

VIETNAM EDUCATIONAL PUBLISHING HOUSE COMPANY LIMITED
EDUCATIONAL BOOK JOINT STOCK COMPANY IN DA NANG CITY



THE ANNUAL REPORT

2024

24 FEB, 2025

I. GENERAL INFORMATION

1. General information:

- Transaction name: Educational book joint stock company in Da Nang City.
- Business registration certificate No. 0400463362
- Charter capital: VND 19,256,580,000
- Owner's equity: VND 19,256,580,000
- Address: 39 Trinh Dinh Thao, Khue Trung Ward, Cam Le District, Da Nang City.
- Phone number : 0236 3797971 - 0236 3797975
- Fax number : 0236 3797971
- Website : www.sachgiaoduc.com
- Stock code: DAE

2. Formation and development process:

On 29/03/2004, the General Director of Educational Publishing (now Vietnam Publishing House Co., Ltd) (the “VietNam Publishing House”) signed Decision No. 395/QĐ-TC to establish Educational Books Joint Stock Company in Da Nang City (the “Company”) with the initial charter capital of: VND 5,000,000,000 (Five billion Dong).

On 28/12/2006, the Company was officially listed on the Hanoi Securities Trading Center (now the Hanoi Stock Exchange) under the Certificate No. 65/TTGDCKHN-ĐKGD dated 06/12/2006 of the Director of the Hanoi Stock Exchange, under the Stock code DAE.

In 2007, the Company increased its charter capital by VND 1,500,000,000 (One billion, five hundred million Dong) from the payment of dividends in 2007 in shares and bonus shares to shareholders.

At the end of 2007, the Company was approved by the State Securities Commission of Vietnam for the Company to issue more shares to increase its charter capital; The issuance of 848,680 more shares to the public to increase the charter capital to VND 14,986,800,000 (Fourteen billion, nine hundred and eighty-six million, eight hundred thousand Dong) was carried out in March 2008.

On 04/06/2008, the number of additional shares was officially traded on the Hanoi Stock Exchange (According to the Notice No. 228/TB-TTGDHN dated 29/05/2008 of the Hanoi Stock Exchange), increasing the number of shares traded on the Hanoi Stock Exchange to 1,498,680 shares.

At the end of 2023, the Company was approved by the State Securities Commission of Vietnam for the Company to pay dividends in shares and bonus shares to increase charter capital for the 3rd time. The distribution of dividends in shares and bonus shares with the number of 426,978 shares to the public has increased the charter capital to VND 19,256,580,000 (Nineteen billion, two hundred and five hundred and six million, five hundred and eighty thousand Dong) in August 2023.

On October 9, 2023, the number of additional shares was officially traded on the Hanoi Stock Exchange (According to Decision 1019/QD-SGDHN dated October 5, 2023 of the Hanoi Stock Exchange), increasing the number of shares traded at the Hanoi Stock Exchange to 1,925,658 shares.

3. Business lines and business areas of the Company :

+ Business Lines: According to the Business Registration Certificate No. 3203000258 issued by the Department of Planning and Investment of Da Nang City for the first time on 02/04/2004. Up to now, the Company has changed its business license 8 times and the most recent time was on 07/09/2023 with the Business Registration Certificate number: 0400463362. The Company's business lines include the following main business lines:

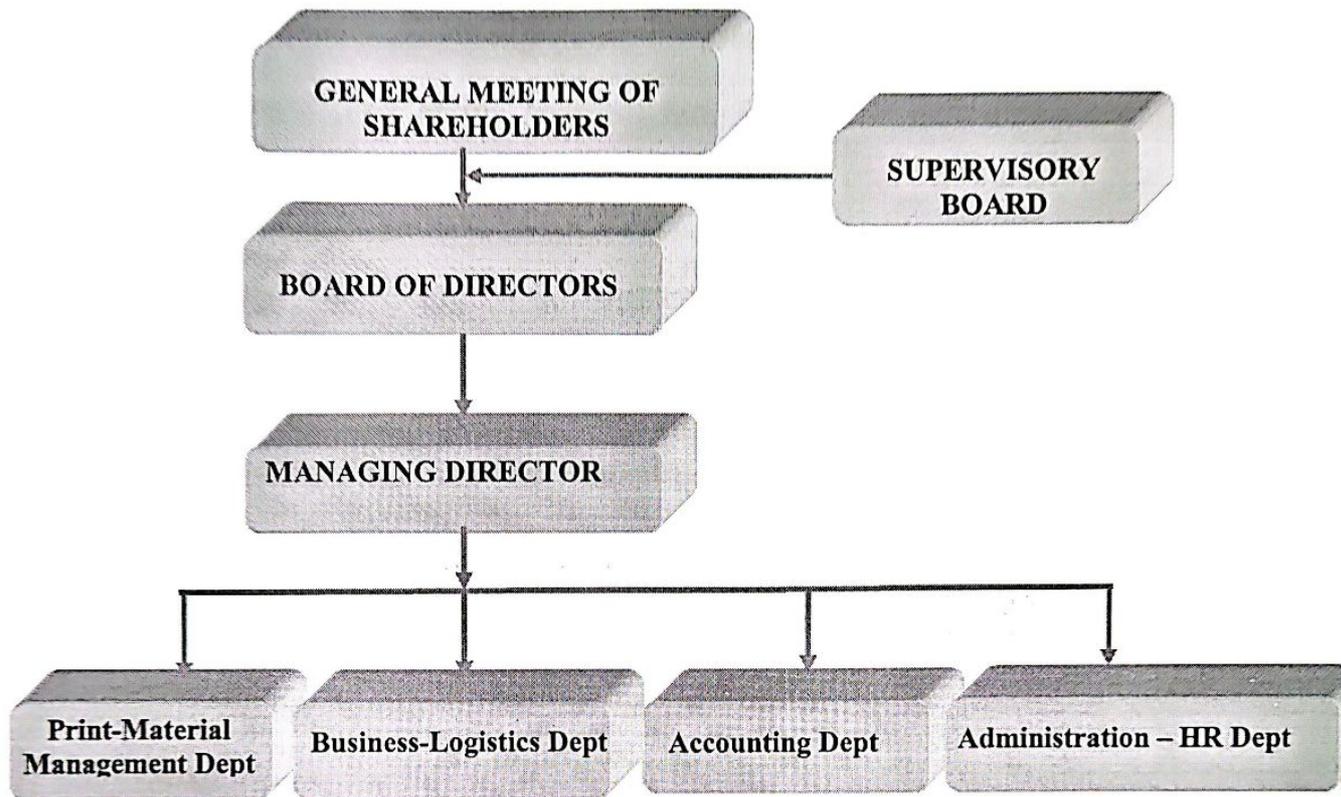
- Linking the publication of newspapers, magazines, and other products;
- Printing and distributing books, newspapers, magazines, picture maps, CD rooms and other publications
- Production and trading of all kinds of stationery and educational equipment;.....

+ Business area: The main business activity of the Company is publishing and distributing books for students, teachers, etc. all levels from kindergarten to university in all provinces and cities in the territory of Vietnam.

4. Governance model and management apparatus:

+ The Company's governance model is implemented in accordance with the Law on Enterprises and the Company's Charter, including: General Meeting of Shareholders; Board of Directors; Supervisory Board; The Executive Board is headed by the Director.

+ Management apparatus: The current management apparatus diagram of the Company is as follows:



5. Development orientation:

The company always maintains the main goal of stable and sustainable development, expanding the market in the country. Ensuring to increase business value and maintain benefits for shareholders.

The Company's medium and long-term development strategy is to maintain prestige with readers about the content and quality of educational books. Strictly implementing the development orientation of the Vietnam Publishing House is to constantly look for new manuscripts with the criterion of helping readers improve both intellect and spirit.

- Closely follow the guidelines and orientations of the Ministry of Education and Training on the contents, programs of new textbooks, exam plans, and tasks of the annual school year; directions and plans of the Vietnam Publishing House to implement and develop measures to implement the Resolution of the Annual General Meeting of Shareholders.

company's core and main product is the release of reference books. However, the release of reference books in schools has not received a high consensus, especially from public opinion, so it is difficult to implement the market. Therefore, developing an issuance plan, administering the printing plan, market work and inventory analysis is an important task to minimize this risk.

II. OPERATION SITUATION IN 2024:

1. Production and business activities in 2024:

In 2024, the Company has developed the planned targets for 2024 and was approved by the Annual General Meeting of Shareholders with the following basic targets:

- Total Revenue : 59 billion VND
- Profit before tax : 3.9 billion VND
- Dividends : 12% (Cash)

Production and business results in 2024 according to the plan approved in the resolution of the Annual General Meeting of Shareholders:

Targets	PLANNED FOR 2024	ACTUAL FOR 2024	% VS. PLAN
+ Total revenue	VND 59 billion	VND 67.2 billion	113,8%
+ Profit before tax	VND 3.9 billion	VND 4,067 billion	104,3 %
+ Dividends	12%	12%	100,0%

+ The Annual General Meeting of Shareholders in 2024 approved the dividend payment rate for 2024 at 12% in cash. The advance payment of dividends in 2024 will be made in March 2025 and the 2024 dividend rate will be finalized when approved by the Annual General Meeting of Shareholders in 2025.

2. Personnel organization:

- List of Executive Board and other management titles:

- 1. Full name** : **Ly Xuan Hoan**
- **Position** : Member of the Board of Directors of Educational Books JSC in DaNang City, reappointed on April 23, 2024. Director of the Company, reappointed on 6/11/2024

- Gender : Male
- Date of birth : 26/8/1974
- Birthplace : Binh An, Thang Binh, Quang Nam
- Nationality : Vietnam
- Permanent Address : No. 16, Tran Huan Street, Cam Le District, Da Nang City
- Contact Phone : 0236.3686822
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0%

2. Full name : Ho Van Linh

- Position : Member of the Board of Directors of the Company appointed on April 23, 2024, Deputy Director appointed on January 16, 2022.
- Gender : Male
- Date of birth : 01/08/1971
- Birthplace : Hoa Xuan, Cam Le, Da Nang
- Nationality : Vietnam
- Permanent Address : 77/11 Thai Phien, Phuoc Ninh Ward, Hai Chau District, VN
- Contact Phone : 0903 503446
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 12,18%

- 3. Full name** : **Pham Van Hai**
- Position : Deputy Director of the Company appointed on 01/12/2020
 - Gender : Male
 - Date of birth : 20/2/1975
 - Birthplace : Vinh City, Nghe An
 - Nationality : Vietnam
 - Permanent Address : 431 Cach Mang Thang 8 Street, Cam Le District, Da Nang City
 - Contact Phone : 0236. 3797973
 - Educational level : 12/12
 - Qualifications : Bachelor of History
 - Shareholding ratio : 0%
- 4. Full name** : **Nguyen Thi Minh Tam**
- Position : Chief Accountant - Reappointed on 6/11/2024
 - Gender : Female
 - Date of birth : 20/01/1970
 - Birthplace : Da Nang City
 - Nationality : Vietnam
 - Permanent Address : 38 Le Dinh Duong, Hai Chau District, VN
 - Contact Phone : 0236.3686820
 - Educational level : 12/12
 - Qualifications : Bachelor of Economics
 - Shareholding ratio : 0,17%
- 5. Full name** : **Pham Cong Danh**
- Position : Deputy Sales - Logistics Department according to Decision 188/QD dated 24/12/2020.
 - Gender : Male



- Date of birth : 12/01/1980
- Birthplace : Dien Minh, Dien Ban, Quang Nam
- Nationality : Vietnam
- Permanent Address : Group 27, Hoa Cuong Bac Ward, Hai Chau District, Da Nang City
- Contact Phone : 0236.3797975
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0,0%

6. Full name : Tran Dam Nhiem

- Position : Head of Printing - Materials Management Department according to Decision 270/QD-DAE dated 01/08/2023. Member of the Supervisory Board as of April 23, 2024.
- Gender : Male
- Date of birth : 05/05/1975
- Birthplace : Tam Tien, Nui Thanh, Quang Nam
- Nationality : Vietnam
- Permanent Address : Tam Tien, Nui Thanh, Quang Nam
- Contact Phone : 0236.3887897
- Educational level : 12/12
- Qualifications : Bachelor of Science
- Shareholding ratio : 0,0%

7. Full name : Nguyen Vu Thanh Binh

- Position : Head of Sales - Logistics Department according to Decision No. 187 dated December 24, 2020. Member of the Supervisory Board as of April 23, 2024.
- Gender : Male
- Date of birth : 20/3/1982

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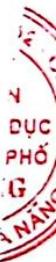
- Birthplace : Phuoc Son, Quang Nam
- Nationality : Vietnam
- Permanent Address : Lot 58 Khu Lam Duc San, Hoa Cuong Bac Ward, Hai Chau District, Da Nang City
- Contact Phone : 0236.3797975
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0,2%

8. Full name : Dang Thi Trang

- Position : Deputy Head of Sales - Logistics Department according to Decision 186/QD dated 24/12/2020.
- Gender : Female
- Date of birth : 01/06/1973
- Birthplace : Hoa Phong, Hoa Vang, Da Nang
- Nationality : Vietnam
- Permanent Address : 179/9 Tran Cao Van Street, Thanh Khe District, Da Nang City
- Contact Phone : 0236.3797975
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0,24%

9. Full name : Ha Tan Ut

- Position : Deputy Director of the Department of Planning and Planning appointed under Decision 189/QD dated 24/12/2020
- Gender : Male
- Date of birth : 14/01/1979
- Birthplace : Dien Ban-Quang Nam
- Nationality : Vietnam



- Permanent Address : Group 17. Hoa Tho Dong Ward, Cam Le District, Da Nang City
 - Contact Phone : 0236.3797975
 - Educational level : 12/12
 - Qualifications : Bachelor of Economics
 - Shareholding ratio : 4,67%
- 10. Full name : Tran Trong Hieu**
- Position : Deputy Head of Accounting Department - appointed according to Decision 979/QD dated 01/06/2021.
 - Gender : Male
 - Date of birth : 01/11/1992
 - Birthplace : Da Nang City
 - Nationality : Vietnam
 - Permanent Address : K38/94 Le Huu Trac Street, Son Tra District, Da Nang City
 - Contact Phone : 0236.3797972
 - Educational level : 12/12
 - Qualifications : Master of Business Administration
 - Shareholding ratio : 0,27%

- Changes in the Board of Directors: in 2024, the Chairman of the Board of Directors of the Company signed a decision to re-appoint Mr. Ly Xuan Hoan to continue to hold the position of Director and Ms. Nguyen Thi Minh Tam to continue to hold the position of Chief Accountant according to Resolution No. 07/NQ-HDQT dated November 6, 2024. Mr. Ho Van Linh - Deputy Director of the company participated in the Board of Directors of the company for the fifth term (2024-2029), Mr. Pham Van Hai ceased to participate in the Board of Directors of the company according to Resolution No. 01/NQ-DAEBCO of the Annual General Meeting of Shareholders dated April 23, 2024.

- Number of employees of the Company: the total number of employees as of December 31, 2024 is 25 people.

The average salary of employees in 2024 remains stable compared to 2023. In addition to the salary fund, the Company is also entitled to deduct a welfare reward fund of 13% from after-tax profits, which the CEO uses to reward as well as serve other social welfare activities for employees in the Company.

3. Investment situation and implementation of projects:

a. Major investments:

In 2024, the Company does not have any major investments. At the time of December 31, 2024, the closing price of the stock code of Hoang Huy Investment and Service Joint Stock Company is higher than the closing price at the last trading session of 2023, so the Company has made a refund of this provision.

In addition, as of December 31, 2023, the company still holds long-term investments of 2 companies that are members of Vietnam Publishing House; including the following companies:

- * Quang Nam Printing - Distribution Of Books And School Equipment JSC
- * Da Nang Educational Publishing Services JSC.

These companies have not yet been listed on stock exchanges, the business results in 2024 of these companies are profitable, specifically as follows:

Investor: Billion VND

Unit Name	Value contributed capital	Number of Shares Holding	Capital Charter	Net sales	Profit Pre-tax	Dividends
Quang Nam Printing - Distribution Of Books And School Equipment JSC	0,242	33.750	4,50	46,7	2,7	Received 12% dividend in 2023, expected dividend in 2024 is 12%
Da Nang Educational Publishing Services JSC	0,350	35.000	3,997	13,87	0,2	Received 5% dividend in 2023, expected dividend in 2024 is 5%

b. Subsidiaries, associated companies: None

4. Financial situation:

a. Financial situation:

Unit: VND

Targets	2024	2023	% increase decrease
Total Asset Value	50.771.124.351	49.216.581.155	103,2%
Net Revenue	66.760.159.719	56.690.374.632	117,8%
Operating profit	4.089.880.299	4.022.423.767	101,7%
Other Profits	(21.900.604)	0	
Accounting profit before tax	4.067.979.695	4.022.423.767	101,1%
Profit after tax	3.165.372.456	3.188.610.841	99,3%
Dividend Ratio	12%	12%	100%

b. Main financial indicators:

Targets	2024	2023	Notes
<i>1. Liquidity Ratio</i>			
+ Current ratio: Current Assets/Current Liabilities	5,24	4,79	
+ Quick ratio: Current Assets - Inventory/Current Liabilities	3,11	2,46	
<i>2. Indicators of capital structure</i>			
+ Debt to Total Assets	0,17	0,15	
+ Debt to equity ratio	0,21	0,18	
<i>3. Indicators of operational capacity</i>			
+ Inventory turnover $\frac{\text{Cost of goods sold}}{\text{Average inventory}}$	2,68	2,4	
+ Net Revenue/Total Assets	1,32	1,15	
<i>4. Indicators of profitability</i>			
+ Profit after tax/Net revenue	0,047	0,056	
+ Profit after tax/ Equity			

+ Profit after tax/ Total assets	0,076	0,077	
+ Gross profit from sales and service provision/Net revenues	0,063	0,064	
	0,060	0,071	

5. Shareholder structure, change of owner's investment capital:

a. Shares: The total number of outstanding shares of the Company is 1,925,658 shares, the entire number of shares of the Company are freely transferred on the Hanoi Stock Exchange.

b. Shareholder structure:

The shareholder structure according to the list of shareholders closed by the Vietnam Securities Depository on April 2, 2024 is as follows:

+ The total number of shareholders of the Company includes 240 domestic shareholders and 10 foreign shareholders. In which, VietNam Publishing House Co., Ltd. holds 566,377 shares, equivalent to 29.41% of charter capital, and Da Nang Education Investment and Development Joint Stock Company (a member company of VietNam Publishing House) holds 307,500 shares, equivalent to 15.97% of charter capital.

+ The structure of shareholders of the Company is as follows:

Shareholder	Number of Shares Holding (shares)	Capital Value Stock (VND)	Ownership Rate (%)
Total Shares	1.925.658	19.256.580.000	100,00
Legal entity			
- VN Publishing House	566.377	5.663.770.000	29,41
- Da Nang Education Investment and Development Joint Stock Company	307.500	3.075.000.000	15,97
- Other companies	6.183	61.830.000	0,32
Natural Persons			
- Internal shareholders and employees of the company	248.127	2.481.270.000	12,89
- External shareholders	797.471	7.974.710.000	41,41
There are foreign shareholders	11.115	111.150.000	0,58

+ In addition to the major shareholders being the Vietnam Publishing House and Da Nang Education Investment and Development Joint Stock Company, shareholders with shares of more than 5% of the charter capital according to the list of shareholders closed by the Vietnam Securities Depository on April 2, 2024 include the following shareholders:

* Shareholder Nguyen Hoang Giang: 136,852 shares (7.11%), successfully registered to sell 136,852 shares on September 18, 2024, the ownership rate after September 18, 2024 is 0 shares.

* Shareholder Ho Van Linh: 97,788 shares (5.08%); successfully registered to buy 136,852 additional shares on September 18, 2024 to 234,640 shares (12.18%).

* Shareholder Duong Khanh Vinh: 97,146 shares (5.04%).

III. REPORT AND EVALUATION OF THE BOARD OF DIRECTORS:

1. Evaluation of production and business results:

a. Printing

Printing Situation	2024	2023	(%) 2024 vs. 2023
Print quantity:	2.331.500	2.369.200	98,4%
- Reference books	2.331.500	1.975.200	118%
- Supplementary books		394.000	
Average	9.400	11.900	78,9%

Printing operation: In 2024, printing will continue to be of special interest to the Board of Directors, which must ensure circulation revenue and inventory targets. In particular, this is the first year marking the release of supplementary books of the GDPT 2000 program. However, the company's printing output in 2024 is almost equivalent to 2023. In addition, the capacity of printers in the Central region is still limited and must prioritize printing textbooks. However, the Company's Board of Directors has made efforts to ensure enough reference books for the issuance of books, ensuring the implementation of the 2024 plan.

b. Issuance

Items	Sold in 2024		Sold in 2023		2024/2023 ratio	
	Amount	Revenue	Amount	Revenue	Amount	Revenue
Self-produced Books	2.066.865	42.294.342.000	2.082.290	38.659.337.351	99,3	109,4
Other books	940.214	25.336.469.780	790.377	18.918.489.366	118,9	113,9
Total	3.007.079	67.630.811.780	2.872.667	57.577.826.717	104,7	117,5

GENERAL REVIEW**Good things**

In 2024, the Department of Sales and Logistics has continued to strengthen market expansion, especially in the South region, introducing new reference books categories such as the book series "Giáo dục kỹ năng công dân số", "Giáo dục STEM" at the middle school level, High School Graduation Exam Preparation Guide, etc ... and existing educational products to the issuer; contact customer units to find out the customer needs of each book and refer to the release plan of each customer in 2024 to build a more reasonable printing plan from time to time.

Continue to improve the division of the market by region for each individual to manage, thereby helping each business individual to be proactive in contacting customers, grasping the market to best serve the requirements of customers. Apply KPIs to work to increase efficiency as well as more accurately assess the tasks and roles of each individual.

Promote the distribution of books and books across the country, continue to work with the Department of Education and Training to public "Tài liệu địa phương", "Giáo dục STEM", "Hướng dẫn ôn thi", etc., new drafts, expand market exploitation and have gained many new customers.

Taking quality, prestige, speed and timeliness as the criteria for serving customers.

Bad things

No new items have been exploited in addition to reference books to increase revenue.

Market work at education departments is still limited.

Some titles have not been released.

Cause Analysis

The situation of using new reference books (especially reference books under the new program) has not been predicted and analyzed, as well as the proposal to advise on new products in the period of changing the new textbook program. On the other hand, the direction of the Ministry of Education and Training on the use of textbooks and reference books in schools continues to have a great impact on the Company's production and business activities in 2024.

Remedies

Continue to improve sales service. Strengthen the close cooperation relationship, harmonize interests with partners and customers (flexible and keep credibility).

Strengthen close coordination between the Sales - Logistics Department and the Printing - Materials Management Department to ensure the timely printing and warehousing progress for issuance.

Continue to promote going to the market, find out information to expand the market and exploit new manuscripts that can be released well; especially the relationship with the Departments of Education to learn about the tastes and requirements of teachers, students and parents.

Regularly statistically analyze the number of releases of each book title, the revenue of agents and potential customers to find out the reasons and take measures to promote issuance.

Follow the information on the direction and guidance of the Ministry of Education and Training in the use of textbooks and reference books in order to make adjustments in the printing and distribution of books accordingly in the coming years.

Strengthen the monitoring of the progress of printing – warehousing of the Vietnam Educational Publishing House to have a plan to prepare early for the printing – warehousing – distribution, avoiding passivity in the above work contents.



c. Business results

ITEMS	ACTUAL FOR 2023	PLANNED FOR 2024	ACTUAL FOR 2024	% 2024/2023	% ACTUAL/PLANNED
Net Revenue	VND 58,956 billion	VND 59,000 billion	VND 67,173 billion	113,91%	113,85%
Profit before CIT	VND 4,022 billion	VND 3,900 billion	VND 4,068 billion	101,15%	104,31%
Profit after CIT (*)	VND 3,188 billion	VND 3,120 billion	VND 3,165 billion	99,28%	101,44%
Dividends	12%	12%	12%	100%	100%

2. Financial situation:**a. Asset situation**

Total assets in 2024 on the balance sheet are VND 50,771 billion. Compared to the same period in 2023, it is VND 49,216 billion.

The value of inventory on the balance sheet at the time of 31/12/2024 increased compared to 31/12/2023: an increase of 1,074 million VND, due to the Company's arrangement of the plan to print reference books early to avoid overlapping with the printing time of textbooks in 2025.

b. Liabilities

Liabilities as of December 31, 2024 compared to the same period in 2023 increased by VND 1.3 billion. The reason is that the company arranges to buy materials early in the end of 2024 to prepare a printing plan for 2025.

3. Future development plan:

In 2025, the Board of Directors and employees of the Company strive to achieve revenue in 2025 of VND 68 billion, which has been assigned by the Board of Directors, waiting for the approval of the 2025 Annual General Meeting of Shareholders. To achieve such a goal, the Company will have to continue to find more new sources and expand the market to increase revenue, increase profits to realize the plan, and at the same time develop the Company's financial strength.

4. Explanation of the Board of Directors with Audit opinions:

The company has no audit opinion except. The financial statements have accurately and honestly reflected the Company's financial situation in 2024.

IV. EVALUATION OF THE BOARD OF DIRECTORS OF THE COMPANY'S ACTIVITIES

1. Evaluation of the Board of Directors on the Company's activities:

+ The Company's activities in the year have complied with the Resolution of the 2024 Annual General Meeting of Shareholders. Basic indicators:

- The revenue target reached 113.8% of the plan. Profit before tax has reached 104.3% of the plan approved by the Resolution of the Annual General Meeting of Shareholders in 2024. This is a great effort of the Company in 2024.

- The dividend target according to the Resolution of the 2024 Annual General Meeting of Shareholders is 12% in cash, the company expects to advance the 2024 dividend in March 2025.

+ Members of the Board of Directors strictly comply with the regulations on periodic meetings at least once a quarter to evaluate the implementation of the Resolution of the Board of Directors of the Executive Board and direct the implementation of tasks in the next quarter.

2. Evaluation of the Board of Directors on the activities of the Board of Directors:

+ The Board of Directors has operated in compliance with the law, the Company's Charter as well as the orientations of the Board of Directors.

+ The Board of Directors of the Company has made a lot of efforts in managing production and business activities in 2024.

3. Plans and orientations of the Board of Directors:

+ The targets of the 2025 plan set by the Board of Directors are as follows:

- Revenue: 68 billion VND
- Profit : 4 billion VND
- Dividend : 12%

+ The Company's objectives in 2025 and subsequent years:

- Preserve and develop capital and invest in the construction of 78 Pasteur facilities to develop new industries.

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- Carry out book distribution work well according to the policy of Vietnam Publishing House.
- Stabilize staff, promote the capacity of the next employee.

V. CORPORATE GOVERNANCE

1. Board of Directors

a. Members and structure of the Board of Directors: Members of the Board of Directors for the fourth term (2024-2029) consist of 5 members:

- 1. Full name** : **Ong Thua Phu**
- **Position** : Chairman of the Board of Directors of Educational Books Joint Stock Company in Da Nang City; Appointed on April 23, 2024.
 - **Gender** : Male
 - **Date of birth** : 05/10/1971
 - **Nationality** : Vietnam
 - **Permanent Address** : 498 Tran Cao Van Street, Thanh Khe District, Da Nang
 - **Contact Phone** : 0903 545 545
 - **Educational level** : 12/12
 - **Qualifications** : Bachelor of Economics
 - **Individual share ownership ratio** : 0,17%

▪ Is it an independent member? Executive Participation

- 2. Full name** : **Ly Xuan Hoan**
- **Position** : Member of the Board of Directors of Educational Books JSC in DaNang City, appointed on April 23, 2024.
Director of Educational Books JSC in DaNang City, reappointed on 6/11/2024.
 - **Gender** : Male
 - **Date of birth** : 26/08/1974
 - **Birthplace** : Quang Nam

- Nationality : Vietnam
- Permanent Address : 16 Tran Huan, Khue Trung, Cam Le, Da Nang
- Contact Phone : 0236 3686822
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0%

3. Full name : Ho Van Linh

- Position : Member of the Board of Directors of Educational Books JSC in DaNang City, appointed on April 23, 2024.
Deputy Director of the company, appointed on 16/01/2022.

- Gender : Male
- Date of birth : 01/08/1971
- Birthplace : Danang
- Nationality : Vietnam
- Permanent Address : 149 Do Quang, Thac Gian Ward, Thanh Khe District, Da Nang
- Contact Phone : 0903 503 446
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 12,18%

4. Full name : Le Diem Hung

- Position : Member of the Board of Directors of Educational Books JSC in DaNang City, appointed on April 23, 2024.
- Gender : Male
- Date of birth : 15/09/1981
- Birthplace : Danang
- Nationality : Vietnam
- Permanent Address : Group 1, Hoa Xuan, Cam Le, Da Nang

- Contact Phone : 0935 076 078
- Educational level : 12/12
- Qualifications : Master of Mathematics
- Shareholding ratio : 0%

As an independent member who does not participate in the administration

5. Full name : Tran Cong Thanh

- Position : Member of the Board of Directors of Educational Books JSC in DaNang City, appointed on April 23, 2024.
- Gender : Male
- Date of birth : 18/9/1985
- Birthplace : Quang Nam
- Nationality : Vietnam
- Permanent Address : Nhi Dinh village, Dien Phuoc commune, Dien Ban Town, Quang Nam
- Contact Phone : 0904 412 128
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Shareholding ratio : 0%

As an independent member who does not participate in the administration

b. Subcommittees of the Board of Directors: no subcommittees of the Board of Directors

c. Activities of the Board of Directors

+ Quarterly, members of the Board of Directors and the Head of the Supervisory Board meet to evaluate the activities of the Company's Executive Board in the past quarter, set out key tasks and orientations for production and business activities in the next time. In addition, based on unexpected tasks, the Board of Directors and the Head of the Supervisory Board also held an extraordinary meeting to discuss, vote and approve the contents within the authority of the Board of Directors as clearly stated in the company's Charter.

+ The Board of Directors shall base itself on the Resolution of the Annual General Meeting of Shareholders and the specific situation of the Company as a basis for making decisions on the rate and time of dividend payment; decide on personnel structure; the content of the General Meeting of Shareholders ...

+ Members of the Board of Directors participate in quarterly meetings in 2024 as follows:

Full name	Position	Number of Meetings Attended	Proportion	Notes
Mr. Ong Thua Phu	Chairman of the Board of Directors	8/8	100%	
Mr. Ly Xuan Hoan	Member of the Board of Directors	8/8	100%	
Mr. Pham Van Hai	Member of the Board of Directors	1/1	100%	Dismissal on 23/4/2024
Mr. To Thanh Binh	Member of the Board of Directors	1/1	100%	Dismissal on 23/4/2024
Mr. Le Diem Hung	Member of the Board of Directors	8/8	100%	
Mr. Ho Van Linh	Member of the Board of Directors	7/7	100%	Appointed on 23/4/2024
Mr. Tran Cong Thanh	Member of the Board of Directors	7/7	100%	Appointed on 23/4/2024

2. Supervisory Board

a. Members and structure of the Supervisory Board: The Supervisory Board for the fifth term (2024-2029) of the Company consists of 3 members elected at the Annual General Meeting of Shareholders in 2024.

- 1. Full name** : **Dang Cong Duc**
- **Position** : Head of the Supervisory Board of Educational Books JSC in DaNang City
Reappointed on April 23, 2024.
- **Gender** : Male
- **Date of birth** : 12/10/1985

- Birthplace : Hoa Phong Commune, Hoa Vang, Da Nang
 - Nationality : Vietnam
 - Permanent Address : Group 5, Hoa Tho Dong, Cam Le, Da Nang
 - Contact Phone : 0236 3787855; 0905088157
 - Educational level : 12/12
 - Qualifications : Bachelor of Economics
 - Number of shares held : 0%
- 2. Full name : Tran Dam Nhiem**
- Position : Member of the Supervisory Board of Educational Books JSC in DaNang City
Appointed on 23/4/2024
 - Gender : Male
 - Date of birth : 05/05/1975
 - Birthplace : Quang Nam
 - Nationality : Vietnam
 - Permanent Address : 22 Le Ba Trinh, Ward An Xuan, Tam Ky City, Quang Nam
 - Contact Phone : 0905 167 944
 - Educational level : 12/12
 - Qualifications : Bachelor of Mathematics – Informatics
 - Number of shares held : 0%
- 3. Full name : Nguyen Vu Thanh Binh**
- Position : Member of the Supervisory Board of Educational Books JSC in DaNang City
Appointed on 23/4/2024
 - Gender : Male
 - Date of birth : 20/3/1982
 - Birthplace : Danang
 - Nationality : Vietnam
 - Permanent Address : 33 Hoa My Street, Khue Trung Ward, Cam Le District, Da Nang City

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- Contact Phone : 0943 605 396
- Educational level : 12/12
- Qualifications : Bachelor of Economics
- Number of shares held : 0,2%

b. Activities of the Supervisory Board

+ The Supervisory Board participates together with the independent audit unit to audit the Company's financial statements 2 times a year.

+ Participate in the audit of cash and bank deposits at the end of each month and participate in the periodic inventory at the end of 6 months, 9 months and the end of the fiscal year in accordance with the regulations of the VNA.

+ The Head of the Supervisory Board participates in periodic meetings of the Board of Directors to discuss the Company's financial issues, and at the same time reviews the Company's reports before the Board of Directors approves them.

3. Transactions, remuneration and benefits of the Board of Directors, the Board of Directors and the Supervisory Board

a. Salary, bonuses, remuneration and benefits

The Board of Directors and the Supervisory Board are entitled to receive remuneration according to the Resolution of the 2024 Annual General Meeting of Shareholders.

In 2024, the Company has paid remuneration to the Board of Directors and Supervisory Board with a total amount of VND 224,000,000.

Members of the Board of Directors and the Supervisory Board of the company, in addition to remuneration for the Board of Directors and the Supervisory Board, are also rewarded from the deduction of 7% of the profit after profit to the Board of Directors, the Supervisory Board and the Executive Board.

Members of the Board of Directors and members of the Supervisory Board are employees of the Company who are entitled to salaries and bonuses according to the Company's internal regulations. The income of the Board of Directors and Chief Accountant of the Company in 2024 is VND 2,188,632,900.

b. Stock transactions of internal shareholders:

In 2024, there will be a transaction to buy 136,852 shares of internal shareholder Ho Van Linh, increasing the ownership rate from 5.08% to 12.18%.

c. Implementation of corporate governance regulations:

In 2024, the Company has strictly complied with legal regulations related to the Company's activities from production and business activities to corporate governance.

VI. FINANCIAL STATEMENTS

1. Audit opinion:

The financial statements have honestly and reasonably reflected the Company's financial position as at 31/12/2024, as well as the results of business operations and cash flow for the fiscal year ended on the same day, in accordance with corporate accounting standards, regimes and legal regulations related to the preparation and presentation of financial statements chief.

2. Audited financial statements:

- a. Balance sheet as of 31/12/2024:

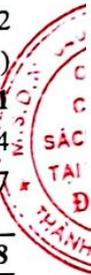


Educational Books Joint Stock Company in Da Nang City ANNUAL REPORT

39 Trinh Dinh Thao, Khue Trung Ward, Cam Le District, Da Nang City

2024

ASSETS	Code	Note	31/12/2024 VND	01/01/2024 VND
A. CURRENT ASSETS	100		46,185,224,362	36,105,445,867
I. Cash and cash equivalents	110	5	4,947,198,085	4,592,078,119
1. Cash	111		4,947,198,085	4,592,078,119
2. Cash equivalents	112		-	-
II. Short-term financial investments	120		14,449,004,940	6,066,218,720
1. Trading securities	121	6.a	5,657,785,512	5,694,064,105
2. Provision for diminution in value of trading securities	122	6.a	(1,208,780,572)	(1,627,845,385)
3. Held-to-maturity investments	123	6.c	10,000,000,000	2,000,000,000
III. Short-term receivables	130		7,115,062,951	6,679,897,379
1. Short-term trade receivables	131	7	6,984,113,279	6,866,732,547
2. Short-term prepayments to suppliers	132		34,664,000	81,153,640
3. Other short-term receivables	136	8.a	500,167,378	508,801,505
4. Provision for doubtful (short-term) debts	137	9	(403,881,706)	(776,790,313)
IV. Inventories	140	10	18,631,605,647	17,557,858,328
1. Inventories	141		19,276,438,344	18,046,213,412
2. Provision for decline in value of inventories	149		(644,832,697)	(488,355,084)
V. Other current assets	150		1,042,352,739	1,209,393,321
1. Short-term prepaid expenses	151	11.a	915,067,225	1,054,696,224
2. Taxes and amounts recoverable from the State	153	16	127,285,514	154,697,097
B. NON-CURRENT ASSETS	200		4,585,899,989	13,111,135,288
I. Long-term receivables	210		327,050,000	28,050,000
1. Long-term trade receivables	211		-	-
2. Other long-term receivables	216	8.b	327,050,000	28,050,000
II. Fixed assets	220		3,653,787,379	12,271,947,718
1. Tangible fixed assets	221	12	2,153,387,379	3,943,802,034
- Cost	222		6,163,066,773	7,598,425,564
- Accumulated depreciation	223		(4,009,679,394)	(3,654,623,530)
2. Intangible fixed assets	227	13	1,500,400,000	8,328,145,684
- Cost	228		1,500,400,000	8,328,145,684
- Accumulated amortization	229		-	-
III. Investment properties	230		-	-
- Cost	231		-	-
- Accumulated depreciation	232		-	-
IV. Non-current assets in progress	240		-	-
V. Long-term financial investments	250	6.b	593,390,084	593,390,084
1. Equity investments in other entities	253		593,390,084	593,390,084
2. Provisions for long-term financial investments	254		-	-
VI. Other non-current assets	260		11,672,526	217,747,486
1. Long-term prepaid expenses	261	11.b	11,672,526	217,747,486
2. Other non-current assets	268		-	-
TOTAL ASSETS	270		50,771,124,351	49,216,581,155



RESOURCES	Code	Note	31/12/2024 VND	01/01/2024 VND
C. LIABILITIES	300		8,879,198,230	7,546,163,399
I. Short-term liabilities	310		8,870,198,230	7,537,163,399
1. Short-term trade payables	311	14	6,398,953,990	2,485,326,565
2. Short-term advances from customers	312	15	174,808,538	127,754,899
3. Taxes and amounts payable to the State	313	16	193,851,619	40,251,914
4. Payables to employees	314		1,165,386,940	1,162,807,054
5. Other short-term payables	319	17.a	577,350,682	3,241,068,886
6. Short-term loans and finance lease liabilities	320		-	-
7. Bonus and welfare fund	322		359,846,461	479,954,081
II. Long-term liabilities	330		9,000,000	9,000,000
1. Long-term trade payables	331		-	-
2. Other long-term payables	337	17.b	9,000,000	9,000,000
D. EQUITY	400		41,891,926,121	41,670,417,756
I. Owners' equity	410	18	41,891,926,121	41,670,417,756
1. Paid-in capital	411	18	19,256,580,000	19,256,580,000
- Common shares with voting rights	411a		19,256,580,000	19,256,580,000
- Preferred shares	411b		-	-
2. Development and investment fund	418	18	2,859,726,199	2,859,726,199
3. Other equity funds	420	18	3,271,423,681	3,113,155,058
4. Undistributed profit after tax	421	18	16,504,196,241	16,440,956,499
- Undistributed profit up to prior year-end	421a	18	14,130,166,899	14,049,498,368
- Undistributed profit for the current year	421b	18	2,374,029,342	2,391,458,131
II. Other resources and funds	430		-	-
TOTAL RESOURCES	440		50,771,124,351	49,216,581,155

b. 2024 Business Results Report:

ITEMS	Code	Note	Year 2024	Year 2023
			VND	VND
1. Revenue from sales and service provision	01	20	68,108,461,924	58,256,071,367
2. Revenue deductions	02	21	1,348,302,205	1,565,696,735
3. Net revenue from sales and service provision	10		66,760,159,719	56,690,374,632
4. Cost of goods sold	11	22	48,527,868,711	40,981,307,448
5. Gross profit from sales and service provision	20		18,232,291,008	15,709,067,184
6. Financial income	21	23	160,271,241	315,355,102
7. Financial expenses	22	24	(252,258,509)	(1,950,855,448)
<i>Including: Interest expense</i>		23	-	-
8. Selling expenses	25	25.a	6,219,118,421	5,753,050,074
9. Administrative expenses	26	25.b	8,335,822,038	8,199,803,893
10. Operating profit	30		4,089,880,299	4,022,423,767
11. Other income	31		15,440,741	-
12. Other expenses	32		37,341,345	-
13. Other profit	40		(21,900,604)	-
14. Accounting profit before tax	50		4,067,979,695	4,022,423,767
15. Current corporate income tax expense	51	26	902,607,239	833,812,926
16. Deferred corporate income tax expense	52		-	-
17. Profit after tax	60		3,165,372,456	3,188,610,841
18. Basic earnings per share	70	27	1,315	1,326
19. Diluted earnings per share	71	27	1,315	1,326

(The audited financial statements for 2024 have been disclosed in accordance with regulations)

Da Nang, 24th February 2025

EDUCATIONAL BOOKS JSC IN DANANG CITY

DIRECTOR



LY XUAN HOAN