determine the fair value of this investment.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

7. Short-term trade receivables

	31/12/2024	01/01/2024
Vien Dong Trading and Technology Limited Company	6,923,954,333	4,013,187,949
Nam Viet Education Investment Joint Stock Company	5,057,310,427	-
Thien Quan Gia Lai Construction Joint Stock Company	4,116,845,343	-
Others	23,247,627,466	34,845,022,033
Total	39,345,737,569	38,858,209,982

Of which: short-term trade receivables from related parties

	Relationship	31/12/2024	01/01/2024
South Books and Educational Equipment SJC	Fellow-subsiary	530,095,538	343,000,971
Educational Materials JSC	Fellow-subsiary	-	13,871,460
Central Books and Educational Equipment JSC	Fellow-subsiary	583,759,534	484,399,707
Cuu Long Books and Educational Equipment JSC	Fellow-subsiary	177,266,453	692,912,697
Phuong Nam Education Investment and Development JSC	Having same investor	-	86,745,192
Education Technology High School Development and Investment JSC	Fellow-subsiary	14,185,387	6,568,871

8. Short-term prepayments to suppliers

	31/12/2024	01/01/2024
Phu Thien Construction Design - Survey Co., Ltd	79,073,280	79,073,280
Thong Nhat Grand Hall	50,000,000	-
Others	58,978,329	997,613,732
Total	188,051,609	1,076,687,012

9. Other short-term receivables

	31/12/2024		01/01/2024	
	Value	Provision	Value	Provision
Accrued interest	244,427,068	-	103,873,786	-
Advances	163,838,114	-	78,977,920	-
Short-term deposits, collaterals	14,333,049	-	10,000,000	-
Other receivables	36,984,161	-	62,534,260	-
Total	459,582,392	-	255,385,966	-

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

10. Provision for doubtful debts

	Year 2024	Year 2023
Beginning balance	(950,749,153)	(542,244,109)
Appropriation in the year	(138,824,314)	(408,505,044)
Reversal in the year	-	-
Ending balance	(1,089,573,467)	(950,749,153)

11. Inventories

	31/12/2024		01/01/2024	
	Cost	Provision	Cost	Provision
Materials, raw materials	9,193,256,213	(347,995,926)	7,863,541,481	(91,516,214)
Work in process	3,241,849,131	-	4,072,372,072	-
Finished products	11,500,719,181	(1,320,713,396)	16,780,950,546	(1,991,048,329)
Merchandise goods	48,953,660,634	(1,585,978,290)	59,516,341,543	(3,345,745,379)
Total	72,889,485,159	(3,254,687,612)	88,233,205,642	(5,428,309,922)

- The amount of inventories which are in slowly-moving as at 31/12/2024 is VND3,739,070,542.
- No inventories have been pledged, mortgaged as security for debts as at 31/12/2024.

12. Tangible fixed assets

	Buildings architectures	Machinery equipment	Motor vehicles	Office equipment	Total
Cost					
Beginning balance	46,306,399,309	13,895,306,399	11,305,016,363	2,062,535,528	73,569,257,599
Increase in the year	169,123,075	-	844,158,832	395,676,380	1,408,958,287
Decrease in the year	-	34,277,220	-	123,821,917	158,099,137
Ending balance	46,475,522,384	13,861,029,179	12,149,175,195	2,334,389,991	74,820,116,749
Depreciation					
Beginning balance	20,465,175,080	12,045,404,101	9,186,464,455	1,698,603,429	43,395,647,065
Increase in the year	1,214,800,465	948,171,478	920,516,643	134,344,333	3,217,832,919
Decrease in the year	-	34,277,220	-	123,821,917	158,099,137
Ending balance	21,679,975,545	12,959,298,359	10,106,981,098	1,709,125,845	46,455,380,847
Net book value					
Beginning balance	25,841,224,229	1,849,902,298	2,118,551,908	363,932,099	30,173,610,534
Ending balance	24,795,546,839	901,730,820	2,042,194,097	625,264,146	28,364,735,902

- As at 31/12/2024, tangible fixed assets with a carrying value of VND13,007,783,805 were pledged as security for loans.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- Cost of tangible fixed assets fully depreciated but still in active use as at 31/12/2024 is VND23,878,633,198.

13. Intangible fixed assets

	Accounting software	Website software	Total
Cost			
Beginning balance	666,540,000	30,000,000	696,540,000
Newly-purchased	-	-	-
Decrease in the year	-	-	-
Ending balance	666,540,000	30,000,000	696,540,000
Amortization			
Beginning balance	666,540,000	30,000,000	696,540,000
Charge for the year	-	-	-
Decrease in the year	-	-	-
Ending balance	666,540,000	30,000,000	696,540,000
Net book value			
Beginning balance	-	-	-
Ending balance	-	-	-

- Cost of intangible fixed assets fully amortized but still in active use as at 31/12/2024 is VND696,540,000.

14. Prepaid expenses

a. Short-term

	31/12/2024	01/01/2024
Costs of tools, instruments pending amortization	47,164,397	112,318,273
Extracurricular expenses (An Dong)	300,499,999	440,803,333
Repair expenses pending amortization	154,139,019	198,930,869
Insurance expenses (An Dong)	113,660,820	170,780,400
Other prepaid expenses	438,774,957	625,592,213
Total	1,054,239,192	1,548,425,088

b. Long-term

	31/12/2024	01/01/2024
Costs of tools, instruments pending amortization	418,301,580	672,976,730
Repair expenses pending amortization	2,328,887,449	1,884,219,525
Land rent at Song Than Industrial Zone (*)	6,061,626,459	6,251,052,291
Other long-term prepaid expenses	457,140,640	323,053,830
Total	9,265,956,128	9,131,302,376

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

(*) The Company rents 20,606 m² of land at Song Than Industrial Zone, Binh Duong Province for the term from 26/12/2006 to 31/12/2055. All rights to use the leased land and the assets attached to the land are mortgaged and secured for loans at Joint Stock Commercial Bank for Foreign Trade of Vietnam - Binh Tay Branch.

15. Construction in progress

	31/12/2024	01/01/2024
Bravo software	1,099,008,000	-
Legal advice on land use rights at 223 Nguyen Tri Phuong	700,000,000	300,000,000
Consulting on building a labor norm system for the factory	-	143,472,222
Total	1,799,008,000	443,472,222

16. Short-term trade payables

	31/12/2024	01/01/2024
DV XNK Thuan Phat One Member Co., Ltd	5,126,984,876	-
Nam Viet Bao Linh Education Investment and Development JSC	4,923,567,056	-
TGO Software Co., Ltd	3,573,465,000	-
Others	17,180,198,017	24,568,178,431
Total	30,804,214,949	24,568,178,431

Of which: Trade payables to related parties

	Relationship	31/12/2024	01/01/2024
Education Publishing House in Ho Chi Minh City	Dependent entity of parent company	1,023,220,879	994,463,730

17. Short-term advances from customers

	31/12/2024	01/01/2024
Youth Trading Import Export Co., Ltd	108,716,273	-
Thanh Loi Telecommunication Informatics Co., Ltd	63,241,000	-
Others	322,030,465	903,153,349
Total	493,987,738	903,153,349

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

18. Taxes and amounts payable to the State

	Beginning balance		Amount to be paid	Amount actually paid	Ending balance	
	Payable	Receivable			Payable	Receivable
VAT	764,857,208	-	4,553,673,959	3,954,349,146	1,364,182,021	-
CIT	221,865,869	-	2,139,214,394	1,912,996,730	448,083,533	-
Personal Income Tax	7,168,281	416,205,918	2,907,940,291	2,081,287,357	417,615,297	-
Land & house tax, land rent	-	666,971,401	10,004,710,062	11,451,809,478	-	2,114,070,817
Other taxes	-	-	11,000,000	13,000,000	-	2,000,000
Total	993,891,358	1,083,177,319	19,616,538,706	19,413,442,711	2,229,880,851	2,116,070,817

The Company's tax reports would be subject to examination of tax authorities. The tax amounts reported in these financial statements could be changed under decision of the tax authorities.

19. Short-term accrued expenses

	31/12/2024	01/01/2024
Accrued selling expenses	781,576,389	3,707,960,890
Other accrued expenses	132,424,201	157,496,761
Total	914,000,590	3,865,457,651

20. Other short-term payables

	31/12/2024	01/01/2024
Trade union fees	8,500,830	8,500,830
Short-term deposits, collaterals received	171,500,000	93,500,000
Dividend payable	22,137,557	20,737,557
Remuneration of the BOD and Supervisory Board	690,904,500	529,461,400
Other payables	199,385,324	174,626,625
Total	1,092,428,211	826,826,412

21. Short-term loans and finance lease liabilities

	Beginning balance	Increase in the year	Decrease in the year	Ending balance
Short-term loans	-	49,631,752,250	49,631,752,250	-
- Vietcombank - Binh Tay Branch (1)	-	31,455,135,450	31,455,135,450	-
- VietinBank - Branch 5 (2)	-	18,176,616,800	18,176,616,800	-
Total	-	49,631,752,250	49,631,752,250	-

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- (1) The Company borrows short-term loan from Joint Stock Commercial Bank for Foreign Trade of Vietnam - Binh Tay Branch under Borrowing Contract No. 052/VCB-KHDN-CV/2024 dated 15/04/2024 to supplement capital for production and business activities. The loan limit of the Contract at any time does not exceed VND50,000,000,000. The loan limit maintenance period is 12 months from the date of signing the contract. The maximum loan period is not more than 6 months. The interest rate is determined in each specific credit contract. The loan is secured by the land use right and assets attached to the land at Song Than 3 Industrial Park, Thu Dau Mot Town, Binh Duong Province.
- (2) The Company borrows short-term loan from Vietnam Joint Stock Commercial Bank for Industry and Trade - Branch 5, Ho Chi Minh City under the loan contract No. 030/2024 - HDCVHM/NHCT920-08-STB dated 11/06/2024 to supplement working capital for production and business activities in the 2024 – 2025 period. The loan limit of the Contract at any time does not exceed VND30,000,000,000. The limit maintenance period is calculated from 11/06/2024 to 29/05/2025. The maximum loan period is not more than 6 months. The interest rate is floating and is adjusted periodically on the 1st (first) day of each month. The interest rate for the first debt receipt is 5.5%/year. The credit contract is unsecured.

22. Owners' equity

a. Statement of changes in owners' equity

	Vốn đầu tư của chủ sở hữu VND	Thặng dư vốn cổ phần VND	Vốn khác của chủ sở hữu VND	Quỹ đầu tư phát triển VND	LNST chưa phân phối VND
Số tại 01/01/2023	56,655,300,000	13,761,696,224	6,538,767,315	45,522,654,073	8,318,142,000
Tăng trong Year	-	-	-	2,632,404,132	14,915,231,685
Giảm trong Year	-	-	-	-	14,915,231,685
Số tại 31/12/2023	56,655,300,000	13,761,696,224	6,538,767,315	48,155,058,205	8,318,142,000
Số tại 01/01/2024	56,655,300,000	13,761,696,224	6,538,767,315	48,155,058,205	8,318,142,000
Tăng trong Year	-	-	-	2,262,907,451	14,315,710,348
Giảm trong Year	-	-	-	-	14,315,710,348
Số tại 31/12/2024	56,655,300,000	13,761,696,224	6,538,767,315	50,417,965,656	8,318,142,000

b. Shares

	31/12/2024 Shares	01/01/2024 Shares
Number of shares authorized to be issued	5,665,530	5,665,530
Number of shares issued publicly	5,665,530	5,665,530
- Common shares	5,665,530	5,665,530
- Preferred shares (classified as owners' equity)	-	-
Number of outstanding shares	5,665,530	5,665,530
- Common shares	5,665,530	5,665,530
- Preferred shares (classified as owners' equity)	-	-
Par value of outstanding shares: VND10,000 each		

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

c. Undistributed profit after tax

	Year 2024	Year 2023
Undistributed profit brought forward	8,318,142,000	8,318,142,000
Profit after tax attributable to the Company's shareholders	14,315,710,348	14,915,231,685
Distribution of profit	14,315,710,348	14,915,231,685
- Distribution of prior-year profit (*)	7,931,742,000	7,931,742,000
+ Paying dividend	7,931,742,000	7,931,742,000
- Distribution of current-year profit (**)	6,383,968,348	6,983,489,685
+ Appropriated to investment and development fund	2,262,907,451	2,632,404,132
+ Appropriated to reward and welfare fund	3,416,492,098	3,617,464,294
+ Appropriated to reward fund of the executive board	704,568,799	733,621,259
Undistributed profit	8,318,142,000	8,318,142,000

(*) Undistributed profit after tax of 2023 was distributed in accordance with the Resolution of the 2024 Annual General Meeting of Shareholders on 11/04/2024.

(**) The 2024 after-tax profit was temporarily distributed in accordance with Resolution No. 01/NQ-HĐQT dated 20/01/2025 of the Board of Directors.

23. Non-controlling interests

	Year 2024	Year 2023
Non-controlling interests at the beginning of the year	2,871,680,487	2,871,680,487
Adjustment of minority interest of previous year	-	-
Non-controlling interests increasing in the year	546,563,009	563,094,224
Non-controlling interests decreasing in the year	502,837,969	563,094,224
- Paying dividends	345,800,000	345,800,000
- Appropriation to reward and welfare fund	157,037,969	217,294,224
Non-controlling interests at the end of the year	2,915,405,527	2,871,680,487

24. Off balance sheet items

a. Foreign currency

	31/12/2024	01/01/2024
Cash in bank (USD)	324.62	324.62

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

b. Bad debts written off

	31/12/2024	01/01/2024
Tuition fees receivable from students	153,403,000	153,403,000
Gamma Technology JSC	62,376,301	-
Ky Nguyen Hong Co., Ltd	57,024,362	-
Vietnam Education Development and Support Investment JSC	54,936,048	-
Viet Nam Media JSC	25,061,999	-
Viet Nam Education Equipment JSC - EDUVN - Hanoi	22,962,485	-
Total	375,764,195	153,403,000

25. Revenue from sales and service provision

	Year 2024	Year 2023
Sales of books and printed products	274,030,557,163	274,496,375,342
Sales of educational equipment	183,366,032,027	195,968,224,873
Revenue from teaching activities	30,790,656,218	31,274,523,889
Other revenue	2,549,458,429	2,470,172,081
Total	490,736,703,837	504,209,296,185

26. Revenue deductions

	Year 2024	Year 2023
Sales returns	419,551,011	902,192,092
- Books and printed products	118,949,913	300,025,038
- Educational equipment	300,601,098	602,167,054
	419,551,011	902,192,092

27. Cost of goods sold

	Year 2024	Year 2023
Cost of books and printed products sold	251,820,526,176	251,239,040,927
Cost of educational equipment sold	126,119,422,209	134,481,419,020
Cost of teaching activities	20,644,223,653	21,135,208,640
Other cost	3,538,598,400	5,153,239,581
Appropriation/Reversal of provision for decline in value of inventories	(2,173,622,310)	(2,626,565,068)
Total	399,949,148,128	409,382,343,100

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

28. Financial income

	Year 2024	Year 2023
Deposit interest, interest on advance payment as contracted	789,835,027	1,012,058,801
Received dividend, profit	63,700,000	58,800,000
Payment discount	686,912,434	278,495,385
Foreign exchange gains from year-end revaluation	386,622	227,234
Total	1,540,834,083	1,349,581,420

29. Financial expenses

	Year 2024	Year 2023
Loan interest	519,386,592	323,133,480
Foreign exchange losses from year-end revaluation	-	3,246
Total	519,386,592	323,136,726

30. Selling expenses and administrative expenses

a. Selling expenses incurred in the year

	Year 2024	Year 2023
Salaries, salary-based payments	22,901,460,503	23,525,198,106
Depreciation and amortization expenses	423,057,970	462,552,807
Transportation expenses	3,539,135,149	3,738,175,792
Land rental	4,272,954,116	3,213,963,079
Others	7,047,382,088	8,991,921,824
Total	38,183,989,826	39,931,811,608

b. Administrative expenses incurred in the year

	Year 2024	Year 2023
Salaries, salary-based payments	22,967,571,592	23,901,705,763
Depreciation and amortization expenses	1,044,781,474	970,107,494
Land rental	1,665,268,118	1,277,665,704
Others	11,446,103,408	12,950,438,402
Total	37,123,724,592	39,099,917,363

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

31. Other income

	Year 2024	Year 2023
Settlement of difference upon stock taking	30,553,575	186,340,683
Proceeds from disposal of fixed assets	14,727,273	98,318,183
Lease of premises	735,181,823	444,709,092
Others	223,372,254	1,112,138,314
Total	1,003,834,925	1,841,506,272

32. Current corporate income tax expense

	Year 2024	Year 2023
Accounting profit before tax	17,001,487,751	17,739,747,166
- Operating activities for socialized industries	14,207,422,845	13,843,697,247
- Other activities not entitled to incentives	2,794,064,906	3,896,049,919
Adjustments to arrive to taxable income	615,165,366	573,852,525
- Increasing adjustments	679,251,988	632,879,759
+ Non-deductible expenses	679,251,988	632,876,513
+ Foreign exchange losses from year-end revaluation of cash in bank account	-	3,246
- Decreasing adjustments	64,086,622	59,027,234
+ Received dividend	63,700,000	58,800,000
+ Foreign exchange gains from year-end revaluation of cash in bank account	386,622	227,234
Total taxable income	17,616,653,117	18,313,599,691
- Operating activities for socialized industries	14,371,570,156	14,012,986,817
- Other activities not entitled to incentives	3,245,082,961	4,300,612,874
Corporate Income Tax	2,086,173,608	2,261,421,257
- Operating activities for socialized industries	1,437,157,016	1,401,298,682
- Other activities not entitled to incentives	649,016,592	860,122,575
Current corporate income tax expense	2,139,214,394	2,261,421,257
Of which:		
- Current CIT expense incurred in current year	2,086,173,608	2,261,421,257
- Adjustment of current CIT expense of previous year to current CIT expense of current year	53,040,786	-

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

33. Basic, diluted earnings per share

	Year 2024	Year 2023
Accounting profit after corporate income tax	14,315,710,348	14,915,231,685
Adjustments increasing or decreasing accounting profit	(4,121,060,897)	(4,351,085,553)
- Increases	-	-
- Decreases	4,121,060,897	4,351,085,553
Profit or loss attributable to common shareholders	10,194,649,451	10,564,146,132
Weighted average number of outstanding common shares	5,665,530	5,665,530
Basic, diluted earnings per share	1,799	1,865

34. Operating expenses by elements

	Year 2024	Year 2023
Materials expenses	21,709,378,381	26,388,680,175
Labor costs	69,100,594,465	71,732,376,406
Depreciation and amortization expenses	3,217,832,919	3,386,950,487
Outside service expenses	25,832,131,072	25,673,544,969
Other cash expenses	14,431,091,820	16,270,770,647
Total	134,291,028,657	143,452,322,684

35. Segment reporting

According to the provisions of Vietnamese Accounting Standard No. 28 and the guiding Circular, the Company is required to have segment reporting. Accordingly, a business segment is a distinguishable component of the Company that is engaged either in providing related products or service (business segment) or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and returns that are different from those of other business segments.

Based on the actual operations at the Company, the Management assesses that business segments as well as specific economic environments by geographical areas have no differences in bearing risks and obtaining economic benefits. Therefore, segment reporting by business area of the Company is as follows

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Year 2024	Teaching activities	Educational equipment	Printing, selling books and other services	Total
Revenue from sales and service provision	30,790,656,218	183,366,032,027	276,580,015,592	490,736,703,837
Revenue deductions	-	300,601,098	118,949,913	419,551,011
Cost of goods sold	20,644,223,653	124,415,764,560	254,889,159,915	399,949,148,128
Selling expenses	-	27,916,160,259	10,267,829,567	38,183,989,826
Administration expenses	8,926,323,361	20,615,005,798	7,582,395,433	37,123,724,592
Net interest expense	(116,804,415)	(470,047,204)	316,403,184	(270,448,435)
Profit (loss) from other financial activities	-	76,049,289	674,949,767	750,999,056
Other income	-	28,238,062	975,596,863	1,003,834,925
Other expenses	-	-	84,084,945	84,084,945
Profit (loss) from associate	-	-	-	-
Accounting profit before tax	<u>1,336,913,619</u>	<u>10,692,834,867</u>	<u>4,971,739,265</u>	<u>17,001,487,751</u>
Assets and liabilities as at 31/12/2024				
Trade receivables	1,045,263,672	36,549,351,760	661,548,670	38,256,164,102
Inventories	456,493,847	47,667,853,222	21,510,450,478	69,634,797,547
Tangible fixed assets				28,364,735,902
- Tangible fixed assets of segment	1,219,274,618	13,994,351,252	154,206,286	15,367,832,156
+ Cost	2,747,878,460	39,782,459,633	403,400,000	42,933,738,093
+ Accumulated depreciation	(1,528,603,842)	(25,788,108,381)	(249,193,714)	(27,565,905,937)
- Unallocated fixed assets	-	-	-	12,996,903,746
+ Cost	-	-	-	32,582,918,656
+ Accumulated depreciation	-	-	-	(19,586,014,910)
Other unallocated assets	-	-	-	78,276,106,527
Total assets				<u>214,531,804,078</u>
Trade payables	339,949,400	27,173,363,225	3,290,902,324	30,804,214,949
Unallocated liabilities	-	-	-	45,120,312,407
Total liabilities				<u>75,924,527,356</u>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Year 2023	Teaching activities	Educational equipment	Printing, selling books and other services	Total
Revenue from sales and service provision	31,274,523,889	195,968,224,873	276,966,547,423	504,209,296,185
Revenue deductions	-	602,167,054	300,025,038	902,192,092
Cost of goods sold	21,135,208,640	131,751,608,345	256,495,526,115	409,382,343,100
Selling expenses	-	30,318,394,673	9,613,416,935	39,931,811,608
Administration expenses	8,658,344,413	23,112,891,352	7,328,681,598	39,099,917,363
Net interest expense	(218,951,820)	(602,169,786)	132,196,285	(688,925,321)
Profit (loss) from other financial activities	-	74,290,143	263,229,230	337,519,373
Other income	-	148,570,547	1,692,935,725	1,841,506,272
Other expenses	-	-	21,235,822	21,235,822
Profit (loss) from associate	-	-	-	-
Accounting profit before tax	1,699,922,656	11,008,193,926	5,031,630,584	17,739,747,166
Assets and liabilities as at 31/12/2023				
Trade receivables	810,871,201	34,825,976,421	2,270,613,207	37,907,460,829
Inventories	821,890,256	56,258,279,483	25,724,725,981	82,804,895,720
Tangible fixed assets				30,173,610,534
- Tangible fixed assets of segment	261,635,389	15,331,453,890	261,999,142	15,855,088,421
+ Cost	1,508,043,248	39,816,736,853	403,400,000	41,728,180,101
+ Accumulated depreciation	(1,246,407,859)	(24,485,282,963)	(141,400,858)	(25,873,091,680)
- Unallocated fixed assets	-	-	-	14,318,522,113
+ Cost	-	-	-	32,537,617,498
+ Accumulated depreciation	-	-	-	(18,219,095,385)
Other unallocated assets	-	-	-	57,807,531,842
Total assets				208,693,498,925
Trade payables	321,146,873	20,655,381,019	3,591,650,539	24,568,178,431
Unallocated liabilities	-	-	-	47,824,676,263
Total liabilities				72,392,854,694

36. Risk management

a. Capital risk management

The Company manages its capital to ensure that it will be able to continue as a going concern while maximizing the return to shareholders through the optimization of the debt and equity balance.

b. Financial risk management

Financial risks include market risk (including interest rate risk, exchange rate and price risk), credit risk and liquidity risk.

Market risk management: The Company's activities expose it primarily to the financial risks of changes in interest rates, exchange rates and commodity prices.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Interest rate risk management

The Company's interest rate risks mainly derive from interest bearing loans which were arranged. To minimize these risks, the Group has estimated the impact of borrowing costs to its periodic business results as well as making analysis and projection to select appropriate time to repay the loans. The Management acknowledges that uncontrollable risks arising from fluctuations of interest rates are insignificant.

Exchange rate risk management

The Company does not have many foreign currency transactions. The Company's foreign currency transactions are mostly paying debts for importing equipment. Thus, the Management assesses that the Company is less exposed to the risk of exchange rate fluctuations. The Company has hedged risks related to exchange rate fluctuations by optimizing the time for settlement of debts, selecting the appropriate time to purchase and make payment in foreign currencies, projecting future exchange rates.

Book value of financial assets denominated in foreign currency is as follows:

	31/12/2024	01/01/2024
Cash in bank (USD)	324.62	324.62

Price risk management

The Company purchases materials and goods mainly from domestic suppliers to serve its production and business activities, so it will be subject to the risk of changes in price of the purchased materials and goods. To mitigate this risk, the Company has applied the policy of signing principle contracts with traditional suppliers while diversifying its sources of supply

Credit risk management

The Company's customers are primarily domestic enterprises operating in the education sector, especially the companies in the system of Vietnam Education Publishing House and schools with the main source funded by the State budget. Therefore, the Management assesses that the Company's exposure to credit risk with customers is at low level. The Company has hedged credit risk by maintaining the policy of receiving deposits of customers right after signing contract or requesting customers to make payment before receiving goods. Tuition fees will be collected at the beginning of each semester. When preparing the financial statement, the Company will assess the collectability of overdue receivables, make provisions for bad debts and take timely collection measures.

Liquidity risk management

To ensure the availability of funds to meet present and future financial obligations, the Company manages liquidity risk by regularly monitoring and maintaining sufficient cash reserve, optimizing cash flows, its payments and making use of credit from customers and counterparties, controlling maturing liabilities in relative to maturing assets and the amount of funds can be generated within that period.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

The Company's aggregate financial liabilities are categorized in accordance with their maturity as follows:

31/12/2024	Within 1 year	Over 1 year	Total
Trade payables	30,804,214,949	-	30,804,214,949
Accrued expenses	914,000,590	-	914,000,590
Other payables	1,083,927,381	-	1,083,927,381
Total	32,802,142,920	-	32,802,142,920
01/01/2024	Within 1 year	Over 1 year	Total
Trade payables	24,568,178,431	-	24,568,178,431
Accrued expenses	3,865,457,651	-	3,865,457,651
Other payables	818,325,582	77,000,000	895,325,582
Total	29,251,961,664	77,000,000	29,328,961,664

Currently, the Management assesses that the Company is not exposed to liquidity risks in the short term and believes that it can generate sufficient fund to meet maturing financial obligations.

The Company's available financial assets are drawn up on a net assets basis as follows:

31/12/2024	Within 1 year	Over 1 year	Total
Cash and cash equivalents	49,920,474,727	-	49,920,474,727
Trade receivables	38,256,164,102	-	38,256,164,102
Financial investments	12,963,405,066	490,000,000	13,453,405,066
Other receivables	295,744,278	19,318,596	315,062,874
Total	101,435,788,173	509,318,596	101,945,106,769
01/01/2024	Within 1 year	Over 1 year	Total
Cash and cash equivalents	35,648,745,177	-	35,648,745,177
Trade receivables	37,907,460,829	-	37,907,460,829
Financial investments	8,111,018,086	490,000,000	8,601,018,086
Other receivables	176,408,046	19,318,596	195,726,642
Total	81,843,632,138	509,318,596	82,352,950,734

37. Operating lease commitments

Up to 31/12/2024, the Company has the following operating lease commitments:

- ✓ Land rent agreement No. 2490/HD-TNMT-QLSDD dated 24/03/2016 with Ho Chi Minh City Department of Natural Resources and Environment about renting 2,182.4 m² of land at 104/5 Mai Thi Luu, Da Kao Ward, District 1, Ho Chi Minh City; land rental is paid annually; land rent term: 50 years;
- ✓ Land rent agreement No. 31/HDTD/ST3 dated 26/12/2006 about renting 20,606 m² of land at Song Than Industrial Zone, Binh Duong Province with the rent term from 26/12/2006 to 31/12/2055;
- ✓ Land rent agreement No. 5109/HD-TNMT-DKKTD dated 26/06/2008 with Ho Chi Minh City Department of Natural Resources and Environment about renting 1,649 m² of land at 122 Phan Van Tri, Ward 12, Binh Thanh District, Ho Chi Minh City to build carpentry workshop – now being the teaching aids and business shop; land rent term is short term (annual) until there is investment project of building school;

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- ✓ Land rent agreement No. 6170/HD-TNMT-DKKTD dated 21/08/2009 with Ho Chi Minh City Cadastral Department about renting 2,875 m² of land at 223 Nguyen Tri Phuong Street, Ward 9, District 5, Ho Chi Minh City to use as working office, office for lease, business shop and showroom; land rent term: 50 years; land rental is paid annually.
- ✓ Land rent agreement No. 8651/HD-TNMT-DKKTD dated 27/11/2009 with Ho Chi Minh City Department of Natural Resources and Environment about renting 1,423 m² of land at 780 Nguyen Kiem, Ward 4, Phu Nhuan District, Ho Chi Minh City to build mechanical and powder coating workshop (currently being the school equipment enterprise and moved to Song Than Industrial Zone, the rented land is being used for business shop); land rental is paid annually. Rent term: 50 years.

38. Related party information

a. Related parties

Related companies	Relationship
Vietnam Education Publishing House Co., Ltd	Parent company
Education Publishing House in Ho Chi Minh City	Dependent entity of parent company
South Books and Educational Equipment SJC	Fellow-subsiary
Educational Materials JSC	Fellow-subsiary
Phuong Nam Education Investment and Development JSC	Having same investor
Central Books and Educational Equipment JSC	Fellow-subsiary
Cuu Long Books and Educational Equipment JSC	Fellow-subsiary
Ha Noi Education Development and Investment JSC	Having same Chairman of BOD and investor
Education Technology High School Development and Investment JSC	Fellow-subsiary

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

b. Material related-party transactions arising in the year

Transactions	Particulars	Year 2024	Year 2023
Purchasing goods			
Vietnam Education Publishing House Co., Ltd	Brand fee	51,504,818	51,504,818
Education Publishing House in Ho Chi Minh City	Management fee, stamp, others	1,018,626,740	947,499,750
South Books and Educational Equipment SJC	Textbooks, Reference books, etc	133,927,204	19,284,927,018
Phuong Nam Education Investment and Development JSC	Workbook, Reference books, cultural products, etc	220,363,642,378	220,553,194,500
Central Books and Educational Equipment JSC	Equipment	2,331,429	-
Selling goods			
Education Publishing House in Ho Chi Minh City	Books, equipment, etc	125,507,990	17,644,030
South Books and Educational Equipment SJC	Books, equipment, etc	12,435,406,936	11,811,630,897
Educational Materials JSC	Equipment, etc	8,460,485	34,869,574
Phuong Nam Education Investment and Development JSC	Books, equipment, disks, payment discounts	22,737,322,815	10,213,277,897
Central Books and Educational Equipment JSC	Equipment	3,288,691,721	4,400,883,794
Ha Noi Education Development and Investment JSC	Equipment	276,373,329	482,412,348
Cuu Long Books and Educational Equipment JSC	Equipment	1,015,442,601	3,010,925,916
Education Technology High School Development and Investment JSC	Equipment	153,028,128	112,232,258

c. Payable remuneration for the Board of Directors (BOD), Supervisory Board and salaries of the Management

Payable remuneration for the BOD	Position	Year 2024	Year 2023
Mr. Nguyen Chi Binh	Chairman of the BOD	125,862,100	135,803,000
Mr. Do Thanh Lam	Member of the BOD	83,908,000	90,535,400
Mr. Nguyen Van Cung	Member of the BOD	83,908,000	90,535,400
Mr. Tu Trung Dan	Member of the BOD	83,908,000	90,535,400
Mr. Phan Ke Thai	Member of the BOD	83,908,000	63,877,700
Total		461,494,100	471,286,900

	Year 2024	Year 2023
Payable remuneration for the Supervisory Board	167,816,300	181,070,700

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Salaries of the Management	Position	Year 2024	Year 2023
Mr. Tu Trung Dan	General Director	617,161,348	641,590,081
Ms. Do Thi Thanh Binh	Deputy General Director	399,134,827	413,069,101
Mr. Phan Xuan Hien	Deputy General Director	453,659,512	472,255,172
Mr. Mai Tan Phat	Deputy General Director	360,312,516	134,130,000
Ms. Huynh Thi Bich Hanh	Chief Accountant	399,134,627	411,771,401
Total		<u>2,229,402,830</u>	<u>2,072,815,755</u>

39. Events after the balance sheet date

There have been no significant events occurring after the balance sheet date which would require adjustments or disclosures to be made in the consolidated financial statements.

40. Corresponding figures

Corresponding figures were taken from the consolidated financial statements for the year ended 31/12/2023 which were audited by AAC.



Tu Trung Dan
General Director

Ho Chi Minh City, 01 March 2025

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer



**BOOK AND EDUCATIONAL EQUIPMENT
JOINT STOCK COMPANY
OF HO CHI MINH CITY**

Financial statements

For the year ended 31/12/2024

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REPORT OF THE MANAGEMENT

The Management of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City presents this report together with the audited financial statements for the year ended 31/12/2024.

Overview

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") was incorporated following the equitization of a State-owned enterprise (Book and Educational Equipment Company of Ho Chi Minh City) under Decision No. 6500/QD-UBND dated 23/12/2005 of the People's Committee of Ho Chi Minh City. The Company is an independent accounting entity, operating in accordance with its Business Registration Certificate No. 4103004971 granted by Ho Chi Minh City Department of Planning and Investment on 04/07/2006, the Enterprise Law, its Charter and relevant regulations. Since the establishment date, the Company's Business Registration Certificate has been amended 13 times and the latest amendment was made on 12/09/2022 with the enterprise code of 0301325347.

The Company was approved to list its common shares on Hanoi Stock Exchange as from 21/12/2006 under Stock Trading Registration Certificate No. 63/TTGDHN – DKGD dated 06/12/2006 of Hanoi Stock Exchange with the ticker symbol of STC.

The Company has 1 subsidiary and 3 dependent entities:

- **Subsidiary:** An Dong Education Joint Stock Company
- **Dependent entities:**
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Teaching aids factory;
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Educational equipment factory (at Song Than 3 Industrial Zone – Binh Duong Province);
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City (at 104/5 Mai Thi Luu Street, Da Kao Ward, District 1, Ho Chi Minh City).

Charter capital: VND56,655,300,000.

Paid-in capital as at 31/12/2024: VND56,655,300,000.

Head office

- Address: 223 Nguyen Tri Phuong Street, Ward 9, District 5, Ho Chi Minh City
- Tel: (84) 028.8554645 - 028.8553118
- Fax: (84) 028.8564307
- Website: www.stb.com.vn

Principal activities

- Manufacture and provision of educational equipment and teaching aids;
- Trading textbooks; trading cabinets, tables, chairs, wooden products, children's toys (except toys which are harmful to ethical education and/or the health of children or detrimental to security, social order and safety), sports equipment (except trading sports guns, rudimentary weapons);

REPORT OF THE MANAGEMENT (cont'd)

- Manufacture of cabinets, tables, chairs, wooden products (no wood processing, forging, casting rolling and extrusion of metals, stamping, hammering, soldering, painting, electroplating, recycling at the head office);
- Manufacture of children's toys;
- Trading chemicals (except strong toxic chemicals);
- Trading audio and video equipment, computers, peripheral equipment, computer software;
- Primary education, lower secondary and upper secondary education;
- Lease of office.
- ...

Employees

As at 31/12/2024, the Company had 217 employees including 16 managing officers.

Members of the Board of Directors, Supervisory Board, Management and Chief Accountant during the year and up to this reporting date are:

Board of Directors

• Mr. Nguyen Chi Binh	Chairman	Reappointed on 19/06/2020
• Mr. Tu Trung Dan	Member	Reappointed on 19/06/2020
• Mr. Do Thanh Lam	Member	Reappointed on 19/06/2020
• Mr. Nguyen Van Cung	Member	Appointed on 19/06/2020
• Mr. Phan Ke Thai	Member	Appointed on 14/04/2023

Supervisory Board

• Ms. Bui Thi Anh Tuyet	Head of Supervisory Board	Appointed on 19/06/2020
• Ms. Nguyen Thi Nho	Member	Reappointed on 19/06/2020
• Ms. Dao Thi Thanh Thuy	Member	Appointed on 19/06/2020

Management and Chief Accountant

• Mr. Tu Trung Dan	General Director	Reappointed on 30/06/2020
• Ms. Do Thi Thanh Binh	Deputy General Director	Reappointed on 30/06/2020
• Mr. Phan Xuan Hien	Deputy General Director	Reappointed on 11/07/2024
• Mr. Mai Tan Phat	Deputy General Director	Appointed on 24/07/2023
• Ms. Huynh Thi Bich Hanh	Chief Accountant	Reappointed on 30/06/2020

REPORT OF THE MANAGEMENT (cont'd)

Independent auditor

These financial statements were audited by AAC Auditing and Accounting Company Ltd (Head office: Lot 78-80, Street 30/4, Hai Chau District, Da Nang City; Tel: (84) 236.3655886; Fax: (84) 236.3655887; Website: www.aac.com.vn; Email: aac@dng.vnn.vn).

The Management's responsibility in preparation of the financial statements

The Management of the Company is responsible for true and fair preparation and presentation of these financial statements on the basis of:

- Complying with the Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and other relevant regulations;
- Selecting suitable accounting policies and then applying them consistently;
- Making judgments and estimates that are reasonable and prudent;
- Preparing the financial statements on the going concern basis;
- Responsibility for such internal control as the Management determines is necessary to enable the preparation and presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

The members of the Company's Management hereby confirm that the accompanying financial statements including the balance sheet, the income statement, the statement of cash flows and the notes thereto give a true and fair view of the financial position of the Company as at 31/12/2024 and of the result of its operations and its cash flows for the year then ended in accordance with the prevailing Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to preparation and presentation of the financial statements.

On behalf of the Management



Tu Trung Đan
General Director

Ho Chi Minh City, 07 March 2025



AAC AUDITING AND ACCOUNTING CO., LTD

AN INDEPENDENT MEMBER OF PRIMEGLOBAL
AUDITING - ACCOUNTING - FINANCE SPECIALITY

Head Office: Lot 78 - 80, April 30th Street, Hai Chau District, Da Nang City

Tel: +84 (236) 3 655 886; Fax: +84 (236) 3 655 887; Email: aac@dng.vnn.vn; Website: <http://www.aac.com.vn>

No. 90/2025/BCKT-AAC

INDEPENDENT AUDITORS' REPORT

To: The Shareholders, Board of Directors and Management
Book and Educational Equipment Joint Stock Company of Ho Chi Minh City

We have audited the financial statements which were prepared on 01/03/2025 of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") as set out on pages 6 to 33, which comprise the balance sheet as at 31/12/2024, the income statement, the statement of cash flows for the year then ended, and the notes thereto.

Management's Responsibility

The Company's Management is responsible for the preparation and fair presentation of these financial statements in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to the preparation and presentation of financial statements, and for such internal control as the Management determines is necessary to enable the preparation and presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as at 31/12/2024, and its financial performance and its cash flows for the year then ended in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to the preparation and presentation of financial statements.

■ Branch in Ho Chi Minh City

47 - 49 Hoang Sa St. (3th Floor, Hoang Dan Building), Dist. 1, HCM City
Tel: +84 (28) 3910 2235; Fax: +84 (28) 3910 2349

■ Branch in Ha Noi

09 Duy Tan St., (6th Floor, Viet A Building), Cau Giay Dist., Ha Noi
Tel: +84 (24) 3224 2403; Fax: +84 (24) 3224 2402

Emphasis of Matter

As disclosed in Note 3, the accompanying financial statements are the separate financial statements for the year ended 31/12/2024 of the parent company. These separate financial statements should be read together with the consolidated financial statements for the year ended 31/12/2024 in order for users to obtain full information on the consolidated financial position, consolidated results of operations and consolidated cash flows of the Company.

Our opinion is not qualified in respect of this matter.



AAC Auditing and Accounting Co., Ltd.

Lam Quang Tu – Deputy General Director
Audit Practicing Registration Certificate
No. 1031-2023-010-1

Da Nang City, March 2025

Nguyen Van Thien – Auditor
Audit Practicing Registration Certificate
No. 3108-2025-010-1

BALANCE SHEET
As at 31 December 2024

Form No. B 01 - DN
Issued under Circular No. 200/2014/TT - BTC
dated 22/12/2014 by the Ministry of Finance

ASSETS	Code	Note	31/12/2024 VND	01/01/2024 VND
A. CURRENT ASSETS	100		166,519,611,429	159,941,429,866
I. Cash and cash equivalents	110	5	47,146,253,696	32,771,838,524
1. Cash	111		4,127,760,546	7,733,150,872
2. Cash equivalents	112		43,018,493,150	25,038,687,652
II. Short-term financial investments	120		10,000,000,000	5,249,335,881
1. Trading securities	121		-	-
2. Held-to-maturity investments	123	6.a	10,000,000,000	5,249,335,881
III. Short-term receivables	130		37,629,778,089	38,293,132,395
1. Short-term trade receivables	131	7	37,736,005,367	37,586,546,751
2. Short-term prepayment to suppliers	132	8	122,154,009	1,076,687,012
3. Other short-term receivables	136	9	296,723,650	119,855,755
4. Provision for short-term doubtful debts	137	10	(525,104,937)	(489,957,123)
IV. Inventories	140	11	69,178,303,700	81,983,005,464
1. Inventories	141		72,432,991,312	87,411,315,386
2. Provision for decline in value of inventories	149		(3,254,687,612)	(5,428,309,922)
V. Other current assets	150		2,565,275,944	1,644,117,602
1. Short-term prepaid expenses	151	16.a	449,205,127	560,940,283
2. Taxes and amounts receivable from the State	153	18	2,116,070,817	1,083,177,319
B. LONG-TERM ASSETS	200		41,224,083,413	42,426,678,378
I. Long-term receivables	210		19,318,596	19,318,596
1. Long-term trade receivables	211		-	-
2. Other long-term receivables	216		19,318,596	19,318,596
II. Fixed assets	220		21,464,436,753	23,960,633,250
1. Tangible fixed assets	221	12	21,464,436,753	23,960,633,250
- Cost	222		64,097,876,121	64,086,852,183
- Accumulated depreciation	223		(42,633,439,368)	(40,126,218,933)
2. Intangible fixed assets	227	13	-	-
- Cost	228		696,540,000	696,540,000
- Accumulated amortization	229		(696,540,000)	(696,540,000)
III. Investment properties	230	14	5,681,024,531	5,951,341,895
- Cost	231		7,974,362,168	7,974,362,168
- Accumulated depreciation	232		(2,293,337,637)	(2,023,020,273)
IV. Long-term assets in progress	240		1,799,008,000	443,472,222
1. Long-term work in process	241		-	-
2. Construction in progress	242	15	1,799,008,000	443,472,222
V. Long-term financial investments	250	6.b	3,250,000,000	3,250,000,000
1. Investment in subsidiary	251		2,760,000,000	2,760,000,000
2. Equity investment in other entities	253		490,000,000	490,000,000
VI. Other long-term assets	260		9,010,295,533	8,801,912,415
1. Long-term prepaid expenses	261	16.b	9,010,295,533	8,801,912,415
2. Deferred income tax assets	262		-	-
TOTAL ASSETS	270		207,743,694,842	202,368,108,244

BALANE SHEET (cont'd)

As at 31 December 2024

RESOURCES	Code	Note	31/12/2024 VND	01/01/2024 VND
C. LIABILITIES	300		72,549,523,750	69,387,985,853
I. Current liabilities	310		72,549,523,750	69,310,985,853
1. Short-term trade payables	311	17	30,464,265,549	24,247,031,558
2. Short-term advances from customers	312	18	434,445,279	869,958,499
3. Taxes and amounts payable to the State	313	19	2,137,995,133	886,258,785
4. Payables to employees	314		22,106,558,665	23,123,173,166
5. Short-term accrued expenses	315	20	914,000,590	3,832,930,161
6. Other short-term payables	319	21	711,042,057	464,698,957
7. Short-term loans and finance lease liabilities	320	22	-	-
8. Reward and welfare fund	322		15,781,216,477	15,886,934,727
II. Long-term liabilities	330		-	77,000,000
1. Long-term trade payables	331		-	-
2. Other long-term payables	337		-	77,000,000
D. EQUITY	400		135,194,171,092	132,980,122,391
I. Owners' equity	410	23	135,194,171,092	132,980,122,391
1. Share capital	411	23	56,655,300,000	56,655,300,000
- Common shares with voting rights	411a		56,655,300,000	56,655,300,000
- Preferred shares	411b		-	-
2. Share premium	412	23	13,761,696,224	13,761,696,224
3. Other owners' capital	414	23	6,476,325,962	6,476,325,962
4. Investment and development fund	418	23	50,369,106,906	48,155,058,205
5. Undistributed profit after tax	421	23	7,931,742,000	7,931,742,000
- Undistributed profit after tax up to prior year-end	421a		-	-
- Undistributed profit after tax of current period	421b		7,931,742,000	7,931,742,000
II. Budget sources and other funds	430		-	-
TOTAL RESOURCES	440		207,743,694,842	202,368,108,244



Tu Trung Dan
General Director

Ho Chi Minh City, 07 March 2025

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer

INCOME STATEMENT
For the year ended 31/12/2024

Form No. B 02 - DN
Issued under Circular No. 200/2014/TT - BTC
dated 22/12/2014 by the Ministry of Finance

ITEMS	Code	Note	Year 2024 VND	Year 2023 VND
1. Revenue from sales and service provision	01	25	465,505,442,585	478,673,213,349
2. Revenue deductions	02	26	419,551,011	902,192,092
3. Net revenue from sales and service provision	10		465,085,891,574	477,771,021,257
4. Cost of goods sold	11	27	384,159,564,735	393,155,449,873
5. Gross profit from sales and service provision	20		80,926,326,839	84,615,571,384
6. Financial income	21	28	1,810,429,668	1,517,029,600
7. Financial expenses	22	29	519,386,592	323,136,726
Including: Interest expense	23		519,386,592	323,133,480
8. Selling expenses	25	30.a	38,183,989,826	39,931,811,608
9. Administrative expenses	26	30.b	28,197,401,231	30,441,572,950
10. Operating profit	30		15,835,978,858	15,436,079,700
11. Other income	31	31	261,532,670	1,297,843,029
12. Other expenses	32		84,084,945	7,385,822
13. Other profit	40		177,447,725	1,290,457,207
14. Accounting profit before tax	50		16,013,426,583	16,726,536,907
15. Current corporate income tax expense	51	32	1,922,050,610	2,054,111,724
16. Deferred corporate income tax expense	52		-	-
17. Profit after tax	60		14,091,375,973	14,672,425,183



Tu Trung Dan
General Director

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer

Ho Chi Minh City, 04 March 2025

STATEMENT OF CASH FLOWS

For the year ended 31/12/2024

Form No. B 03 - DN

Issued under Circular No. 200/2014/TT - BTC
dated 22/12/2014 by the Ministry of Finance

ITEMS	Code	Note	Year 2024 VND	Year 2023 VND
I. Cash flows from operating activities				
1. Profit before tax	01		16,013,426,583	16,726,536,907
2. Adjustments for				
- Depreciation and amortization	02	12,13,14	2,935,636,936	3,198,442,775
- Provisions	03		(2,138,474,496)	(2,483,788,224)
- Foreign exchange gain/loss from revaluation of monetary items denominated in foreign currencies	04		(386,622)	(223,988)
- Profits/losses from investing activities	05		(1,137,857,885)	(1,243,897,891)
- Interest expense	06		519,386,592	323,133,480
3. Operating profit before changes in working capital	08		16,191,731,108	16,520,203,059
- Increase/decrease in receivables	09		(282,895,274)	17,082,010,333
- Increase/decrease in inventories	10	11	14,978,324,074	8,110,622,984
- Increase/decrease in payables (excluding loan interest and corporate income tax payable)	11		2,761,111,522	(21,186,528,065)
- Increase/decrease in prepaid expenses	12		(353,175,740)	391,055,926
- Interest paid	14		(519,386,592)	(323,133,480)
- Corporate income tax paid	15	19	(1,692,057,985)	(2,340,981,064)
- Other cash receipts from operating activities	16		45,020,000	79,000,000
- Other cash payments for operating activities	17		(4,096,323,522)	(4,140,929,946)
Net cash provided by operating activities	20		27,032,347,591	14,191,319,747
II. Cash flows from investing activities				
1. Purchases, construction of fixed assets and other long-term assets	21		(954,379,075)	(1,263,042,824)
2. Sales, disposal of fixed assets and other long-term assets	22		14,727,273	5,590,910
3. Cash paid for loans, acquisition of debt instruments	23		(10,126,329,223)	(2,249,335,881)
4. Recovery of loans, resales of debt instruments	24		5,375,665,104	-
5. Received loan interest, dividends, profits	27		962,338,880	1,229,854,192
Net cash used in investing activities	30		(4,727,977,041)	(2,276,933,603)
III. Cash flows from financing activities				
1. Proceeds from loans	33		6,557,640,950	-
2. Repayment of loans	34		(6,557,640,950)	-
3. Dividend, profit paid to owners	36		(7,930,342,000)	(7,930,342,000)
Net cash used in financing activities	40		(7,930,342,000)	(7,930,342,000)
Net cash flows for the year	50		14,374,028,550	3,984,044,144
Cash and cash equivalents at the beginning of the year	60	5	32,771,838,524	28,787,570,392
Impacts of exchange rate fluctuations	61		386,622	223,988
Cash and cash equivalents at the end of the year	70	5	47,146,253,696	32,771,838,524



Tu Trung Dan
General Director

Ho Chi Minh City, 07 March 2025

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

1. Nature of operations**1.1 Overview**

Book and Educational Equipment Joint Stock Company of Ho Chi Minh City ("the Company") was incorporated following the equitization of a State-owned enterprise (Book and Educational Equipment Company of Ho Chi Minh City) under Decision No. 6500/QĐ-UBND dated 23/12/2005 of the People's Committee of Ho Chi Minh City. The Company is an independent accounting entity, operating in accordance with its Business Registration Certificate No. 4103004971 granted by Ho Chi Minh City Department of Planning and Investment on 04/07/2006, the Enterprise Law, its Charter and relevant regulations. Since the establishment date, the Company's Business Registration Certificate has been amended 13 times and the latest amendment was made on 12/09/2022 with the enterprise code of 0301325347.

The Company was approved to list its common shares on Hanoi Stock Exchange as from 21/12/2006 under Stock Trading Registration Certificate No. 63/TTGDHN – DKGĐ dated 06/12/2006 of Hanoi Stock Exchange with the ticker symbol of STC.

1.2 Principal activities:

- Manufacture and provision of educational equipment and teaching aids;
- Trading textbooks; trading cabinets, tables, chairs, wooden products, children's toys (except toys which are harmful to ethical education and/or the health of children or detrimental to security, social order and safety), sports equipment (except trading sports guns, rudimentary weapons);
- Manufacture of cabinets, tables, chairs, wooden products (no wood processing, forging, casting rolling and extrusion of metals, stamping, hammering, soldering, painting, electroplating, recycling at the head office);
- Manufacture of children's toys;
- Trading chemicals (except strong toxic chemicals);
- Trading audio and video equipment, computers, peripheral equipment, computer software;
- Primary education, lower secondary and upper secondary education;
- Lease of office;
- ...

1.3 Company structure

The Company has 1 subsidiary and 3 dependent entities:

- Subsidiary: An Dong Education Joint Stock Company
- Dependent entities:
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Teaching aids factory;
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City – Educational equipment factory (at Song Than 3 Industrial Zone – Binh Duong Province);
 - ✓ Branch of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City (at 104/5 Mai Thi Luu Street, Da Kao Ward, District 1, Ho Chi Minh City).

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

2. Accounting period, currency used in accounting

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

Financial statements and accounting transactions are expressed in Vietnamese Dong (VND).

3. Applied accounting standards and accounting system

The Company adopts the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System which is guided in Circular No. 200/2014/TT-BTC dated 22/12/2014 and Circular No. 53/2016/TT-BTC dated 21/3/2016 amending and adding some articles of Circular No. 200/2014/TT-BTC issued by the Ministry of Finance.

Currently, the Company has a subsidiary; According to current regulations, the Company is required to prepare the separate financial statements of the parent company and consolidated financial statements for the year 2024. Users should read the separate financial statements of the parent company together with the consolidated financial statements for the year 2024 in order to obtain full information on the consolidated financial position, consolidated results of operations and consolidated cash flows of the Company.

4. Summary of significant accounting policies**4.1 Exchange rate differences applied in accounting**

Transactions denominated in foreign currency are translated into VND using the actual exchange rate announced by the commercial bank where the Company conducts transactions on the date of the transactions.

At the balance sheet date, monetary items denominated in foreign currency which are classified as assets are revaluated using the purchasing exchange rate and monetary items denominated in foreign currency which are classified as liabilities are revaluated using the selling exchange rate of the commercial bank where the Company regularly conducts transactions. Foreign currency deposits in bank are reevaluated using the purchasing exchange rate of the bank where the Company opens foreign currency account.

Exchange rate differences are realized in accordance with the provisions of Vietnamese Accounting Standards No. 10 "Impacts of exchange rate fluctuations". Accordingly, foreign exchange differences arising during the year and exchange rate differences resulting from revaluating the closing balances of monetary items denominated in foreign currencies are recorded in the income statement of the fiscal year.

4.2 Cash and cash equivalents

Cash includes cash on hand, cash in bank and cash in transit.

All short-term investments which are collectible or mature of 3 months or less as from purchasing date, that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value at reporting date shall be recognized as cash equivalents.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

4.3 Financial investments

Held-to-maturity investments

Held-to-maturity investments are term deposits (including treasury bills, promissory notes), bonds, preferred shares which the issuer is required to re-buy them at a certain time in the future and held-to-maturity loans to earn profits periodically and other held-to-maturity investments.

Held-to-maturity investments are recorded at book value upon revaluation. Provision for loss of held-to-maturity investments shall be recorded as a decrease directly in the book value of investments.

Investment in subsidiary and long-term equity investments in other companies

A subsidiary is an entity controlled by the Company. An entity is considered as a subsidiary if the Company holds (directly or indirectly) more than 50% of the voting shares and has the power to govern the financial and operating policies of the subsidiary.

Long-term equity investments in other companies are investments which the Company has no power to control or joint control, no significant influence over the investees.

Investments in the subsidiary and long-term equity investments in other companies are stated at cost less provision. Dividends and profits received in money or non-monetary asset for the period before the investment date shall be recorded as a decrease in value of the investments.

Provision

Provision for investments in the subsidiary is made if these investments are impaired or result in loss, which leads to the loss of equity of the Company. Provision for long-term equity investments in other companies is made as follows:

- If an investment in listed shares or the fair value of the investment is determined reliably, the provision shall be made based on the market value of the shares.
- If the market value of the shares is not identifiable, the provision shall be made based on the loss reported in the financial statements of the investee.

With regards to the investees who are required to prepare the consolidated financial statements, the provision is made based on the consolidated financial statements. For other cases, the provision is made based on the financial statements of the investees.

4.4 Receivables

Receivables includes: trade receivables and other receivables:

- Trade receivables are trade-related amounts arising from trading activities between the Company and its customers.
- Other receivables include non-trade amounts which are not related to trading activities, intra-company transactions.

Receivables are recorded at cost less provision for doubtful debts. Provision for doubtful debts represents the estimated loss amounts at the balance sheet date for overdue receivables which the Company has claimed many times but still has not collected yet or which have not been overdue but the debtor has been in the state of insolvency, doing dissolution procedures, missing or absconding.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***4.5 Inventories**

Inventories are stated at the lower of cost and net realizable value.

Value of inventories is calculated using the weighted average method and accounted for using the perpetual method with cost determined as follows:

- Materials, goods: Cost comprises costs of purchase, costs of conversion and any directly attributable costs of bringing the inventories to their present location and condition;
- Finished products: Cost comprises cost of direct materials and labour plus attributable overhead based on the normal level of activities.

Net realizable value is the estimated selling price less the estimated costs of completing the products and the estimated costs needed for their consumption.

Provision for decline in value of inventories is made for each kind of inventories when the net realizable value of that kind of inventories is less than cost.

4.6 Tangible fixed assets**Cost**

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of tangible assets comprises their purchase price and all the costs incurred by the Company to acquire those assets as of the time of putting such assets into the ready-for-use state. The costs incurred after the initial recognition of tangible fixed asset shall be recorded as increase in their historical cost if these costs are certain to augment future economic benefits obtained from the use of those assets. Those incurred costs which fail to meet this requirement must be recognized as production and business expenses in the period.

Depreciation

Tangible fixed assets are depreciated in accordance with the straight-line method over their estimated useful lives. The depreciation period is in conformity with Circular No. 45/2013/TT-BTC dated 25/4/2013 by the Ministry of Finance. Details are as follows:

<u>Kinds of asset</u>	<u>Depreciation period (years)</u>
Buildings, architectures	5 - 44
Machinery, equipment	5 - 7
Motor vehicles	6 - 10
Office equipment	3 - 5

4.7 Intangible fixed assets**Cost**

Intangible fixed assets are stated at cost less accumulated amortization.

The cost of intangible fixed assets comprises all the costs incurred by the Company to acquire those assets as of the time of putting such assets into the ready-for-use state.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***Amortization**

Intangible fixed assets are amortized in accordance with the straight-line method over their estimated useful lives. Amortization period is in conformity with Circular No. 45/2013/TT-BTC dated 25/4/2013 by the Ministry of Finance.

The amortization period of intangible fixed assets of the Company is as follows:

<u>Kind of asset</u>	<u>Amortization period (years)</u>
Computer software	3

4.8 Investment property

Investment property held to be leased out under an operating lease is stated at cost less accumulated depreciation.

The depreciation policy of investment property held to be leased out under an operating lease is performed consistently with the depreciation policy of the same kind of fixed assets of the Company. Accordingly, depreciation of investment property held to be leased out under an operating lease is calculated on a straight-line basis over their estimated useful lives. The depreciation period is in conformity with Circular No. 45/2013/TT-BTC dated 25/4/2013 by the Ministry of Finance. Details are as follows:

<u>Kinds of assets</u>	<u>Depreciation period (years)</u>
Buildings, architectures	29.5

Investment property being land use rights with indefinite term are not amortized. For land use rights with definite term, the amortization period is the period in which the Company is allowed to use the land.

4.9 Prepaid expenses

Prepaid expenses are reported as short-term or long-term prepaid expenses. These are expenditures that have been incurred but related to the operations of many accounting periods. The Company's primary prepayments are as follows:

- Land rental and all costs related to the leased land are amortized in accordance with the straight-line method over the term of the lease;
- Costs of tools and instruments being put into use are amortized in accordance with the straight-line method for a maximum period of no more than 3 years;
- Overhaul costs are amortized in accordance with the straight-line method for a maximum period of no more than 3 years;
- Other prepaid expenses: the Company selects appropriate method and criteria of allocation over the period in which economic benefits are expected to be received based on the nature and extent of the prepaid expenses.

4.10 Payables

Payables include: trade payables and other payables:

- Trade payables are trade-related amounts, arising from trading activities between the company and its suppliers;

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- Other payables are non-trade amounts, which are not related to trading activities, intra-company transactions.

Payables are recognized at cost and reported as short-term and long-term payables based on the remaining terms at the balance sheet date.

Payables are monitored according to their creditors, principal terms, remaining terms and original currencies.

4.11 Accrued expenses

Accruals are recognized for amount to be paid in the future for goods and services received, whether or not billed to the Company.

4.12 Owners' equity

Paid-in capital represents the amount of capital actually contributed by shareholders.

Share premium

Share premium reflects the difference between the issue price and par value of the shares issued, costs directly related to the issuance of shares; difference between the re-issue price and book value, costs directly related to the re-issuance of shares; the capital component of convertible bonds as they fall due.

Profit distribution

Profit after corporate income tax is available for appropriation to funds and to shareholders as provided for in the Company's Charter or Resolution of General Shareholders' Meeting.

The dividend to be paid to the shareholders shall not exceed the undistributed profit after tax and with consideration of non-monetary items in undistributed post-tax profits that may affect cash flow and ability to pay dividends.

4.13 Recognition of revenue and other income

- Revenue from sales and service provision is recognized to the extent that it is probable to obtain economic benefits, it can be reliably measured and the following conditions are also met:
 - ✓ Revenue from the sale of goods is recognized in the income statement when the significant risks and rewards of ownership have been transferred to the buyer and there are no significant uncertainties regarding recovery of the consideration due or the likely return of goods;
 - ✓ Revenue from service provision is recognized when the services have been rendered. In case that the services are to be provided in many accounting periods, the determination of revenue in each period is done on the basis of the service completion rate as of the balance sheet date.
- Revenue from financing activities is recognized when revenue is determined with relative certainty and it is possible to obtain economic benefits from the transactions.
 - ✓ Interests are recognized on the basis of the actual term and interest rates;
 - ✓ Dividends and profits shared are recognized when the Company has the rights to receive dividends or profit from the capital contribution. Stock dividends are not recognized as financial revenue. Dividends received in the period before investment date shall be recorded as a decrease in value of investment.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

- Other income is the income derived out of the Company's scope of business and recognized when it can be measured reliably and it is probable that the economic benefits associated with the transaction will flow to the Company.

4.14 Revenue deductions

Revenue deductions include trade discounts, sales rebates and sales returns.

In case where revenue is recognized in during the year but the corresponding revenue deductions arise after the balance sheet date, revenue shall be decreased in accordance with the following principles:

- If the corresponding deductions arise before the date of releasing the financial statements, they shall be charged against revenue of the reporting year;
- If the corresponding revenue deductions arise after the date of releasing the financial statements, they shall be charged against revenue of the next reporting year.

4.15 Cost of goods sold

Cost of products, goods sold and services rendered shall be recognized in the correct accounting period in accordance with the matching principle and conservatism principle.

Costs of inventories and services rendered which are incurred in excess of the ordinary level shall be charged out to cost of goods sold in the period, not to the production cost of goods and services.

4.16 Financial expenses

Financial expenses reflect expenses or losses related to financial investment activities: interest expense, payment discounts for buyers, expenses and loss on liquidating, transferring investments; provision for diminution in value of trading securities, provision for loss from investment in other entities, loss from sale of foreign currency, foreign exchange loss and other expenses attributable to investing activities.

4.17 Selling expenses, administrative expenses

Selling expenses reflect expenses actually incurred in the process of selling products, goods, rendering services.

Administrative expenses reflect expenses actually incurred related to the overall administration of the Company.

4.18 Current corporate income tax expense, deferred corporate income tax expense

Corporate income tax expenses comprise current income tax and deferred income tax.

Current income tax is the tax amount computed based on the taxable income in the period at the tax rates ruling at the balance sheet date. The difference between taxable income and accounting profit is due to the adjustments of temporary differences between tax and accounting figures as well as those of non-taxable or non-deductible income and expenses.

Deferred income tax is determined for temporary differences at the balance sheet date between the tax base of assets and liability and their carrying amount for financial reporting purpose.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

4.19 Financial instruments

Initial recognition

Financial assets

A financial asset is recognized initially at cost plus transaction costs directly attributable to the acquisition of the asset. The Company's financial assets comprise cash on hand, short-term deposits, trade receivables, other receivables and financial investments.

Financial liabilities

A financial liability is recognized initially at cost plus transaction costs directly attributable to the issuance of such liability. The Company's financial liabilities comprise trade payables, accrued expenses and other payables.

Subsequent measurement

Currently, there has been no requirement for subsequent measurement of financial instruments.

4.20 Tax rates and charges paid to the State Budget that the Company is applying

- Value Added Tax (VAT): Textbooks and reference books supplementing textbooks are not subject to VAT. For other books, office supplies and educational equipment, prevailing VAT rates are applicable.
- Corporate Income Tax (CIT):
 - ✓ For income earned in the socialized sectors (Manufacture and provision of educational equipment and teaching aids), CIT rate of 10% is applicable for the whole period of operation, which is applied in accordance with Official Letter No. 1294/TCT-CS dated 15/4/2011 of General Department of Taxation in response to Official Letter No. 245/STB-10 dated 29/12/2010 of Book and Educational Equipment Joint Stock Company of Ho Chi Minh City.
 - ✓ CIT rate of 20% is applicable to other activities.
- Other taxes and charges are paid in accordance with the prevailing regulations.

4.21 Related parties

Parties are considered to be related if one party has the ability to (directly or indirectly) control the other party or exercise significant influence over the other party in making financial or operational decisions. A related party relationship also exists between two companies that are under common control of the group or between two companies that are significantly influenced by one individual (who is shareholder/group of shareholders/executive).

Unit: VND

5. Cash and cash equivalents

	31/12/2024	01/01/2024
Cash on hand	273,118,719	306,399,723
Cash in bank	3,854,641,827	7,426,751,149
Cash equivalents	43,018,493,150	25,038,687,652
Total	47,146,253,696	32,771,838,524

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***6. Financial investments****a. Held-to-maturity investments**

	31/12/2024		01/01/2024	
	Cost	Book value	Cost	Book value
Deposits with term ranging from over 3 months to no more than 12 months	10,000,000,000	10,000,000,000	5,249,335,881	5,249,335,881
Total	10,000,000,000	10,000,000,000	5,249,335,881	5,249,335,881

As at 31/12/2024, the Company's held-to-maturity investments are term deposits with terms ranging from over 3 months to no more than 12 months. The Management assesses that these deposits are not subject to loss or impairment in value.

b. Long-term financial investments

	31/12/2024				01/01/2024	
	voting right	Number of shares	Cost	Provision	Cost	Provision
Investment in subsidiary			2,760,000,000	-	2,760,000,000	-
- An Dong Education Joint Stock Company	52.77%	276,000	2,760,000,000	-	2,760,000,000	-
Investment in other entities			490,000,000	-	490,000,000	-
- Gia Dinh Education Publishing Service Joint Stock Company	4.77%	49,000	490,000,000	-	490,000,000	-
Total			3,250,000,000	-	3,250,000,000	-

Since the shares of these companies has not been listed on stock exchanges yet and the Company did not have reliable reference data regarding market prices of these shares as at 31/12/2024, the Company was unable to determine the fair value of the investments. The 2024 financial statements showed that these companies experienced no accumulated loss, so the Company did not make provision.

7. Short-term trade receivables

	31/12/2024	01/01/2024
Vien Dong Trading And Technology Limited Company	6,923,954,333	4,013,187,949
Nam Viet Education Investment Joint Stock Company	5,057,310,427	-
Thien Quan Gia Lai Construction Joint Stock Company	4,116,845,343	-
Others	21,637,895,264	33,573,358,802
Total	37,736,005,367	37,586,546,751

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

Of which: short-term trade receivables from related parties

	Relationship	31/12/2024	01/01/2024
South Books and Educational Equipment SJC	Fellow-subsiary	530,095,538	343,000,971
Educational Materials JSC	Fellow-subsiary	-	13,871,460
Central Books And Educational Equipment JSC	Fellow-subsiary	583,759,534	484,399,707
Cuu Long Books & Educational Equipment JSC	Fellow-subsiary	177,266,453	692,912,697
Phuong Nam Education Investment and Development JSC	Having same investor	-	86,745,192
Education Technology High School Development and Investment JSC	Fellow-subsiary	14,185,387	6,568,871

8. Short-term prepayments to suppliers

	31/12/2024	01/01/2024
Phu Thien Construction Design - Survey Co., Ltd	79,073,280	79,073,280
Hung Thuan Electric Construction Co., Ltd	24,948,000	-
Others	18,132,729	997,613,732
Total	122,154,009	1,076,687,012

9. Other short-term receivables

	31/12/2024		01/01/2024	
	Value	Provision	Value	Provision
Accrued interest	224,552,487	-	63,760,755	-
Advances	67,838,114	-	-	-
Deposits, collaterals	4,333,049	-	-	-
Other receivables	-	-	56,095,000	-
Total	296,723,650	-	119,855,755	-

10. Provision for doubtful debts

	Year 2024	Year 2023
Beginning balance	(489,957,123)	(347,180,279)
Appropriation in the year	(35,147,814)	(142,776,844)
Reversal in the year	-	-
Ending balance	(525,104,937)	(489,957,123)

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***11. Inventories**

	31/12/2024		01/01/2024	
	Cost	Provision	Cost	Provision
Materials, raw materials	9,193,256,213	(347,995,926)	7,863,541,481	(91,516,214)
Work in process	3,241,849,131	-	4,072,372,072	-
Finished products	11,500,719,181	(1,320,713,396)	16,780,950,546	(1,991,048,329)
Merchandise goods	48,497,166,787	(1,585,978,290)	58,694,451,287	(3,345,745,379)
Total	72,432,991,312	(3,254,687,612)	87,411,315,386	(5,428,309,922)

- The amount of inventories which are in slowly-moving as at 31/12/2024 is VND3,739,070,542.
- No inventories have been pledged, mortgaged as security for debts as at 31/12/2024.

12. Tangible fixed assets

	Buildings architectures	Machinery equipment	Motor vehicles	Office equipment	Total
Cost					
Beginning balance	38,332,037,141	13,895,306,399	10,179,796,363	1,679,712,280	64,086,852,183
Newly-purchased	169,123,075	-	-	-	169,123,075
Sold, disposed	-	34,277,220	-	123,821,917	158,099,137
Ending balance	38,501,160,216	13,861,029,179	10,179,796,363	1,555,890,363	64,097,876,121
Depreciation					
Beginning balance	18,442,154,807	12,045,404,101	8,168,408,296	1,470,251,729	40,126,218,933
Charge for the year	944,483,101	948,171,478	684,384,110	88,280,883	2,665,319,572
Sold, disposed	-	34,277,220	-	123,821,917	158,099,137
Ending balance	19,386,637,908	12,959,298,359	8,852,792,406	1,434,710,695	42,633,439,368
Net book value					
Beginning balance	19,889,882,334	1,849,902,298	2,011,388,067	209,460,551	23,960,633,250
Ending balance	19,114,522,308	901,730,820	1,327,003,957	121,179,668	21,464,436,753

- As at 31/12/2024, tangible fixed assets with a carrying value of VND13,007,783,805 were pledged as security for debts.
- Cost of tangible fixed assets fully depreciated but still in active use as at 31/12/2024 is VND22,534,879,550.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***13. Intangible fixed assets**

	Website software	Accounting software	Total
Cost			
Beginning balance	30,000,000	666,540,000	696,540,000
Newly-purchased	-	-	-
Decrease in the year	-	-	-
Ending balance	30,000,000	666,540,000	696,540,000
Amortization			
Beginning balance	30,000,000	666,540,000	696,540,000
Charge for the year	-	-	-
Decrease in the year	-	-	-
Ending balance	30,000,000	666,540,000	696,540,000
Net book value			
Beginning balance	-	-	-
Ending balance	-	-	-

Cost of intangible fixed assets fully amortized but still in active use as at 31/12/2024 is VND696,540,000.

14. Investment properties

	Buildings, architectures
Cost	
Beginning balance	7,974,362,168
Increase in the year	-
Decrease in the year	-
Ending balance	7,974,362,168
Accumulated depreciation	
Beginning balance	2,023,020,273
Charge for the year	270,317,364
Decrease in the year	-
Ending balance	2,293,337,637
Net book value	
Beginning balance	5,951,341,895
Ending balance	5,681,024,531

The investment property is a part of the building at 780 Nguyen Kiem Street, which is used for leasing to An Dong Education Joint Stock Company (Subsidiary) as a teaching facility.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***15. Construction in progress**

	31/12/2024	01/01/2024
Bravo software	1,099,008,000	-
Legal advice on land use rights at 223 Nguyen Tri Phuong	700,000,000	300,000,000
Consulting on building a labor norm system for the factory	-	143,472,222
Total	1,799,008,000	443,472,222

16. Prepaid expenses**a. Short-term**

	31/12/2024	01/01/2024
Costs of tools, instruments pending amortization	47,164,397	112,318,273
Costs of repairing assets pending amortization	100,678,442	-
Other short-term prepaid expenses	301,362,288	448,622,010
Total	449,205,127	560,940,283

b. Long-term

	31/12/2024	01/01/2024
Costs of tools, instruments pending amortization	188,956,698	475,165,332
Land rent at Song Than Industrial Zone (*)	6,061,626,459	6,251,052,291
Costs of repairing assets pending amortization	2,302,571,736	1,752,640,962
Other long-term prepaid expenses	457,140,640	323,053,830
Total	9,010,295,533	8,801,912,415

(*) The Company rents 20,606 m2 of land at Song Than Industrial Zone, Binh Duong Province for the term from 26/12/2006 to 31/12/2055. All rights to use the leased land and the assets attached to the land are mortgaged and secured for loans at Joint Stock Commercial Bank for Foreign Trade of Vietnam - Binh Tay Branch.

17. Short-term trade payables

	31/12/2024	01/01/2024
DV XNK Thuan Phat One Member Co., Ltd	5,126,984,876	-
Nam Viet Bao Linh Education Investment and Development JSC	4,923,567,056	-
TGO Software Co., Ltd	3,573,465,000	-
Others	16,840,248,617	24,247,031,558
Total	30,464,265,549	24,247,031,558

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***Of which: short-term trade payables to related parties**

	Relationship	31/12/2024	01/01/2024
Education Publishing House in Ho Chi Minh City	Dependent entity of parent company	1,023,220,879	994,463,730

18. Short-term advances from customers

	31/12/2024	01/01/2024
Youth Trading Import Export Co., Ltd	108,716,273	-
Thanh Loi Telecommunication Informatics Co., Ltd	63,241,000	-
Others	262,488,006	869,958,499
Total	434,445,279	869,958,499

19. Taxes and amounts payable to the State

	Beginning balance		Amount to be paid	Amount actually paid	Ending balance	
	Payable	Receivable			Payable	Receivable
VAT	716,980,308	-	4,472,254,710	3,861,785,703	1,327,449,315	-
CIT	162,937,896	-	1,922,050,610	1,692,057,985	392,930,521	-
Personal Income Tax	6,340,581	416,205,918	2,255,124,953	1,427,644,319	417,615,297	-
Land & house tax, land rent	-	666,971,401	10,004,710,062	11,451,809,478	-	2,114,070,817
Business-license tax	-	-	9,000,000	11,000,000	-	2,000,000
Total	886,258,785	1,083,177,319	18,663,140,335	18,444,297,485	2,137,995,133	2,116,070,817

The Company's tax reports would be subject to examination of tax authorities. The tax amounts reported in these financial statements could be changed under decision of the tax authorities.

20. Short-term accrued expenses

	31/12/2024	01/01/2024
Accrued selling expenses	781,576,389	3,707,960,890
Other accrued expenses	132,424,201	124,969,271
Total	914,000,590	3,832,930,161

21. Other short-term payables

	31/12/2024	01/01/2024
Short-term deposits, collaterals received	171,500,000	93,500,000
Dividend payable	22,137,557	20,737,557
Remuneration of the BOD and Supervisory Board	517,404,500	350,461,400
Total	711,042,057	464,698,957

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

22. Short-term loans and finance lease liabilities

	Beginning balance	Increase in the year	Decrease in the year	Ending balance
Short-term loans	-	49,631,752,250	49,631,752,250	-
- Vietcombank - Binh Tay Branch (1)	-	31,455,135,450	31,455,135,450	-
- VietinBank - Branch 5 (2)	-	18,176,616,800	18,176,616,800	-
Total	-	49,631,752,250	49,631,752,250	-

- (1) The Company borrows short-term loan from Joint Stock Commercial Bank for Foreign Trade of Vietnam - Binh Tay Branch under Borrowing Contract No. 052/VCB-KHDN-CV/2024 dated 15/04/2024 to supplement capital for production and business activities. The loan limit of the Contract at any time does not exceed VND50,000,000,000. The loan limit maintenance period is 12 months from the date of signing the contract. The maximum loan period is not more than 6 months. The interest rate is determined in each specific credit contract. The loan is secured by the land use right and assets attached to the land at Song Than 3 Industrial Park, Thu Dau Mot Town, Binh Duong Province.
- (2) The Company borrows short-term loan from Vietnam Joint Stock Commercial Bank for Industry and Trade - Branch 5, Ho Chi Minh City under the loan contract No. 030/2024 - HDCVHM/NHCT920-08-STB dated 11/06/2024 to supplement working capital for production and business activities in the 2024 – 2025 period. The loan limit of the Contract at any time does not exceed VND30,000,000,000. The limit maintenance period is calculated from 11/06/2024 to 29/05/2025. The maximum loan period is not more than 6 months. The interest rate is floating and is adjusted periodically on the 1st (first) day of each month. The interest rate for the first debt receipt is 5.5%/year. The credit contract is unsecured.

23. Owners' equity

a. Statement of changes in owners' equity

	Share capital	Share premium	Other owners' capital	Investment and development fund	Undistributed profit after tax
As at 01/01/2023	56,655,300,000	13,761,696,224	6,476,325,962	45,522,654,073	7,931,742,000
Increase in the year	-	-	-	2,632,404,132	14,672,425,183
Decrease in the year	-	-	-	-	14,672,425,183
As at 31/12/2023	56,655,300,000	13,761,696,224	6,476,325,962	48,155,058,205	7,931,742,000
As at 01/01/2024	56,655,300,000	13,761,696,224	6,476,325,962	48,155,058,205	7,931,742,000
Increase in the year	-	-	-	2,214,048,701	14,091,375,973
Decrease in the year	-	-	-	-	14,091,375,973
As at 31/12/2024	56,655,300,000	13,761,696,224	6,476,325,962	50,369,106,906	7,931,742,000

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

b. Shares

	31/12/2024 Shares	01/01/2024 Shares
Number of shares authorized to be issued	5,665,530	5,665,530
Number of shares issued publicly	5,665,530	5,665,530
- Common shares	5,665,530	5,665,530
- Preferred shares (classified as owners' equity)	-	-
Number of outstanding shares	5,665,530	5,665,530
- Common shares	5,665,530	5,665,530
- Preferred shares (classified as owners' equity)	-	-
Par value of outstanding shares: VND10,000 each		

c. Undistributed profit after tax

	Year 2024	Year 2023
Profit brought forward	7,931,742,000	7,931,742,000
Profit after CIT of current year	14,091,375,973	14,672,425,183
Distribution of profit	14,091,375,973	14,672,425,183
- Distribution of prior-year profit (*)	7,931,742,000	7,931,742,000
+ Paying dividend	7,931,742,000	7,931,742,000
- Temporary distribution of current year profit (**)	6,159,633,973	6,740,683,183
+ Appropriated to investment and development fund	2,214,048,701	2,632,404,132
+ Appropriated to reward and welfare fund	3,241,016,473	3,374,657,792
+ Appropriated to reward fund of the executive board	704,568,799	733,621,259
Undistributed profit after tax	7,931,742,000	7,931,742,000

(*) Undistributed profit after tax of 2023 was distributed in accordance with the Resolution of the 2024 Annual General Meeting of Shareholders on 11/04/2024.

(**) The 2024 after-tax profit was temporarily distributed in accordance with Resolution No. 01/NQ-HĐQT dated 20/01/2025 of the Board of Directors.

d. Dividends

The 2024 Annual General Meeting of Shareholders on 11/04/2024 approved the plan to pay dividends for 2023 in cash at the rate of 14%, equivalent to VND7,931,742,000. The Company has paid this dividend in 2024.

24. Off balance sheet items

a. Foreign currency

	31/12/2024	01/01/2024
Cash in bank (USD)	324.62	324.62

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

b. Bad debts written off

Customer name	Amount	Reason for writing off
Gamma Technology JSC	62,376,301	Uncollectible
Ky Nguyen Hong Co., Ltd	57,024,362	Uncollectible
Vietnam Education Development and Support Investment JSC	54,936,048	Uncollectible
Viet Nam Media JSC	25,061,999	Uncollectible
Viet Nam Education Equipment JSC - EDUVN - Hanoi	22,962,485	Uncollectible
Total	222,361,195	

25. Revenue from sales and service provision

	Year 2024	Year 2023
Sales of books and printed products	274,068,868,124	274,565,617,777
Sales of educational equipment	183,377,454,257	195,982,509,969
Other revenue	8,059,120,204	8,125,085,603
Total	465,505,442,585	478,673,213,349

26. Revenue deductions

	Year 2024	Year 2023
Sales returns	419,551,011	902,192,092
- Books and printed products	118,949,913	300,025,038
- Educational equipment	300,601,098	602,167,054
Total	419,551,011	902,192,092

27. Cost of goods sold

	Year 2024	Year 2023
Cost of books and printed products sold	251,858,837,137	251,308,283,362
Cost of educational equipment sold	126,130,844,439	134,495,704,116
Other cost	8,343,505,469	9,978,027,463
Appropriation/Reversal of provision for decline in value of inventories	(2,173,622,310)	(2,626,565,068)
Total	384,159,564,735	393,155,449,873

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

28. Financial income

	Year 2024	Year 2023
Deposit interest	673,030,612	793,106,981
Received dividend, profit	450,100,000	445,200,000
Payment discount	686,912,434	278,495,385
Foreign exchange gains from year-end revaluation	386,622	227,234
Total	1,810,429,668	1,517,029,600

29. Financial expenses

	Year 2024	Year 2023
Loan interest	519,386,592	323,133,480
Foreign exchange losses from year-end revaluation	-	3,246
Total	519,386,592	323,136,726

30. Selling expenses and administrative expenses

a. Selling expenses incurred in the year

	Year 2024	Year 2023
Salaries, salary-based payments	22,901,460,503	23,525,198,106
Depreciation and amortization expenses	423,057,970	462,552,807
Transportation expenses	3,539,135,149	3,738,175,792
Land rental	4,272,954,116	3,213,963,079
Others	7,047,382,088	8,991,921,824
Total	38,183,989,826	39,931,811,608

b. Administrative expenses incurred in the year

	Year 2024	Year 2023
Salaries, salary-based payments	15,799,179,313	17,022,309,743
Depreciation and amortization expenses	869,749,316	958,774,454
Land rental	1,665,268,118	1,277,665,704
Others	9,863,204,484	11,182,823,049
Total	28,197,401,231	30,441,572,950

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)***31. Other income**

	Year 2024	Year 2023
Settlement of difference upon stock taking	30,553,575	186,340,683
Proceeds from disposal of fixed assets	14,727,273	5,590,910
Others	216,251,822	1,105,911,436
Total	261,532,670	1,297,843,029

32. Current corporate income tax expense

	Year 2024	Year 2023
Accounting profit before tax	16,013,426,583	16,726,536,907
- Operating activities for socialized industries	13,547,953,347	13,028,422,051
- Non-incentivized activities	2,465,473,236	3,698,114,856
Adjustment to taxable income	146,580,366	98,302,525
Increasing adjustments	597,066,988	543,729,759
- Non-deductible expenses	597,066,988	543,726,513
- Foreign exchange losses from year-end revaluation of cash in bank account	-	3,246
Decreasing adjustments	450,486,622	445,427,234
- Received dividend, profit	450,100,000	445,200,000
- Foreign exchange gains from year-end revaluation of cash in bank account	386,622	227,234
Total taxable income	16,160,006,949	16,824,839,432
- Operating activities for socialized industries	13,629,915,658	13,108,561,621
- Non-incentivized activities	2,530,091,291	3,716,277,811
Current corporate income tax expense	1,869,009,824	2,054,111,724
- Operating activities for socialized industries (10%)	1,362,991,566	1,310,856,162
- Non-incentivized activities	506,018,258	743,255,562
Current corporate income tax expense	1,922,050,610	2,054,111,724
Of which:		
- Current CIT expense incurred in current year	1,869,009,824	2,054,111,724
- Adjustment of current CIT expense of previous year to current CIT expense of current year	53,040,786	-

33. Operating expenses by elements

	Year 2024	Year 2023
Materials expenses	21,709,378,381	26,388,680,175
Labor costs	54,170,729,579	56,567,560,022
Depreciation and amortization expenses	2,935,636,936	3,198,442,775
Outside service expenses	19,959,901,991	19,673,098,676
Other cash expenses	11,200,770,748	12,805,998,784
Total	109,976,417,635	118,633,780,432

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

34. Risk management

a. Capital risk management

The Company manages its capital to ensure that it will be able to continue as a going concern while maximizing the return to shareholders through the optimization of the debt and equity balance.

b. Financial risk management

Financial risks include market risk (including exchange rate, commodity risk and interest rate risk), credit risk and liquidity risk.

Market risk management: The Company's activities expose it primarily to the financial risks of changes in exchange rates, interest rates and commodity prices.

Exchange rate risk management

The Company does not have many foreign currency transactions. The Company's foreign currency transactions are mostly paying debts for importing equipment. Thus, the Management assesses that the Company is less exposed to the risk of exchange rate fluctuations. The Company has hedged risks related to exchange rate fluctuations by optimizing the time for settlement of debts, selecting the appropriate time to purchase and make payment in foreign currencies, projecting future exchange rates.

Book value of financial assets denominated in foreign currency at the end of the reporting period is as follows:

	31/12/2024	01/01/2024
Cash in bank (USD)	324.62	324.62

Interest rate risk management

The Company's interest rate risks mainly derive from interest bearing loans which were arranged. To minimize these risks, the Group has estimated the impact of borrowing costs to its periodic business results as well as making analysis and projection to select appropriate time to repay the loans. The Management acknowledges that uncontrollable risks arising from fluctuations of interest rates are insignificant.

Price risk management

The Company purchases materials and goods mainly from domestic suppliers to serve its production and business activities, so it will be subject to the risk of changes in price of the purchased materials and goods. To mitigate this risk, the Company has applied the policy of signing principle contracts with traditional suppliers while diversifying its sources of supply.

Credit risk management

The Company's customers are primarily domestic enterprises operating in the education sector, especially the companies in the system of Vietnam Education Publishing House and schools with the main source funded by the State budget. Therefore, the Management assesses that the Company's exposure to credit risk with customers is at low level. The Company has hedged credit risk by maintaining the policy of receiving deposits of customers right after signing contract or requesting

NOTES TO THE FINANCIAL STATEMENTS (cont'd)*(These notes form part of and should be read in conjunction with the accompanying financial statements)*

customers to make payment before receiving goods or retail customers buying at the store must pay upon receipt of goods.

Liquidity risk management

To ensure the availability of funds to meet present and future financial obligations, the Company manages liquidity risk by regularly monitoring and maintaining sufficient cash reserve, optimizing cash flows, its payments and making use of credit from customers and counterparties, controlling maturing liabilities in relative to maturing assets and the amount of funds can be generated within that period.

The Company's aggregate financial liabilities are categorized in accordance with their maturity as follows:

Unit: VND			
31/12/2024	Within 1 year	Over 1 year	Total
Trade payables	30,464,265,549	-	30,464,265,549
Accrued expenses	914,000,590	-	914,000,590
Other payables	711,042,057	-	711,042,057
Total	32,089,308,196	-	32,089,308,196
01/01/2024	Within 1 year	Over 1 year	Total
Trade payables	24,247,031,558	-	24,247,031,558
Accrued expenses	3,832,930,161	-	3,832,930,161
Other payables	464,698,957	77,000,000	541,698,957
Total	28,544,660,676	77,000,000	28,621,660,676

The Management assumes that the Company has almost no exposures to liquidity risks and believes that it can generate sufficient fund to meet maturing financial obligations.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

The Company's available financial assets are drawn up on a net assets basis as follows:

Unit: VND

31/12/2024	Within 1 year	Over 1 year	Total
Cash and cash equivalents	47,146,253,696	-	47,146,253,696
Trade receivables	37,210,900,430	-	37,210,900,430
Financial investments	10,000,000,000	490,000,000	10,490,000,000
Other receivables	228,885,536	19,318,596	248,204,132
Total	94,586,039,662	509,318,596	95,095,358,258

01/01/2024	Within 1 year	Over 1 year	Total
Cash and cash equivalents	32,771,838,524	-	32,771,838,524
Trade receivables	37,096,589,628	-	37,096,589,628
Financial investments	5,249,335,881	490,000,000	5,739,335,881
Other receivables	119,855,755	19,318,596	139,174,351
Total	75,237,619,788	509,318,596	75,746,938,384

35. Operating lease commitments

Up to 31/12/2024, the Company has the following operating lease commitments:

- ✓ Land rent agreement No. 2490/HD-TNMT-QLSDD dated 24/03/2016 with Ho Chi Minh City Department of Natural Resources and Environment about renting 2,182.4 m² of land at 104/5 Mai Thi Luu, Da Kao Ward, District 1, Ho Chi Minh City; land rental is paid annually; land rent term: 50 years;
- ✓ Land rent agreement No. 31/HDTD/ST3 dated 26/12/2006 about renting 20,606 m² of land at Song Than Industrial Zone, Binh Duong Province with the rent term from 26/12/2006 to 31/12/2055;
- ✓ Land rent agreement No. 5109/HD-TNMT-DKKTD dated 26/06/2008 with Ho Chi Minh City Department of Natural Resources and Environment about renting 1,649 m² of land at 122 Phan Van Tri, Ward 12, Binh Thanh District, Ho Chi Minh City to build carpentry workshop – now being the teaching aids and business shop; land rent term is short term (annual) until there is investment project of building school;
- ✓ Land rent agreement No. 6170/HD-TNMT-DKKTD dated 21/08/2009 with Ho Chi Minh City Cadastral Department about renting 2,875 m² of land at 223 Nguyen Tri Phuong Street, Ward 9, District 5, Ho Chi Minh City to use as working office, office for lease, business shop and showroom; land rent term: 50 years; land rental is paid annually.
- ✓ Land rent agreement No. 8651/HD-TNMT-DKKTD dated 27/11/2009 with Ho Chi Minh City Department of Natural Resources and Environment about renting 1,423 m² of land at 780 Nguyen Kiem, Ward 4, Phu Nhuan District, Ho Chi Minh City to build mechanical and powder coating workshop (currently being the school equipment enterprise and moved to Song Than Industrial Zone, the rented land is being used for business shop); land rental is paid annually. Rent term: 50 years.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

36. Related party information

a. Related parties

Related companies	Relationship
Vietnam Education Publishing House Co., Ltd	Parent company
Education Publishing House in Ho Chi Minh City	Dependent entity of parent company
South Books and Educational Equipment SJC	Fellow-subsiary
Educational Materials JSC	Fellow-subsiary
Phuong Nam Education Investment and Development JSC	Having same investor
Central Books and Educational Equipment JSC	Fellow-subsiary
An Dong Education JSC	Subsidiary
Cuu Long Books and Educational Equipment JSC	Fellow-subsiary
Ha Noi Education Development and Investment JSC	Having same Chairman of BOD and investor
Education Technology High School Development and Investment JSC	Fellow-subsiary

b. Material related-party transactions arising in the year

Transactions	Particulars	Year 2024	Year 2023
Purchasing goods			
Vietnam Education Publishing House Co., Ltd	Brand fee	51,504,818	51,504,818
Education Publishing House in Ho Chi Minh City	Management fee, stamp, others	1,018,626,740	947,499,750
South Books and Educational Equipment SJC	Textbooks, Reference books, etc	133,927,204	19,284,927,018
Phuong Nam Education Investment and Development JSC	Workbook, Reference books, cultural products, etc	220,363,642,378	220,553,194,500
Central Books and Educational Equipment JSC	Equipment	2,331,429	-
Selling goods			
Education Publishing House in Ho Chi Minh City	Books, equipment	125,507,990	17,644,030
South Books and Educational Equipment SJC	Books, equipment	12,435,406,936	11,811,630,897
Educational Materials JSC	Equipment	8,460,485	34,869,574
Phuong Nam Education Investment and Development JSC	Books, equipment, disks, payment discounts	22,737,322,815	10,213,277,897
An Dong Education JSC	Books, equipment, premises	5,913,617,191	5,815,728,331
Central Books and Educational Equipment JSC	Equipment	3,288,691,721	4,400,883,794
Ha Noi Education Development and Investment JSC	Equipment	276,373,329	482,412,348
Cuu Long Books and Educational Equipment JSC	Equipment	1,015,442,601	3,010,925,916
Education Technology High School Development and Investment JSC	Equipment	153,028,128	112,232,258

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

(These notes form part of and should be read in conjunction with the accompanying financial statements)

c. Payable remuneration for the Board of Directors (BOD), Supervisory Board and salaries of the Management

Payable remuneration for the BOD	Position	Year 2024	Year 2023
Mr. Nguyen Chi Binh	Chairman of the BOD	125,862,100	135,803,000
Mr. Do Thanh Lam	Member of the BOD	83,908,000	90,535,400
Mr. Nguyen Van Cung	Member of the BOD	83,908,000	90,535,400
Mr. Tu Trung Dan	Member of the BOD	83,908,000	90,535,400
Mr. Phan Ke Thai	Member of the BOD	83,908,000	63,877,700
Total		461,494,100	471,286,900
		Year 2024	Year 2023

Payable remuneration for the Supervisory Board	167,816,300	181,070,700
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Salaries of the Management	Position	Year 2024	Year 2023
Mr. Tu Trung Dan	General Director	617,161,348	641,590,081
Ms. Do Thi Thanh Binh	Deputy General Director	399,134,827	413,069,101
Mr. Phan Xuan Hien	Deputy General Director	453,659,512	472,255,172
Mr. Mai Tan Phat	Deputy General Director	360,312,516	134,130,000
Ms. Huynh Thi Bich Hanh	Chief Accountant	399,134,627	411,771,401
Total		2,229,402,830	2,072,815,755

37. Events after the balance sheet date

There have been no significant events occurring after the balance sheet date which would require adjustments or disclosures to be made in the financial statements.

38. Corresponding figures

Corresponding figures were taken from the financial statements for the year ended 31/12/2023 which had been audited by AAC.



Tu Trung Dan
General Director

Ho Chi Minh City, 04 March 2025

Huynh Thi Bich Hanh
Chief Accountant

Vo Thi Thanh Tuyen
Preparer

CONFIRMATION BY THE COMPANY'S LEGAL
REPRESENTATIVE

Hồ Chí Minh City, March 31, 2025

GENERAL DIRECTOR



TU TRUNG DAN