

# VIETNAM POST AND TELECOMMUNICATIONS GROUP

## VINACAP KIM LONG JOINT STOCK COMPANY



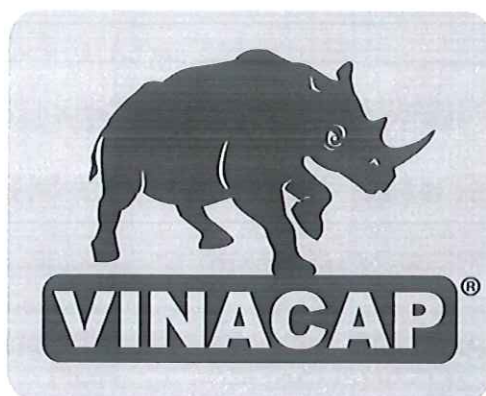
Business Registration : 0102306413

Certificate No.

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### ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2026

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VINACAP KIM LONG JOINT STOCK COMPANY

No. : 01 /26/BC-HDQT

Hanoi, March 10, 2026

**DEAR: SHAREHOLDERS OF THE COMPANY**

The Board of Directors of the Company sends to shareholders the documents of the Company's 2026 Annual General Meeting of Shareholders as follows:

**I. BASIC INFORMATION ABOUT SHAREHOLDERS:**

**Capital contribution structure:**

According to the closing list until February 27, 2026 of the Vietnam Securities Depository (VSDC): The charter capital is 156,000,000,000 VND, equivalent to 15,600,000 shares and the structure of shareholders holding over 5% is as follows:

TT	Full name	ID number/registration number	Address	SLCP Ownership	Rate (%)
1	Vietnam Post and Telecommunications Group	100684378	No. 57 - Huynh Thuc Kang Dong Da - Hanoi	4.992.000	32,00%
2	Ngo Thi Kieu Trang	038189001242	47q Lane 416 Lac Long Quan, Nhat Tan, Tay Ho, Hanoi	2,642,860	18.01%
2	Nguyen Thanh Ha	001173012778	Group 31, Nghia Do, Cau Giay, Hanoi	1,987,336	12.74%
3	Ngo Phuc Lam	001201009170	Group 31 Nghia Do, Cau Giay, Hanoi	1.622.936	10,4%
5	Organizations and other persons (holding less than 5%)			4,208.923	26.85%
<b>Total</b>				<b>15.600.000</b>	<b>100%</b>

**Organizational structure of the organization:**

- Board of Executive Directors: 03 people, General Director and 2 Deputy General Directors



- VINACAP Branch in Hanoi
- General Organization Department
- Finance and Accounting Department
- Commercial Supplies Department
- Telecommunications Board
- Project Board
- Production Department.
- Quality Management Department
- Factory

**Individuals on the Executive Board:**

TT	Member of the Board of Directors	Position	Date of appointment/reappointment
1	Mr. Ngo Huu Tam	General Director	07/03/2022
2	Mr. Tran Van Quy	Deputy General Director	05/03/2025
3	Mr. Le Anh Xuan	Deputy General Director	05/01/2026

**Number of officials and employees and policies for employees:**

- Number of employees as of 31/12/2025: 63 people.

**Composition of the Board of Directors, Supervisory Board:**

**BOARD OF DIRECTORS FOR THE FOURTH TERM (2022-2027)**

TT	Member of the Board of Directors	Position	Appointment Date/ Reappointment
1	Mr. Ngo Hoang Phuong	Chairman	Appointment 07/03/2022
2	Mr. Ngo Huu Tam	Commissioner - General Director	Appointment 07/03/2022

**SUPERVISORY BOARD FOR THE FOURTH TERM (2022-2027)**

TT	Member of the Supervisory Board	Position	Appointment Date/ Reappointment
1	Mr. Pham Van Ninh	Head of Department	Appointment 07/03/2022
2	Mr. Dinh Quang Huu	Members	Appointment 07/03/2022



TT	Member of the Supervisory Board	Position	Appointment Date/ Reappointment
3	Mr. Vu Hoang Cong	Members	Appointment 07/03/2022

**CONTENTS OF THE CONGRESS:**

**I. REPORT ON ACTIVITIES IN 2025 AND ORIENTATION FOR 2026 OF THE BOARD OF DIRECTORS**

(According to the attached document).

**II. 2025 ACTIVITY REPORT AND 2026 ORIENTATION OF THE BOARD OF DIRECTORS**

(According to the attached document).

**III. REPORT ON ACTIVITIES OF THE SUPERVISORY BOARD**

(According to the attached document).

**IV. THE REPORT OF THE BOARD OF DIRECTORS ON:**

1. Approved the Audited Financial Statements for 2025; Profit distribution: Deduction of funds, dividend distribution and payment of remuneration of the Board of Directors and Supervisory Board in 2025;
2. Production and business plans; Profit distribution and dividend distribution plan; Plan to pay remuneration to the Board of Directors and Supervisory Board; Select the auditor of the financial statements in 2026.
3. Approving the election of additional members of the Board of Directors.
4. The General Meeting of Shareholders assigns the task to the Board of Directors to direct and organize the implementation of the contents unanimously approved by shareholders at this General Meeting in accordance with the Law and the Company's Charter.

Sincerely./.

**Recipient:**

- University of Thailand, Supervisory Board;
- Sign the Company.

**TM. BOARD  
CHAIRMAN**



**NGO HOANG PHUONG**



**VIETNAM POST AND TELECOMMUNICATIONS GROUP**  
**VINACAP KIM LONG JOINT STOCK COMPANY**

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**AGENDA OF THE ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2026**

**VINACAP KIM LONG JOINT STOCK COMPANY**

Time: From 8 am to 10:30 am on March 10<sup>th</sup>, 2026

Address: 2<sup>nd</sup> Floor Office, 166 Tran Vy Street, Phu Dien, Hanoi

TT	Time	Contents	Performer
1	8h-8h30	Confirmation of registration to attend the Congress and receipt of documents	Ms. Khuyen - member of the Organizing Committee
2	8h30-9h	<ul style="list-style-type: none"><li>- Opening of the Congress.</li><li>- Delegate Introduction</li><li>- Report on checking the eligibility of shareholders to attend the University.</li><li>- Through the university program.</li><li>- Introducing the Presidium, appointing the secretary of the Congress.</li></ul>	Mr. Thanh – Organizing Committee
3	9am-9h05pm	Report on activities in 2025 and orientation for 2026 of the Board of Directors.	Mr. Tam - General Director
4	9:05-9:10	Report on activities in 2025 and orientation for 2026 of the Board of Directors.	Mr. Phuong – Chairman of the Board of Directors
5	9:10-9:20	Report on the activities of the Supervisory Board in 2025.	Mr. Ninh – Head of the Supervisory Board
6	9:20-9:45	Contents of the Proposal of the Board of Directors to the General Meeting of Shareholders	Mr. Tam - General Director
7	9h45-10h	Discuss/Vote to approve the content of the General Meeting using the Voting card.	Mr. Ninh – Supervisory Board, Mr. Phuong – Chairman of the Board of Directors
8	10h-10h10	Vote counting/Notification of results	Mr. Thanh
9	10h10-10h30	Approved the Resolution of the General Meeting of Shareholders and the Closing of the General Meeting.	Mr. Tung Anh - Secretary of the Congress

**ORGANIZING COMMITTEE OF THE CONGRESS**



**HEAD**

**NGO HOANG PHUONG**





Hanoi, March 10, 2026

VINACAP KIM LONG JOINT STOCK COMPANY

No. 01/26/QC-ĐHCD

**ORGANIZATIONAL REGULATIONS**  
**ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2026**  
**VINACAP KIM LONG JOINT STOCK COMPANY**

- Pursuant to the Law on Enterprises No. 59/2020/QH14;
- Pursuant to the Charter of organization and operation of Vinacap Kim Long Joint Stock Company;

**PART I: GENERAL PROVISIONS**

- Điều 1.** Scope of application: This Regulation applies to the organization of the 2026 Annual General Meeting of Shareholders of VINACAP KIM LONG Joint Stock Company.
- Điều 2.** This Regulation specifies the rights and obligations of shareholders/shareholder representatives attending the General Meeting, conditions and formats for conducting the General Meeting.
- Điều 3.** Shareholders/representatives of participating shareholders are responsible for complying with the provisions of this Regulation.

**PART II: RIGHTS AND OBLIGATIONS WHEN ATTENDING THE CONGRESS**

- Điều 4.** Rights and obligations of shareholders (authorized shareholder representatives) when participating in the General Meeting
- 4.1. Ordinary shareholders have the right to attend, discuss and vote on all matters under the jurisdiction of the General Meeting of Shareholders; each ordinary share corresponds to one vote.
- In case a shareholder is unable to attend the General Meeting of Shareholders for his or her own reasons, if he or she wishes to authorize, he or she may authorize another person to attend and vote on his/her behalf at the General Meeting.
- 4.2. The Organizing Committee of the General Meeting of Shareholders of Vinacap Kim Long Joint Stock Company will publicly announce the agenda of the General Meeting, financial statements, reports of the Board of Directors and the Supervisory Board, ... The opinions of shareholders or through authorized representatives at the General



Meeting will be publicly discussed and voted in the form of a raise of hands or voting cards.

- 4.3. The approval of the decision of the General Meeting of Shareholders in accordance with the provisions of the Company's Charter will be carried out when 51% or more of the total shares of the shareholders with voting rights are present in person or through an authorized representative present at the General Meeting of Shareholders. except for Clause 2 of Article 20 specified in the Company's charter.
- 4.4. Shareholders who attend the General Meeting after the opening meeting must carry out the procedures for registering to attend the General Meeting with the Organizing Committee and then have the right to participate and vote immediately after registration, but the Chairman is not responsible for stopping the General Meeting to allow shareholders to register and the validity of the votes conducted will not be affected.
- 4.5. Strictly abide by the rules at the General Meeting of Shareholders, respect the work results of the General Meeting and the management of the Presidium of the General Meeting.

**Điều 5.** Rights and obligations of the Organizing Committee of the Meeting, the Committee for Examination of Shareholders' Qualifications to Attend the Meeting, the Counting Committee

- 5.1. The Organizing Committee of the General Meeting is headed by the Chairman of the Board of Directors of the Company, and the members are members of the Board of Directors of the Company. The Organizing Committee of the General Meeting is responsible for convening, welcomeing, arranging seats, distributing documents and voting cards to authorized shareholders/shareholder representatives who are eligible to attend the General Meeting.
- 5.2. The Shareholder Eligibility Examination Committee to attend the General Meeting (hereinafter referred to as the Shareholder Eligibility Examination Board) shall be appointed by the Organizing Committee of the General Meeting. The Shareholder Eligibility Examination Board shall receive papers from those attending the General Meeting to present, check and report to the General Meeting on the results of the examination of the eligibility of shareholders to attend the General Meeting. In case the attendees are not fully qualified to attend the General Meeting, the Shareholder Eligibility Examination Committee has the right to propose the refusal to issue voting cards and distribute documents of the General Meeting.
- 5.3. The Vote Counting Committee shall be approved by the Congress at the request of the Chairman of the Congress; members of the Vote Counting Committee are shareholders of the company.

The Vote Counting Committee has the following tasks:

- Determining the proportion of shares with the right to vote **Agree/Disagree/No opinion** on each issue discussed at the General Meeting.
- To carry out the counting of votes in accordance with the Election Regulations,

**Điều 6.** Rights and obligations of the Chairperson and Secretary of the Congress

- 6.1. The Chairman of the General Meeting shall be the Chairman of the Board of Directors, the Secretariat of the Congress shall be nominated by the Organizing Committee of the Congress and approved by the General Assembly.
- 6.2. The decision of the Chairman of the General Assembly on matters of order, procedures or events arising outside the program of the General Meeting shall be adjudicative.
- 6.3. The Chairman of the General Meeting shall carry out such tasks as it deems necessary to conduct the General Meeting in a valid and orderly manner and ensure that the General Meeting reflects the wishes of the majority of the shareholders attending.
- 6.4. The President of the General Assembly has the right to postpone the General Assembly until another time and at another location if he finds that:
  - The behavior of the persons present obstructs or is likely to obstruct the orderly progress of the meeting;
  - The delay is necessary for the work of the General Assembly to proceed validly.
- 6.5. The Secretariat of the Congress shall perform the assisting tasks as assigned by the chairman, reflecting honestly and accurately the contents of the Congress in the Minutes and Resolutions of the Congress

**PART III : CONDUCTING THE CONGRESS**

**Điều 7.** The General Meeting of Shareholders shall be conducted when the number of shareholders attending the meeting representing at least 51% of the shares has the right to vote according to Article 18 of the Company's Charter.

**Điều 8.** How to proceed through the issues on the agenda of the Congress

- 8.1. The Congress will be conducted according to the content of the Congress's program and discuss and vote on the issues in the above content.

Principle: All issues on the agenda of the General Meeting must be approved by public voting of all shareholders attending or authorized to attend by voting cards according to the number of shares owned and authorized. Each shareholder or authorized person to attend is issued a voting card with the shareholder code, the number of shares entitled to vote (owned and authorized) of the shareholder and stamped with the seal of Vinacap Kim Long Joint Stock Company.



How to vote: Shareholders vote by ticking the Voting Card to choose a **Agree**, **Disagree**, or **No opinion** on an issue that the Presiding Board proposes to vote on.

Regarding elections: according to the election regulations approved by the Congress.

- 8.2. All issues on the agenda of the General Meeting shall be approved only when at least 51% of the total voting shares of shareholders with the right to vote directly or through an authorized representative present at the meeting. Except for the contents required by 65% according to Article 20, Clause 2 of the Company's Charter.

**Điều 9.** Principles of speech at the General Meeting

- 9.1. Shareholders who want to propose a certain request at the General Meeting of Shareholders must comply with the following principles:
- Only participate in contributing opinions in the Discussion section of the General Meeting.
  - They must raise their hands to ask for the opinion of the Chairman and may only speak after obtaining the permission of the Chairman. At the same time, only one shareholder has the right to speak.
  - In case many shareholders have opinions at the same time, the Chairman shall sequentially invite each shareholder to present their opinions.
  - The Chairman has the right to interrupt the presentation of the shareholders' opinions if he deems it necessary.
  - Comments or questions will be gathered at the same time and answered in the following order.
  - In case there are different opinions, a majority vote may be conducted.
- 9.2. Shareholders' proposals must ensure the following conditions:
- Be concise and clear. In case the proposal is complicated and takes a lot of time to present, shareholders can send it in writing to the Organizing Committee 02 days before the General Meeting.
  - Do not restate the issues that have been mentioned before.
  - Do not propose issues under the authority of the Board of Directors.
  - The proposed content must not violate the law, relate to personal issues or exceed the authority of the enterprise.

**Điều 10.** Resolution and Minutes of the General Meeting of Shareholders

All contents at the General Meeting of Shareholders must be recorded in the minutes of the General Meeting by the Secretary of the General Meeting. The Minutes and



Resolutions of the University are read and approved before the closing of the Congress and are kept at the Company.

#### **SECTION IV: IMPLEMENTATION PROVISIONS**

This Regulation consists of four parts and 10 Articles.

Respectfully submitted to the 2026 Annual General Meeting of Shareholders of VINACAP KIM LONG Joint Stock Company for approval on March 10, 2026 and takes effect to make the Executive Regulation of the 2026 Annual General Meeting of Shareholders of the Company.

**TM. ORGANIZER**

**HEAD**



**NGO HOANG PHUONG**





SOCIALIST REPUBLIC OF VIETNAM

Independence – Freedom – Happiness

VINACAP KIM LONG JOINT STOCK  
COMPANY

Hanoi, March 10, 2026

No. 01/26/QC-HDQT

**ELECTION REGULATIONS**  
**ADDITION OF BOARD MEMBERS FOR THE TERM 2022-2027**  
**AT THE ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2026**  
**VINACAP KIM LONG JOINT STOCK COMPANY**

*- Pursuant to the Law on Enterprises No. 68/2014/QH13 passed by the National Assembly of the Socialist Republic of Vietnam on 26/11/2014;*

*- Pursuant to the Law on Securities No. 70/2006/QH11 passed by the 11th National Assembly of the Socialist Republic of Vietnam on 29/06/2006;*

The 2026 Annual General Meeting of Shareholders of VINACAP Kim Long Joint Stock Company shall conduct the election of additional members of the Board of Directors for the term 2022-2027 according to the following provisions:

**Article 1.- Principles and subjects of elections:**

**1.1. Election principles:**

- Elections are held in accordance with the law, in accordance with the Company's Charter and in accordance with this Regulation in order to ensure democracy and the legitimate interests of all shareholders.
- Public elections are held by secret ballot.

**1.2. Subjects with voting rights: Shareholders owning shares with voting rights and authorized representatives of shareholders owning shares with voting rights present at**

\* M.S.D.A. \*

the General Meeting (according to the list of shareholders of the Company closed until the end of February 27, 2026 of the Company).

**Article 2: Criteria for nomination, candidacy and number of votes to elect additional members of the Board of Directors for the term 2022 - 2027:**

**2.1. Standard**

- Having full civil act capacity and not being banned from establishing and managing enterprises under the provisions of the Law on Enterprises;
- Having an education degree from a university or higher;
- Having experience and capacity to manage enterprises, organize the implementation of business fields within the scope of the Company's business lines;
- Understanding of the law, current documents on business management and business accounting for enterprises;
- Have good health, good moral qualities, honesty and integrity.

**2.2. *The number of members elected to elect additional members of the Board of Directors.***

The number of elected members of the Board of Directors is 01 (one) member.

**Article 3.- Conditions for nomination of members and number of electors for election of additional members of the Board of Directors**

- According to the Report No. 01/26/TTr-HDQT dated March 10, 2026 of the incumbent Board of Directors on "Election of additional members of the Board of Directors for the term 2022-2027".
1. Members nominated or nominated under the provisions of Article 24, Clause 2 - *"Shareholders or groups of shareholders holding 5% or more of voting shares for a continuous period of at least six months have the right to nominate candidates for the Board of Directors. A shareholder or group of shareholders holding between 5% and less than 10% of the voting shares for a continuous period of at least six months may nominate a member; from 10% to less than 30% shall be nominated for two members; from 30% to less than 50% are nominated for three members; from 50% to less than 65% shall nominate four members and if 65% or more are nominated for a sufficient number of candidates."* of the Company's Charter issued on 02/11/2010 and amended for the 2nd time on 19/07/2013.



#### **Article 4: Election methods**

4.1 The voting for the election of additional members of the Board of Directors shall be carried out by the method of cumulative voting, whereby each shareholder or authorized person attending the meeting has a total number of votes corresponding to the total number of shares owned/representatives multiplied by the number of additional members.

4.2 Shareholders or authorized persons attending the meeting may pool all their votes to vote for 01 candidate or vote for 01 candidate with a different number of votes provided that it does not exceed the total number of votes entitled to vote or not vote for any candidate.

#### **Article 5: Forms of conducting elections**

5.1 Election cards:

- a. Each shareholder/authorized person attending the meeting will be issued an additional election card for members of the Board of Directors ("**Election Card**"), on which the number of shareholders, the number of shares and the number of votes have been multiplied corresponding to the number of additional elected members of the Board of Directors.
- b. Election cards stamped with a circular stamp of VINACAP KIM LONG JOINT STOCK COMPANY;

5.2 Regulations on the recording and validity of the Election Card:

- a. *A valid election card is an election card that fully meets the following criteria:*
  - Issued by the Organizing Committee of the Congress, with the circular seal of VINACAP KIM LONG JOINT STOCK COMPANY;
  - Signed by the shareholder or authorized representative;
  - Do not tear, brick, erase, repair.
- b. *An invalid election card is a card:*
  - Not issued by the Organizing Committee of the Congress;
  - No circular seal of VINACAP KIM LONG JOINT STOCK COMPANY;
  - Being torn, crossed, erased, modified, or inscribed with the name of a candidate who is not on the list of candidates approved by the General Meeting of Shareholders before voting;

- Without the signature of the shareholder or authorized representative;
- Write other information, add symbols;
- There are total votes cast for candidates that exceed the total number of votes of such shareholders entitled to vote;
- Vote for the total number of candidates in excess of the number of members of the Board of Directors and the Supervisory Board to be elected instead;
- Submit to the Vote Counting Committee (BKP) after the voting has ended and the ballot box has been sealed;
- Invalid Voter Cards are not counted in the election results.

**c. *How to Write a Voter Card***

- When agreeing to vote for a candidate, shareholders mark x in the box "Agree";
- When disagreeing to vote for a candidate, shareholders mark x in the box "Disagree";
- When there is no other opinion or opinion, the shareholder will fill in the "No Opinion or Other Opinion" section.

**5.3 Voting Principles:**

- Before voting, BKP checks the condition of the ballot box in the presence of shareholders.
- The voting is started from the time of the order of the Head of the Board of Directors and ends when the last shareholder casts their vote in the ballot box or after 30 minutes from the start time, whichever comes first. Shareholders/authorized persons attending the meeting shall vote in the ballot box. After the voting is finished, the ballot box will be sealed by the BKP.
- The counting of votes is conducted immediately after the voting is over and the ballot boxes are sealed.

**5.4 Regulations on vote counting:** The BKP counts votes according to the following regulations:

- BKP works in 01 private room/private work area;
- The BKP can use electronic technical means and technical experts to assist in counting votes;
- Check the validity of the Election Cards;

- Check each election card in turn and record the results of vote counting;
- Seal all election cards and hand them over to the Chairman;

#### **5.5 Preparation and publication of vote counting minutes:**

- After the vote counting is completed, the BKP makes a record of vote counting results;
- The contents of the minutes must contain the following principal contents:
  - Time and place of vote counting;
  - Composition of the Vote Counting Committee;
  - Total number of shareholders attending the meeting;
  - Total number of shareholders participating in voting;
  - The number and proportion of valid and invalid election cards;
  - The number and proportion of votes for each additional elected candidate;
  - The minutes must be signed by BKP members.

The results of vote counting shall be made in writing and announced by the Head of the Vote Counting Committee before the Congress.

### **Article 6: Principles of cumulative voting, principles of electing members of the Board of Directors**

#### ***6.1 Principles of vote accumulation***

According to the guidance specified in Article 6 of this Regulation.

#### ***6.2 Principles of election***

The winning candidate is a candidate who obtains a percentage of valid votes and reaches 65% or more of the total votes and has the right to vote at the meeting according to the following calculation method:

$$\text{Percentage of votes (\%)} = \frac{\text{Total number of votes for candidate}}{\text{Total number of shares with voting}} \times 100\%$$



The winner of the election of a member of the Board of Directors is determined according to the number of votes calculated from high to low, starting from the candidate with the highest number of votes until the number of members specified in this regulation is sufficient.

In case there are candidates with an equal percentage of votes, the person who owns or represents owns more shares will be selected. If the number of shares owned or owned by the ownership representative is also equal, a re-election will be held between these candidates to choose.

#### **Article 7 : Complaints**

Complaints about the election and vote counting shall be settled by the Chairman of the meeting and recorded in the minutes of the General Meeting of Shareholders.

This Regulation consists of 8 articles and is read publicly before the General Meeting of Shareholders to vote for approval.

**TM. GENERAL MEETING OF  
SHAREHOLDERS**

**HEAD OF THE ELECTION  
COMMITTEE**



**NGO HOANG PHUONG**

Minutes of the General Meeting of Shareholders 10/03/2026:



VINACAP KIM LONG JOINT STOCK  
COMPANY

SOCIALIST REPUBLIC OF VIETNAM  
Independence – Freedom – Happiness

Hanoi, March 10, 2026

**2025 ACTIVITY REPORT AND ORIENTATION FOR 2026  
OF THE BOARD OF DIRECTORS OF VINACAP KIM LONG JOINT STOCK  
COMPANY**

**TO: ANNUAL GENERAL MEETING OF SHAREHOLDERS 2026**

- Pursuant to the Law on Enterprises No. 59/2020/QH14 dated 17/06/2020;
- Pursuant to the Law on Securities No. 54/2019/QH14 dated 26/11/2019;
- Pursuant to the Charter of Organization and Operation of Vinacap Kim Long Joint Stock Company;

Implementing the Resolution of the 2025 General Meeting of Shareholders, the Board of Directors of the Company reports to the General Meeting of Shareholders on the 2025 production and business results and business orientation in 2026 as follows:

**I. ACTIVITY REPORT IN 2025**

**I.1. REPORT ON ASSESSMENT OF PRODUCTION AND BUSINESS ACTIVITIES  
2025**

**1. Production and business results in 2025:**

In 2025, although the market has many fluctuations, the Company will find all measures to stabilize and persistently maintain production and business. Specifically, the production and business results are as follows:

***Business results:***

*Unit: billion VND*

TT	Contents	Implementation YEAR 2024	Year 2025		
			Plan	Implementation	TH/CUSTOMER %
1	Revenue	339.91	499.9	535.8	107.18%
2	Total profit before tax	0.84	2.748	2.925	106.44%
3	Total profit after tax	0.4	2.198	2.306	104.91%
4	Average charter capital	156	156	156	100.00%
5	Dividend Ratio (%)	0.20%	1%	1.215%	121.5%
6	Remuneration of the Board of	0.0109		0.0646	
7	Setting up funds	0		0.3459	



Development investment fund	0	0.1153
5% Welfare Fund		0.1153
5% Reward Fund		0.1153

(Source: Excerpt from the audited 2025 financial statements)

## 2. Some basic financial indicators:

Unit: Million VND

TT	Criteria	Year 2024	Year 2025	TH/NT %
1	Total Assets	311,591	326,264	104.71%
2	Short-term debt	142,114	154,885	108.99%
3	Long-term debt	25	25	100.00%
4	Equity	169,452	171,353	101.12%
	a. Charter capital	156,000	156,000	100.00%
	b. Equity surplus	-	-	
	c. Exchange Rate Differences	-	-	
	d. Undistributed profits	472	2,373	503%

(Source: Excerpt from the audited 2025 financial statements)

## 3. Operation situation in 2025:

### 3.1. Production and business activities

In 2025, the Company's production and business activities will take place in the context of many difficulties in the market. The telecommunications and civil construction industry showed signs of slow recovery; The real estate sector continues to be quiet, many public investment projects are implemented slowly compared to the plan. These factors directly affect the demand for the Company's products.

In that condition, the Board of Directors has proactively implemented many management solutions to maintain stable operations, control costs and ensure production and business efficiency. Thanks to appropriate management measures, the Company has completed and basically achieved the planned targets assigned by the General Meeting of Shareholders, maintaining stable operations and ensuring jobs for employees.

#### 3.1.1. Fiber optic cable products and subscriber wires

In 2025, market demand for fiber optic products and subscriber wires will tend to increase slightly when a number of public investment projects and telecommunications infrastructure are implemented again. The company has maintained stable production, organized production according to market demand, and ensured jobs for employees.

Although material prices and exchange rates fluctuate during the year, these factors are still within the Company's ability to forecast and control. As a result, production and business



activities for this product group are still maintained stably and contribute positively to the overall results.

### **3.1.2. Civil wires**

Residential wires continue to be one of the Company's key product groups. In 2025, although the real estate and civil construction markets are still difficult, market demand has not yet recovered strongly, the Board of Directors has proactively adjusted production plans, strengthened distribution channel expansion and was flexible in sales policies.

Thanks to appropriate operating solutions, civil wire products have reached and exceeded the set plan, with output and revenue implemented over 110% of the plan, contributing positively to the overall results of the Company. Production activities are flexibly organized according to market demand, ensuring stable employment for employees and effectively exploiting the production capacity of the factory.

### **3.1.3. LAN cable**

The Company's LAN cable products continue to maintain a reputation for quality and brand in the market. In 2025, although the overall demand of the market is affected by the decline in the real estate and civil construction sectors, the Company will still maintain stable production activities. The average production and consumption output is about 4,000 boxes/month, basically completing the set production and business plan.

### **3.1.4. Commercial activities and projects**

In addition to the main production activities, the Company continues to promote trade activities and cooperate with partners in the field of telecommunications equipment, electrical equipment and information technology to diversify revenue sources.

In 2025, commercial activities and projects initially recorded positive signals, such as the Company has signed and deployed the supply of products to contractors participating in the Long Thanh International Airport Project, and at the same time expanded cooperation with a number of units in the Railway industry.

These contracts not only contribute to the Company's revenue in the year but also create a premise for the Company to gradually expand the market and participate more deeply in large-scale infrastructure projects in the coming time.

In general, in 2025, the Company will operate in the context of many difficulties in the market, consumption demand has not recovered strongly. However, with the close direction of the Board of Directors and the flexible management of the Board of Directors, the Company has maintained stable operations, effectively controlled costs and basically completed the planned targets assigned by the General Meeting of Shareholders. creating a foundation for production and business activities in 2026.

## **3.2. Investment**

Some items to be invested in 2025:

- + Investment in rooftop solar power project with a capacity of 340 kW
- + Invest in power cable production line

## **3.3. Corporate governance:**

From the beginning of 2025, the Board of Directors has assessed the business context through regular/extraordinary meetings of the Board of Directors to implement appropriate solutions:

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### **3.3.1. Organizational apparatus**

- In 2025, the Board of Directors will operate with 01 General Director and 02 Deputy General Directors under the direction of the Board of Directors and directly by the Chairman of the Board of Directors of the Company in business activities.
- Consolidating the organization with departmental units:
  - + Business Division: Hanoi Branch; Department of Telecommunications; Project Board.
  - + Office block: Department of Finance, Department of Finance; Department of Culture.
  - + Factory: VPNM, Production Department, Quality Management – QM Department, Warehouse Department;

### **3.3.2. Management:**

Implementing the resolution of the Board of Directors, the Board of Directors has drastically implemented solutions in administration and management and achieved a number of positive results:

- In 2025, recognizing that the economic context has many changes, the Board of Directors has proactively rearranged production: Rearranging reasonable machine positions, Rearranging personnel - streamlining/optimizing direct/indirect production personnel. Restructure the work of positions throughout the company to each individual in a reasonable way, apply cost-saving measures to ensure financial security for the Company in the context of few jobs and the factory does not have enough production. Develop management regulations closely associated with work efficiency, promulgate production and business contracting mechanisms to suit the context of the new situation.
- Debt collection of projects of the Telecommunications Board and MSTT to reduce financial pressure and reduce financial costs for the company.
- Continue to assign the factory director to build and arrange 5S and ISO standards for the factory, develop regulations and quality control, and save costs.
- Stabilize and regularly monitor the business activities of the divisions, closely follow the completion of the company's revenue and profit.

### **3.3.3. Building and developing corporate culture**

- Building a professional company culture and environment: The company has conducted corporate culture activities, organized training sessions to improve management skills for staff from the level of head and deputy department level and above. Team engagement activities are organized periodically to improve the level of satisfaction and engage employees and managers. Organizing activities and professional training for employees and managers: Training and building team spirit, company culture
- Guided/thoroughly mastered the company's managers on improving executive responsibility and thoroughly saving and avoiding costs in business.
- It has strengthened and stabilized the morale of the company's management staff. Currently, the company has a compact/light operating structure and an enthusiastic working spirit of employees.
- There are training sessions for senior managers, improving management tasks and professional staff to improve skills and professionalism in line with the new trend of today's society.



- Team engagement activities are organized periodically to improve the level of satisfaction and engage employees and managers.

## **II. OPERATIONAL PLAN AND ORIENTATION IN 2026**

### **1. Assess the situation:**

#### **1.1. Shortcomings and difficulties**

- Entering 2026, the Company's production and business activities are forecast to still face many difficulties and challenges from the world and domestic economic context.
- In the world, geopolitical conflicts and instability continue to be complicated, such as the US-China trade war and tensions in the Middle East, which have impacted global supply chains and increased the volatility of the financial and monetary markets. These factors lead to the price of input materials, especially metals and materials for cable production, tending to increase sharply, and at the same time increasing exchange rate risks and production costs.
- Domestically, the telecommunications and construction market is still in the process of recovery, some investment sectors are still cautious, leading to an increasing level of competition among enterprises in the industry. This requires the Company to continue to improve its governance capacity, control costs and strengthen its competitiveness in the market.

#### **1.2. Advantages and opportunities**

- In addition to the above difficulties, 2026 also opens up many opportunities for the Company when infrastructure and telecommunications investment projects are expected to be implemented simultaneously, creating more demand for cable products, electrical equipment and related industrial products.
- At the same time, the Company is promoting the orientation of investment and development of electric cable products, gradually expanding the product portfolio and improving production capacity. Allowing the implementation of a variety of commercial activities also helps the Company to be more flexible in business activities, taking advantage of opportunities from new projects and markets.
- These factors are expected to create more growth momentum for the Company in the coming period.

### **2. Work plans for production and business activities in 2026 are as follows:**

- Business customers have been assigned in 2026 and minimum growth requirements compared to 2025:
- + Total revenue: VND 616.06 billion, up 15% compared to 2025
- + Total profit after tax: VND 2.61 billion, up 15% compared to 2025
- The dividend payment rate (in cash) is about 1%/VDL, after making appropriations for funds as prescribed.

### **3. Implementation of tasks in 2026**

In order to achieve the above objectives, the Board of Directors has identified a number of key tasks and solutions as follows:

#### **3.1. Improving marketing capacity and market development**

In the context of increasing competition, the Company will focus on perfecting the system of marketing and brand communication tools, including:

- Develop and complete the Company Profile;
- Upgrading and completing the Company's website;



- Building a complete and professional product catalog to serve sales and project bidding activities;
  - Strengthen brand promotion and corporate image to partners, customers and contractors.
- The completion of marketing tools will help improve market access capacity, increase the ability to participate in large projects and expand the Company's customer base.

### **3.2. Revenue growth and business expansion**

The Board of Directors aims to grow revenue at a double-digit rate, at least 10% compared to 2025, through the following solutions:

- Strongly develop the electric cable segment and related industrial products;
- Strengthen cooperation with major partners and contractors in infrastructure and telecommunications projects;
- Expand commercial activities of products in accordance with the Company's capacity and distribution system.

### **3.3. Renovation and upgrading of factory facilities**

The Board of Directors determined to urgently carry out the renovation and repair of the factory and its facilities in order to:

- Improving production conditions;
- Improve the image and working environment;
- Meet the requirements of partners and customers when visiting and evaluating the company's production capacity.

The renovation of the factory is also to prepare for the orientation of production development and expansion of business activities in the coming time.

### **4. General orientation**

The Company's development orientation in 2026 continues to focus on:

- Flexible pricing policies and product diversification to suit each market segment;
- Balancing the efficiency of each order between self-production and OEM;
- Expanding the distribution system and cooperating with major partners;
- Strengthen financial risk management, strictly control debts and inventory;
- Consolidate the management apparatus and develop the human resources in accordance with the Company's development requirements.

**Thank you very much!**


**GENERAL DIRECTOR**  
*Ngo Huu Tam*



VINACAP KIM LONG JOINT STOCK  
COMPANY

SOCIALIST REPUBLIC OF VIETNAM  
Independence – Freedom – Happiness

*Hanoi, March 10, 2026*

**ACTIVITY REPORT AND ORIENTATION FOR 2026  
OF THE BOARD OF DIRECTORS OF VINACAP KIM LONG JOINT STOCK  
COMPANY**

**TO: ANNUAL GENERAL MEETING OF SHAREHOLDERS 2026**

- Pursuant to the Law on Enterprises No. 59/2020/QH14 dated 17/06/2020;
- Pursuant to the Law on Securities No. 54/2019/QH14 dated 26/11/2019;
- Pursuant to the Charter of Organization and Operation of Vinacap Kim Long Joint Stock Company;
- Pursuant to the Resolution of the Board of Directors of Vinacap Kim Long Joint Stock Company.

Implementing the Resolution of the 2025 General Meeting of Shareholders, the Board of Directors of the Company reports to the General Meeting of Shareholders on the 2025 production and business results and business orientation in 2026 as follows:

**I. ACTIVITIES OF THE BOARD OF DIRECTORS IN 2025:**

**1. Administration:**

- In 2025, the Board of Directors of the Company has successfully organized the Annual General Meeting of Shareholders in 2025 according to the following regulations:
- During the year, the Board of Directors held meetings in accordance with the provisions of the Law on Enterprises with all members of the Board of Directors; The Supervisory Board and key officials of the Company to approve the contents under the jurisdiction of the Board of Directors and implement the Resolution of the General Meeting of Shareholders in 2025.
- The Resolutions and decisions issued by the Board of Directors are based on the unanimity and approval of the members of the Board of Directors and always follow the actual situation of the Company as a basis for the Board of Directors to complete production and business tasks. Members of the Board of Directors always actively coordinate and support the company's Board of Directors in the management of production and business activities.
- Regularly coordinate with the Company's Supervisory Board in supervising business activities.
- Supervise the activities of the Board of Directors and departments to implement the resolutions of the Board of Directors.

**2. Evaluation of the activities of the Board of Directors and other managers:**

The Board of Directors always closely follows the actual situation of the Company through the Resolution and Decision directing the Board of Directors to perform production and business tasks according to the resolution of the General Meeting of Shareholders in 2025.

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In the context of the economy and market, there are still many risks and many challenges, the Executive Board of Directors has reported to the Board of Directors, having appropriate solutions in operating production and business activities, which has helped the Company operate stably.

The company has maintained stability in the fluctuating actual situation, ensured jobs, ensured income for employees and balanced the interests of shareholders, fully complying with obligations to the state.

Implementing the Resolutions of the General Meeting of Shareholders and the Board of Directors, the Board of Directors closely follows the operation of production and business, audits the Company's financial statements and discloses information as prescribed.

**Evaluate business results in 2025:** The company achieves the set revenue plan and profit targets.

- *Revenue: 535.8 billion VND, Reaching 107.18% of the plan*
- *Profit after tax: VND 2,306 billion, reaching 104.91% of the plan*

#### Causes:

- The Board of Directors has organized flexible production according to market demand, optimized production costs, rearranged personnel and reasonable production structure
- Maintain stable revenue from key products such as fiber optic cables, wires and LAN network cables, in which some product groups meet and exceed the set plan.
- Strengthen the expansion of trade activities and participate in projects to supply telecommunications equipment and infrastructure
- Thanks to timely management solutions and the efforts of the management staff and all employees, the Company has completed the targets of the production and business plan in 2025, maintaining stable business operations, ensuring jobs and income for employees, and at the same time fully fulfill obligations to the State and the interests of shareholders

## **II. SOME PROPOSALS AND OPERATIONAL ORIENTATIONS IN 2026**

### **1. Market Assessment and Orientation:**

- **Macroeconomic situation:** In the world, geopolitical conflicts and instability continue to evolve complicatedly, the US-China trade war and tensions in the Middle East, have impacted the global supply chain and increased the volatility of the financial and currency markets. These factors lead to the price of input materials, especially metals and materials for cable production, tending to increase sharply, and at the same time increasing exchange rate risks and production costs.
- **Product commentary:** The Company's traditional fiber optic products in recent years have been under a lot of pressure due to high material prices and price competition due to the telecommunications market entering the final stage of the large investment cycle of network operators. However, from the end of 2025 and into 2026, the market began to show positive signals, when a number of telecommunications infrastructure projects and public investment were restarted. In addition, transport infrastructure projects, industrial parks and real estate are tending to be implemented simultaneously again after the previous quiet period. This is expected to lead to demand for cable products for construction and technical infrastructure, creating more opportunities for businesses in the industry. For the Company, in addition to traditional fiber optic products, the group of wire and electrical cable products (copper



products) is considered to have a lot of potential for development in the coming period, thanks to the great demand in civil, industrial and infrastructure construction projects. With the orientation of promoting investment and development of this product segment, the Company expects copper products to contribute positively to revenue growth and improve business efficiency in the coming years.

**- Business Orientation:**

- + Promote project business, considering this as an important driving force to expand revenue and market.
- + Continue to maintain competitiveness in traditional markets, participate in large bidding packages of network operators such as VNPT, MobiFone, Viettel.
- + Expand into new markets, actively participate in bidding packages to supply cables and equipment to EVN and the General Department of State Reserves.
- + Increase participation in large-scale infrastructure projects such as Long Thanh Airport, creating opportunities for growth and enhancing the position of the Company.
- + Looking for opportunities that can open up new product business directions

**2. Production and business plan in 2026**

**2.1. Main indicators:**

*Unit: Billion*

*VND*

Criteria	Implementation 2025	Plan 2026	Notes
Revenue	535.8	616,06	An increase of 15% compared to the previous year
Profit after tax	2.306	2,61	An increase of 15% compared to the previous year
Charter capital	156	156	
Average dividend	1.21%/VĐL	1.21%/VĐL	After fully deducting and remitting funds as prescribed
Salary/Remuneration Fund of the Board of Directors and Supervisory Board		<p>The plan to pay remuneration to the Board of Directors and the Supervisory Board in 2026 is as follows:</p> <p>(1) – In case of completion (by the assigned plan) of the profit and loss target in 2026, the remuneration is equal to 3% of the profit after setting up funds as prescribed);</p> <p>(2) – In case the realized profit is larger than the assigned plan, for every 1% of the profit exceeding the plan, the remuneration shall be increased by a maximum of 2% according to the level of completion of the plan. The total remuneration fund implemented by the Board of Directors and the Supervisory Board shall not exceed 20% of the salary implemented by the full-time manager in 2026 (including the full-time TV of the Board of Directors, the Board of Directors, the</p>	

Criteria	Implementation 2025	Plan 2026	Notes
		Audit Committee, and the full-time Supervisory Board); (3) - In case the realized profit is smaller than the assigned plan, for every 1% of the profit reduced compared to the plan, it will be reduced by 1% compared to the remuneration for completing the plan. (4) - In case of loss, remuneration is not paid.	

## 2.2. Profit distribution and dividend distribution plan in 2026:

Submit to the General Meeting of Shareholders for approval the Profit distribution and dividend distribution plan in 2026 according to the table of main indicators.

## 3. Direction and administration:

- Ensure that the Company's operations comply with the State's legal policies, regulations, regulations and the Company's Charter.
- Together with the Board of Directors, closely direct the effective organization of production and business activities, orienting long-term sustainable development for the Company.
- The company continues to improve management mechanisms and build corporate culture, creating motivation and excitement for the company's employees. Organizing large company-wide activities brings joy and comfort to employees.

## 4. The Board of Directors proposes to supplement the content of personnel:

- The Board of Directors proposes to additionally elect Mr. Le Anh Xuan, Capital Representative of Vietnam Post and Telecommunications Group (VNPT), Deputy General Director to hold the position of Member of the Board of Directors of Vinacap Kim Long Joint Stock Company for the term 2022 – 2027.

Above is the entire content of the report on operating results in 2025 and orientation for 2026 of the Board of Directors of the Company. The Board of Directors of the Company is looking forward to receiving comments from shareholders/investors for the development of the Company.

Thank you very much!

**BH. BOARD**

**CHAIRMAN**



**NGO HOANG PHUONG**





*Hanoi, March 03, 2026*

VINACAP KIM LONG JSC

## REPORT OF THE SUPERVISORY BOARD

### TO: GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the current Law on Enterprises of the Socialist Republic of Vietnam and relevant provisions of law;
- Pursuant to the functions, tasks and powers of the Control Board specified in the Company's Charter;
- Pursuant to the Resolution of the Annual General Meeting of Shareholders in 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024; 2025;
- Review the independently audited Financial Statements (fully accepted), documents, reports and results of work between the Supervisory Board and employees who are representatives and focal points of the Company,

The Supervisory Board would like to report to the General Meeting of Shareholders ("General Meeting of Shareholders") on inspection and supervision activities in 2025 and the plan for 2026 as follows:

#### **I. Activities of the Supervisory Board in 2025**

In 2025, the Supervisory Board has organized the implementation of tasks in accordance with the provisions of law, the Company's Charter of Organization and Operation and the Minutes and Resolutions of the General Meeting of Shareholders. The main task groups include:

1. Attending meetings of the Board of Directors ("BOD") and contributing opinions to a number of documents, mechanisms, statutes and regulations of the Company.
2. Consider the legality, order and procedures for promulgating Resolutions and Decisions of the Board of Directors and the Board of Directors ("Board of Directors") in accordance with regulations.
3. Examine the implementation of financial plans, production and business plans and plan targets approved by the 2025 General Meeting of Shareholders.
4. Inspect and supervise the implementation and results of the Resolution of the 2025 Annual General Meeting of Shareholders for the Board of Directors and the Board of Directors.
5. Examining and evaluating the effectiveness of the risk management and internal control system in accordance with current provisions of law and corporate governance standards.
6. Appraisal of financial statements in 2025 and consideration of a number of key topics on: receivables management, inventory management, cost management, and the consolidation of the management system.



## II. Control of key areas of activity

On the basis of the 2025 financial statements audited by AASC Auditing Firm Co., Ltd. and working with the Company's executives, the results are as follows:

### 1. Results of production and business activities of the whole company

(Million VND)

An ony mo us	Contents	Implemen tation YEAR 2024	Year 2025		
			KH	Implemen tation	2025/2024
1	Revenue from sales and provision of services	339,912	499,108	535,834	157.6%
	Turnover deductions	-			
	Net sales and service revenue	339,912		535,834	157.6%
2	Cost of goods sold	315,256		508,540	161.3%
3	Gross profit on sales and service provision	24,657		27,294	110.7%
	% Gross Profit/Revenue	7.3%		5.1%	70.2%
4	Revenue from financial activities	122		1,250	1025.9%
5	Financing Costs	3,242		4,911	151.5%
	In which: Interest expenses	2,468		2,583	104.7%
6	Cost of Selling	10,601		7,766	73.3%
7	Business Management Expenses	10,017		12,977	129.6%
8	Net profit from business activities	918		2,889	314.6%
9	Other Profits	(79)		36	
10	Total accounting profit before tax	840		2,925	348.4%
	% Profit/Revenue	0.25%		0.55%	221.0%
11	Profit after corporate income tax	405	2,200	2,306	569.7%
	%PNST/CSH Capital	0.24%		1.35%	563.4%
12	Dividend Ratio	0.226%	1%	Waiting for the General Meeting of Shareholders to decide	

(According to the Company's audited financial statements)

#### Accordingly:

- Revenue increased sharply by 57.6% compared to the previous year thanks to the completion of large orders and market expansion.
- The increase in cost price of 61.3% (higher rate than revenue) is an unfavorable manifestation, which will put pressure on the gross profit ratio, so it is necessary to analyze in detail to consider improvement.

- The gross profit/revenue ratio decreased to 5.09% (7.25% last year), however, thanks to the high increase in total realized revenue compared to the previous year, gross profit still increased by 10.7%.
- Selling expenses plummeted by 26.7% thanks to the optimization of the business department. In addition, administrative expenses increased by 29.5% but were still lower than the revenue growth rate.
- Financing expenses increased by 51.5% but were still lower than the growth rate of revenue (in which interest expense only increased slightly by 4.7%).
- Profit after tax increased 5.7 times, reaching VND 2,306 billion, the profit and profit/VCSH ratio reached 1.35%. Although these targets are still modest, they are higher than the plan and improve significantly compared to the previous year.

## 2. *About the financial situation*

- During the year, the Company prepared Financial Statements in compliance with the accounting regime and accounting standards. The financial statements have been independently audited with a fully accepted opinion, reflecting honestly and reasonably on material aspects of the Company's financial position.
- Some of the main indicators of the Company's financial situation are as follows:

+ *Regarding assets and capital sources:*

Stt	Criteria	01/01/2025		31/12/2025	
		Money (trd)	Density	Money (trd)	Density
<b>A</b>	<b>Total Assets</b>	311,591	100.0%	326,264	100.0%
1	Short-term assets	303,105	97.3%	316,132	96.9%
	<i>In which:</i>				
	<i>Cash and cash equivalents</i>	38,157	12.2%	71,860	22.0%
	<i>Short-term receivables of customers</i>	149,508	48.0%	127,539	39.1%
	<i>Inventory</i>	101,194	32.5%	100,412	30.8%
2	Long-term assets	8,486	2.7%	10,132	3.1%
<b>B</b>	<b>Total Capital</b>	311,591	100.0%	326,264	100.0%
1	Liabilities	142,139	45.6%	154,911	47.5%
	<i>In which, Loan</i>	33,487	10.7%	42,441	13.0%
2	Equity	169,452	54.4%	171,354	52.5%

(According to the Company's audited financial statements)

Accordingly:

- Total assets increased slightly by 4.7% (up VND 14.7 billion), mainly thanks to a sharp increase in cash from VND 38.2 billion to VND 71.9 billion.



- Short-term receivables decreased by VND 21.9 billion (from VND 149.5 billion to VND 127.5 billion), bad debts were partially handled. This is a positive result of debt recovery.
- Inventory decreased slightly by VND 0.8 billion, accounting for a more reasonable proportion (30.8%). There is no provision for inventory price reduction.
- Short-term loans increased by 26.7% but cash and equivalents increased by 88%, significantly improving liquidity and debt repayment capacity.

### **III. Comments and recommendations of the Supervisory Board**

#### **1. Comments**

- 2025 is the year that the Company achieves very encouraging results. Revenue increased by 57.6%, profit after tax increased 5.7 times compared to the previous year, exceeding the set plan. The company has successfully completed orders, expanded the market, and gradually controlled raw material prices and sales costs. The financial situation is healthier: receivables have decreased sharply, bad debts have been partially disposed of, cash is plentiful, liquidity has improved.
- With positive business results, the Company has preserved and improved the value of equity, contributed to the state budget and ensured stable jobs for employees. Financial statements are independently audited with full acceptance, affirming honesty, reasonableness and full compliance with Vietnamese accounting standards.
- The company exceeded the set business plan.

#### **2. Recommendations**

- In the context that the Company has many possibilities and prospects to participate in and win bids for large orders, it is recommended that the Company pay attention to ensure good and full compliance with relevant regulations (order, procedures, authority, etc.).
- The profit margin is very small, the Company needs to continue to promote cost control measures, optimize the cost price structure to increase the profit/profit ratio.
- Regarding the management of receivables: maintain a good recovery momentum, continue to review and thoroughly handle other receivables (if arising), strictly comply with regulations on setting up provisions.
- Regarding inventory management: improve demand forecasting, balance raw material procurement, avoid stagnant inventory and continue to implement topics at Board of Directors meetings; evaluate and classify the provision for inventory price reduction according to regulations.
- Regarding cash flow and debt management: balance the proceeds with the debt situation to optimize the benefits of capital use.
- Regarding long-term strategy: The Board of Directors researches and develops and implements a comprehensive digital transformation strategy, applying artificial intelligence (AI) to smart production stages (cable quality control, optimizing production processes), forecasting market demand, etc supply chain management and financial data analysis. The application of AI not only helps reduce costs and improve productivity, but also creates a sustainable competitive advantage in the context of the industrial revolution 4.0 and the telecommunications and electricity market is shifting strongly.

### **IV. Focus Control Plan 2026**



In 2026, the Supervisory Board will continue to fully perform its functions and tasks in accordance with the law and the Company's Charter; at the same time, closely coordinate with the Board of Directors and the Board of Directors to successfully implement the Resolution of the General Meeting of Shareholders. Key topics in 2026:

- Management of materials and goods (from procurement, inventory, classification, provisioning and implementation sanctions).
- Management of receivables (arising, monitoring, recovery, provisioning).
- Manage, balance and optimize cash flow.
- Risk Management

Above is the report on the activities of the Supervisory Board. On behalf of the Supervisory Board, I would like to sincerely thank the General Meeting of Shareholders, the Board of Directors, the Board of Directors and all employees for coordinating and supporting the Board to successfully complete its tasks.

I wish the General Meeting of Shareholders success and thank you very much!

**TM. SUPERVISORY BOARD**



**HEAD**

**PHAM VAN NINH**





VINACAP KIM LONG JSC

No. 01/26/TTr-HDQT

SOCIALIST REPUBLIC OF VIETNAM

Independence – Freedom – Happiness

Hanoi, March 10, 2026

## REPORT TO THE ANNUAL GENERAL MEETING OF SHAREHOLDERS IN 2026 VINACAP KIM LONG JOINT STOCK COMPANY

### About the adoption:

- + Audited financial statements for 2025; Production and business results, Profit distribution, dividend distribution and remuneration payment of the Board of Directors and Supervisory Board in 2025.
- + Production and business plan; Profit distribution and dividend distribution plan; Plan to pay remuneration for the Board of Directors and Supervisory Board in 2026;
- + Select the auditing unit of the financial statements in 2026.
- + Consolidating the personnel of the Board of Directors

### TO: ANNUAL GENERAL MEETING OF SHAREHOLDERS 2026

Pursuant to the Law on Enterprises No. 59/2020/QH14 dated 17/06/2020;

Pursuant to the Law on Securities No. 54/2019/QH14 dated 26/11/2019;

Pursuant to the Charter of Organization and Operation of Vinacap Kim Long Joint Stock Company;

Pursuant to the Resolution of the Board of Directors of Vinacap Kim Long Joint Stock Company.

The Board of Directors of the Company respectfully submits to the General Meeting for voting on the following contents:

**I. Content 1: Approve the audited financial statements for 2025; Production and business results, Profit distribution, dividend distribution and remuneration payment of the Board of Directors and Supervisory Board in 2025:**

**1. Through the audited 2025 financial statements by AASC Auditing Firm Co., Ltd.:**

Unit: Billion VND

TT	Contents	Implementation	Year 2025		
		YEAR 2024	Plan	Implementation	TH/CUSTOMER %
1	Revenue	339.91	499.9	535.8	107.18%



2	Total profit before tax	0.84	2.748	2.925	106.44%
3	Total profit after tax	0.4	2.198	2.306	104.91%
4	Average charter capital	156	156	156	100.00%
5	Dividend Ratio (%)	0.20%	1%	1.215%	121.5%
6	Remuneration of the Board of Directors, Supervisory Board	0.0109		0.0646	
7	<b>Setting up funds</b>	<b>0</b>		<b>0.3459</b>	
	<i>Development investment fund 5%</i>	0		0.1153	
	<i>5% Welfare Fund</i>			0.1153	
	<i>5% Reward Fund</i>			0.1153	

(According to the 2025 Audited Financial Statements)

## 2. Profit distribution, dividend distribution and remuneration payment of the Board of Directors-Supervisory Board 2025:

- Production and business results in 2025:
- + Profit after tax: VND 2,306 billion.
- + Dividend: Submit to the General Meeting of Shareholders for approval of dividend distribution of 1.21%/VDL.
- + Remuneration of the Board of Directors, Supervisory Board: 64.6 million VND.
- + Setting up funds: 345.9 million VND
  - 5% development investment fund: 115.3 million VND
  - 5% welfare fund: 115.3 million VND
  - 5% Reward Fund : 115.3 million VND

## II. Content 2: Approval of production and business plans; Profit distribution and dividend distribution plan; Remuneration plan for the Board of Directors and Supervisory Board in 2026:

## 1. Approval of the 2026 Production and Business Plan:

*The targets of the production and business plan in 2026 are as follows: Calculation unit: billion VND*

Criteria	Implementation 2025	Plan 2026	Notes
Revenue	535,8	616,06	An increase of 15% compared to the previous year
Profit after tax	2,306	2,61	An increase of 15% compared to the previous year
Charter capital	156	156	
Average dividend	1.21%/VĐL	1.288%/VDL	After fully deducting and remitting funds as prescribed
Salary/Remuneration Fund of the Board of Directors and Supervisory Board		The plan to pay remuneration to the Board of Directors and the Supervisory Board in 2026 is as follows: (1) – In case of completion (by the assigned plan) of the profit and loss target in 2026, the remuneration is equal to 3% of the profit after setting up funds as prescribed); (2) – In case the realized profit is larger than the assigned plan, for every 1% of the profit exceeding the plan, the remuneration shall be increased by a maximum of 2% according to the level of completion of the plan. The total remuneration fund implemented by the Board of Directors and the Supervisory Board shall not exceed 20% of the salary implemented by the full-time manager in 2026 (including the full-time TV of the Board of Directors, the Board of Directors, the Audit Committee, and the full-time Supervisory Board); (3) - In case the realized profit is smaller than the assigned plan, for every 1% of the profit reduced compared to the plan, it will be reduced by 1% compared to the remuneration for completing the plan. (4) - In case of loss, remuneration is not paid.	

## 2. Approval of the Profit Distribution and Dividend Distribution Plan in 2026:

Based on the registered profit, submit to the General Meeting of Shareholders for approval the Profit Distribution Plan, dividend distribution in 2026 at least 1.288% / VĐL (Expected)

## III. Content 3: Selection of auditors for fiscal year 2026:

The Board of Directors proposed that the General Meeting of Shareholders assign the Board of Directors to actively select a large and reputable auditing firm to audit the Company's financial statements in 2026.



**IV. Content 4: Approval of the election of additional members of the Board of Directors:**

- **Additional election** of Mr. Le Anh Xuan, Capital Representative of Vietnam Post and Telecommunications Group (VNPT) at Vinacap Kim Long Company, Deputy General Director of Vinacap Kim Long Company to hold the position of Member of the Board of Directors of Vinacap Kim Long Company for the term 2022 - 2027.

**Respectfully submit to the General Meeting of Shareholders for comments and vote for approval!**

Thank you very much.

**TM. BOARD CHAIRMAN**



**NGO HOANG PHUONG**

C.T.C.P.  
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Hanoi, March 10, 2026

## VOTING CARDS

*(Approving the contents at the 2026 Annual General Meeting of Shareholders)*

FULL NAME OF SHAREHOLDERS:

SHAREHOLDER CODE (or CCCD):

NUMBER OF SHARES OWNED:	NUMBER OF SHARES TO BE UQ:
TOTAL NUMBER OF VOTING SHARES:	

### VOTING CONTENT

1. Approved: 2025 operation report, 2025 production and business plan of the Board of Directors

☐ Agree ☐ Disagree

☐ No Comments or Other Opinions:.....

2. Approved: 2025 Operational Report and 2026 orientation of the Board of Directors:

☐ Agree ☐ Disagree

☐ No Comments or Other Opinions:.....

3. Approved: 2025 Operational Report and 2026 Plan of the Supervisory Board:

☐ Agree ☐ Disagree

☐ No Comments or Other Opinions:.....

4. Approved: The audited financial statements for 2025 are audited by AASC Auditing Firm Co., Ltd.

☐ Agree ☐ Disagree

☐ No Comments or Other Opinions:.....

5. Approved: Results of production and business activities in 2025 and implementation of profit distribution, dividend distribution and remuneration payment of the Board of Directors and Supervisory Board in 2025:





**5.1. Production and business results in 2025:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**5.2. Deduction from the 5% Development Investment Fund:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**5.3. Deduction from the Welfare Fund 5%:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**5.4. Deduction from the 5% Reward Fund:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**5.5. Profit distribution and remuneration payment of the Board of Directors and Supervisory Board in 2025:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**5.6. Dividend in 2025:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**6. Approved: Production and business plan; Profit distribution and dividend distribution plan; Remuneration plan for the Board of Directors and Supervisory Board in 2026:**

**6.1. Production and business plan in 2026:**

- ☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....

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**6.2. Profit distribution plan and remuneration payment of the Board of Directors and Supervisory Board in 2026:**

- ☐ Agree ☐ Disagree

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☐ No Comments or Other Opinions:.....  
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**6.3. Dividend Plan in 2026:**

☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....  
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**7. Approved: Authorizing the Board of Directors to select an auditing firm to audit the 2026 Financial Statements:**

☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....  
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**8. Approval: Election of additional members of the Board of Directors:**

- **Additional election** of Mr. Le Anh Xuan, Capital Representative of VNPT Group at Vinacap Kim Long Joint Stock Company, Deputy General Director of Vinacap Kim Long Joint Stock Company to hold the position of member of the Board of Directors of Vinacap Kim Long Joint Stock Company for the term 2022 - 2027.

☐ Agree ☐ Disagree  
☐ No Comments or Other Opinions:.....  
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**SHAREHOLDERS / GROUPS OF  
SHAREHOLDERS**  
*(Sign, specify full name)*

