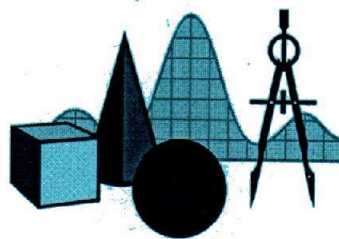


SAIGON FISHING NET JOINT STOCK COMPANY



ANNUAL REPORT 2024



ANNUAL REPORT

Public Company Name: Saigon Fishing Net Joint Stock Company

Reporting Year: 2024

I. General information:

1. Overall information:

- ◆ Company name: SAIGON FISHING NET JOINT STOCK COMPANY
- ◆ The enterprise identification number: 0300669828
- ◆ Charter Capital: VND 30,000,000,000
- ◆ State-Owned Investment Capital: VND 12,000,000,000 (40%)
- ◆ Address: 89 Nguyen Khoai Street, Ward 01, District 04, Ho Chi Minh City, Vietnam
- ◆ Phone: (+84-28) 39400945 Fax: (+84-28) 39401580
- ◆ Email: sfnetco@sfn.vn
- ◆ Website: www.sfn.vn
- ◆ Abbreviations: SFN

2. The process of formation and development:

Saigon Fishing Net Joint Stock Company was established in 1969 with the name Truc Giang Industrial Company. It is one of the large and prestigious fishing net companies in the Southern Vietnam.

In December 1978, under Decision No. 2282/STS-TCCB dated December 15, 1978, the Department of Fisheries merged Plastic Workshop No. 6, Tran Phuc Phat Company, and Vietnam Net-Weaving Company to establish the State-Owned Net-Weaving and Packaging Enterprise. This entity continued to inherit, maintain, and develop the traditional product line of Truc Giang Industrial Company, specializing in the production of fishing lines and various types of nets primarily serving the fishing industry in southern Vietnam.

The enterprise continued to increase production and expand its market to Southern and Central Vietnam, several Northern provinces, and further to European and Asian markets. This was achieved by investing in modern machinery and equipment to maximize production capacity and produce high-quality products that met both domestic consumption and export demand.

Transition to Joint-Stock Company ownership:

On March 12, 1999, in accordance with Decision No. 1125/QĐ-TTCP issued by the Prime Minister, the company embarked on the equitization of its state-owned assets. This move aimed to enhance the company's competitive edge, leverage internal resources, and attract additional external capital to strengthen and expand its operations.

As of April 24, 2000, the company officially transitioned to a joint-stock company structure, with the state holding a 40% stake in its charter capital.

Operating under a joint-stock company model, the company continuously worked to improve production capacity, expand its market share, and increase enterprise value. Through these efforts, it has consistently demonstrated its competitive capabilities in an era of integration, contributing to the nation's economic and social development objectives.

Listing:

On November 29, 2006, the company's shares were officially listed on the Ho Chi Minh City Stock Exchange with the following details:

Type of Share:	Common Stock
Stock Code:	SFN
Par Value per Share:	VND 10,000/share
Number of Shares Registered for Trading:	3,000,000 shares
Total Listed Value at Par:	VND 30,000,000,000
Treasury Shares Held (as of December 31, 2012):	135,850 shares

On June 11, 2009, following the Decision of the Hanoi Securities Trading Center, the company's shares were transferred and listed on the Hanoi Stock Exchange.

3. Business Activities and Operational Areas:

According to the Business Registration Certificate for the Joint-Stock Company

Tax Identification Number: 0300669828

Initial Registration Date: April 24, 2000

Latest Amendment (11th): July 29, 2022

The company's main activities include:

- Importing machinery, equipment, materials, and raw inputs for production and business needs.
- Trading in bamboo, rattan, and related products.
- Manufacturing and subcontracting fishing lines, nets for aquaculture, agriculture, sports, seaweed farming, construction safety, and livestock and crop farming, for both domestic and export markets.
- Trading in apparel.
- Designing, manufacturing, and assembling machinery, equipment, and spare parts for net production, catering to fisheries, agriculture, construction, sports, and safety industries.
- Building various types of housing.
- Real estate business.
- Trading in plastic materials and fishing supplies.

4. Governance Model, Business Organization, and Management Structure:

Report of the Board of Directors:

I. Composition of the Board of Directors:

1. Mr. Bui Van My – Representative of the State's 40% equity stake in the company

Position: Chairman of the Board of Directors.

2. Mr. Le Huu Phuoc – Holding 0.41% of charter capital.

Position: Vice Chairman of the Board of Directors and Chief Executive Officer.

3. Ms. Cao Thi Thuy – Holding 7.75% of charter capital.

Position: Member of the Board of Directors.

4. Ms. Le Thi Phuong Thao – Holding 0.71% of charter capital.

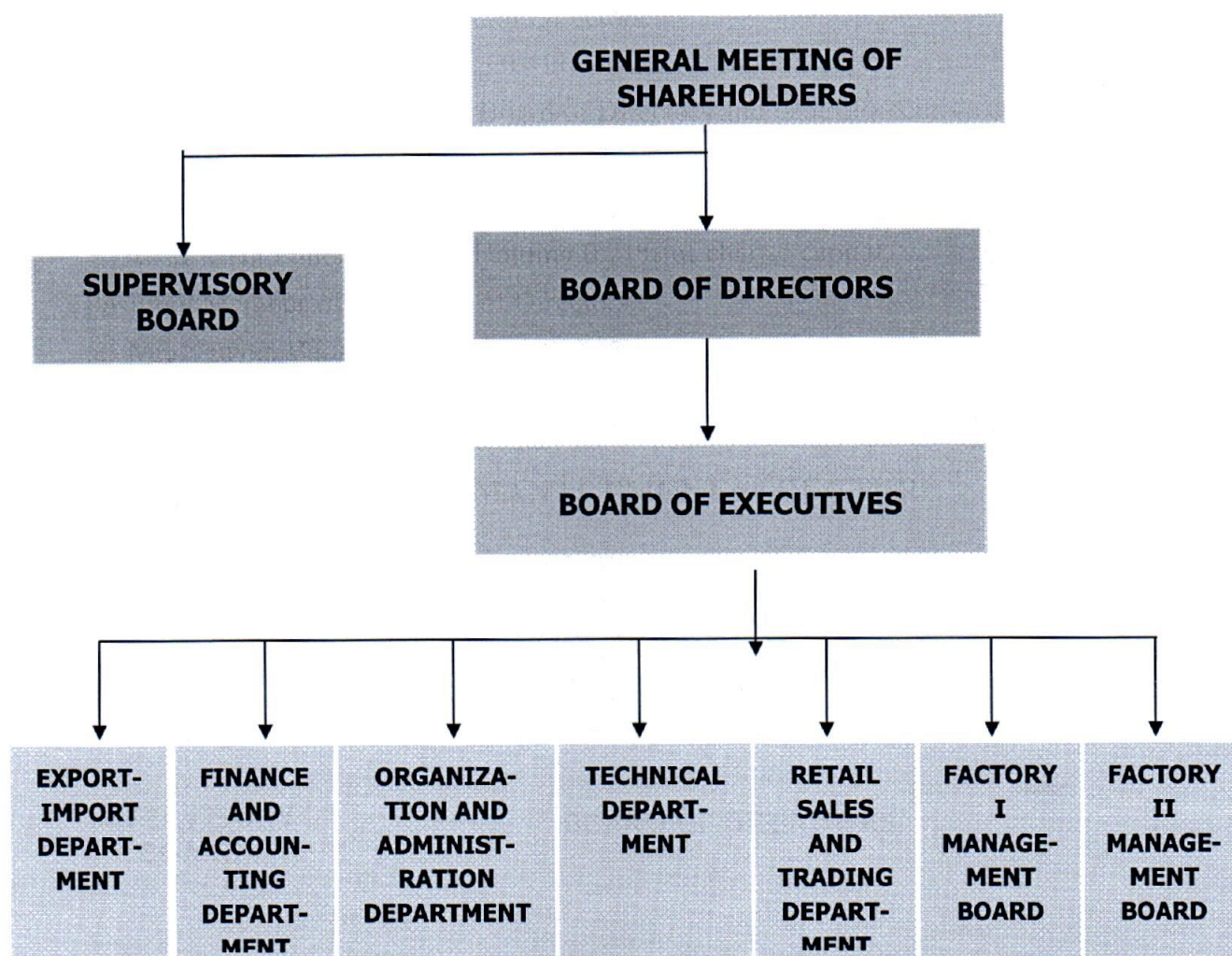
Position: Member of the Board of Directors.

5. Mr. Nguyen Bac Hai – Holding 0.00% of charter capital.

Position: Independent Member of the Board of Directors.

Affiliated Companies: None

COMPANY MANAGEMENT STRUCTURE



SHAREHOLDERS AND COMPANY GOVERNANCE INFORMATION

Board of Directors: The Board of Directors consists of 05 members, including 1 Chairman of the Board, 1 Vice Chairman of the Board, and 3 Board Members. Each member serves a term of 5 years. Within the Board, 1 member represents the State's capital in the company, 1 member is a shareholder who also works at the company, and 3 members are external shareholders who do not work at the company.

1. Mr. BUI VAN MY

- Current Position : Chairman of the BOD at Saigon Fishing Net JSC
Representative managing the State's capital in the company
(40% of the company's charter capital).
- Gender : Male
- Date of Birth : 10th August 1982
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Quang Ngai
- Education Level : 12/12
- Professional Qualification: Master's Degree in Economics
- Career History :
 - * From 01/2006 to 03/2009 : Specialist at the Rural Development Department of Ho Chi Minh City.
 - * From 04/2009 to 12/2010 : Deputy Head of the Agricultural Policy and Rural Development Department.
 - * From 01/2011 to 12/2014 : Head of the Agricultural Policy and Rural Development Department.
 - * From 01/2015 to 09/2016 : Deputy Director of the Agriculture Consulting and Support Center.
 - * From 10/2016 to 08/2017 : Acting Director of the Agriculture Consulting and Support Center.
 - * From 09/2017 to 02/2020 : Director of the Agriculture Consulting and Support Center.
 - * From 02/2020 to present : Deputy General Director of Saigon Agriculture Corporation, One Member Limited Liability Company.
- Number of shares held : 1,200,000 shares - Ownership percentage: 40%
- Conflict of interest with the company's interests : None
- Legal violations : None

2. Mr. LE HUU PHUOC

- Current Position : Vice Chairman of the BOD at Saigon Fishing Net JSC
Director of Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 10th November 1957
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Tra On District, Vinh Long Province
- Education Level : 12/12
- Professional Qualification: Mechanical Engineering Degree (Machine Manufacturing)
- Career History :
 - * From 1976 to 12/1983 : Office Staff at the Department of Transport, Ho Chi Minh City.
 - * From 01/1984 to 11/1985 : Mechanical Engineer, Technical Staff at the State-owned Netting and Packaging Enterprise.
 - * From 12/1985 to 09/1997 : Deputy Technical Director at the State-owned Netting and Packaging Enterprise.
 - * From 19/1997 to 04/2000 : Director of the State-owned Netting and Packaging Enterprise.
 - * From 05/2000 to present : Director of Saigon Fishing Net JSC.
- Number of shares held : 12,300 shares (nominal value of 10,000 VND/share)
- Conflict of interest with the company's interests : None
- Legal violations : None

3. Ms. CAO THI THUY

- Current Position : Chairman of the BOD at Lien Phat Trading Manufacturing JSC
Member of the Board of Directors at Saigon Fishing Net JSC
- Gender : Female
- Date of Birth : 10th November 1957
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Binh Son - Quang Ngai

- Education Level : 12/12
- Professional Qualification: Bachelor's Degree in Economics
- Career History :
 - * From 1983 to 1995 : Worked at the Rubber General Department, Huu Nghi Hotel, and studied in Thailand.
 - * From 1996 to present : Lien Phat Trading Manufacturing JSC.
- Number of shares held : 232,500 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 7.75%
- Conflict of interest with the company's interests : None
- Legal violations : None

4. Ms. LE THI PHUONG THAO

- Current Position : Member of the Board of Directors at Saigon Fishing Net JSC
- Gender : Female
- Date of Birth : 15th July 1958
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Phan Thiet
- Education Level : 12/12
- Professional Qualification: Bachelor's Degree in Economics
- Career History :
 - * From 1982 to 1987 : Bien Hoa Chemical College.
 - * From 1988 to 1990 : Dong Nai Mechanical Factory.
 - * From 1991 to 1995 : 30/4 Garment Company – Ho Chi Minh City.
 - * From 1996 to 1999 : Mot Viet Fashion Company.
 - * From 2000 to 5/2020 : Saigon Fishing Net JSC.
 - * From 06/2020 to present : Retired.
- Number of shares held : 21,305 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.71%
- Conflict of interest with the company's interests : None
- Legal violations : None

5. Mr. NGUYEN BAC HAI

- Current Position : Independent Member of the Board of Directors at Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 13th March 1985
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Can Gio District, Ho Chi Minh City
- Education Level : 12/12
- Professional Qualification: Master's Degree in Business Administration
- Career History :
 - * From 06/2016 to 06/2019 : Head of Department, Office for the Coordination of the New Rural Development Program of the City.
 - * From 06/2019 to 02/2020 : Head of Planning – General Department, Office for the Coordination of the New Rural Development Program of the City.
 - * From 02/2020 to present : Deputy Director of Human Resources – Administration, Saigon Agriculture Corporation, One Member Limited Liability Company.
- Number of shares held : 0,0 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.0%
- Conflict of interest with the company's interests : None
- Legal violations : None

The Board of Supervisors of the company consists of 3 members, including 1 Head of the Board of Supervisors and 2 Members of the Board of Supervisors. Among them, 2 members are shareholders, and 1 member is appointed by the State shareholder as its representative.

1. Mr. NGO HONG GIANG

- Current Position : Head of the Board of Supervisors at Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 27th October 1982
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Ba Vi – Ha Noi
- Education Level : 12/12
- Professional Qualification: Accountant, Master of Economic Law

- Career History :

* From 10/2001 to 11/2019 : Served at Army Corps 16 - Ministry of National Defense

* From 11/2019 to 4/2021 : Self-employed

* From 04/2021 to present : Staff, Finance and Accounting Department, Saigon Agriculture Corporation, One Member Limited Liability Company

* From 04/2023 to present : Head of the Supervisory Board, Saigon Fishing Net JSC.

- Number of shares held : 0,0 shares (nominal value of 10,000 VND/share)

- Ownership Percentage : 0.0%

- Conflict of interest with the company's interests : None

- Legal violations : None

2. Mr. NGUYEN VAN KHAI

- Current Position : Member of the Board of Supervisors at Saigon Fishing Net JSC

- Gender : Male

- Date of Birth : 18th December 1961

- Nationality : Vietnamese

- Ethnicity : Kinh

- Place of Birth : Ho Chi Minh City

- Education Level : 12/12

- Professional Qualification: Bachelor's Degree in Economics, specializing in Finance and Accounting

- Career History :

* From 1976 to 2004 : Le Minh Xuan Agricultural Farm.

* From 2004 to 2005 : City Planting Company.

* From 2005 to 10/2015 : Saigon Agriculture Corporation, One Member Limited Liability Company.

* From 11/2015 to present : Retired.

- Number of shares held : 1,000 shares (nominal value of 10,000 VND/share)

- Ownership Percentage : 0.03%

- Conflict of interest with the company's interests : None

- Legal violations : None

3. Ms. PHAM THI CUC

- Current Position : Member of the Board of Supervisors at Saigon Fishing Net JSC

- Gender : Female

- Date of Birth : 10th June 1960
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Ho Chi Minh City
- Education Level : 12/12
- Professional Qualification: University of Economics Ho Chi Minh City
- Career History :
 - * From 1982 to 1988 : Worked at the State Bank of Ho Chi Minh City.
 - * From 1988 to 2015 : Worked at Vietnam Bank for Agriculture and Rural Development (Agribank) in Ho Chi Minh City.
 - * From 2015 to present : Retired.
- Number of shares held : 15,300 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.51%
- Conflict of interest with the company's interests : None
- Legal violations : None

II. Business Operations During the Year:

1. Overview of Production and Business Operations:

PLANNED TARGETS 2024

Indicator	Unit	Actual 2024	Comparison			
			Plan 2024		Actual 2023	
			Metrics	Ratio (%)	Metrics	Ratio (%)
B	C	1	2	3=1/2	4	5=1/4
Gross revenue	vnd	144,124,147,101	154,091,700,000	93.53	147,194,868,458	97.91
Total expenses	vnd	133,482,818,645	144,273,971,000	92.52	135,436,753,630	98.56
Profit before tax	vnd	10,641,328,456	9,817,729,000	108.39	11,758,114,828	90.50
Profit after tax	vnd	8,452,899,966	7,854,183,000	107.62	9,282,613,909	91.06
Budget contribution	vnd	7,985,594,760	7,429,546,000	107.48	8,243,321,828	96.87

- Revenue in 2024 was VND 144.1 billion, reaching 93.53% of the target. This revenue level was 97.91% of the revenue in the same period in 2023, as the economic situation

remained challenging throughout 2024. Additionally, the market for yarn and net products faced intense competition from products manufactured in China, Thailand, and other domestic companies.

- Total expenses in 2024 amounted to VND 133.4 billion, achieving 92.52% of the target and 98.56% compared to the same period in 2023, the reason is due to the increase in the price of input plastic resin materials.
- Profit before tax in 2024 reached VND 10.6 billion, exceeding the target at 108.39% and achieving 90.5% compared to the same period in 2023.
- Budget contribution in 2024 amounted to VND 7.9 billion, marking a 3.13% decrease compared to the same period in 2023.

2. Organization and Personnel:

Executive Board Member Profiles Summary:

2.1. Mr. LE HUU PHUOC

- Current Position : Director of Saigon Fishing Net JSC Vice Chairman of the BOD at Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 10th November 1957
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Tra On District, Vinh Long Province
- Education Level : 12/12
- Professional Qualification: Mechanical Engineering Degree (Machine Manufacturing)
- Career History :
 - * From 1976 to 12/1983 : Office Staff at the Department of Transport, Ho Chi Minh City.
 - * From 01/1984 to 11/1985 : Mechanical Engineer, Technical Staff at the State-owned Netting and Packaging Enterprise.
 - * From 12/1985 to 09/1997 : Deputy Technical Director at the State-owned Netting and Packaging Enterprise.
 - * From 19/1997 to 04/2000 : Director of the State-owned Netting and Packaging Enterprise.
 - * From 05/2000 to present : Director of Saigon Fishing Net JSC.
- Number of shares held : 12,300,000 shares (nominal value of 10,000 VND/share)
- Conflict of interest with the company's interests : None
- Legal violations : None

2.2. Mr. LAM THONG NHUT

- Current Position : Deputy Director of Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 19th December 1975
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Bac Lieu
- Education Level : 12/12
- Professional Qualification: Bachelor's Degree in Economics
- Career History :
 - * From 2001 to 2005 : Statistician, Management Department at Saigon Fishing Net JSC.
 - * From 2006 to 2009 : Assistant Factory Manager, Factory 1 at Saigon Fishing Net JSC.
 - * From 2010 to 2020 : Factory Manager, Factory 1 at Saigon Fishing Net JSC.
 - * From 03/2020 to present : Deputy Director, Production Department of Saigon Fishing Net JSC.
- Number of shares held : 4,000 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.133%
- Conflict of interest with the company's interests : None
- Legal violations : None

2.3. Mr. NGUYEN MINH TRUONG

- Current Position : Deputy Director of Saigon Fishing Net JSC
- Gender : Male
- Date of Birth : 24th July 1977
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Tien Giang
- Education Level : 12/12
- Professional Qualification: Bachelor's Degree in Economics
- Career History :
 - * From 2000 to 09/2010 : Employee at Saigon Fishing Net JSC.
 - * From 10/2010 to 03/2011 : Deputy Head of Finance Department at Saigon Fishing Net JSC.

- * From 04/2011 to 06/2022 : Chief Accountant at Saigon Fishing Net JSC.
- * From 07/2022 to present : Deputy Director of Saigon Fishing Net JSC.
- Number of shares held : 1,000 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.03%
- Conflict of interest with the company's interests : None
- Legal violations : None

2.4. Ms. NGUYEN THI GIAU

- Current Position : Chief Accountant of Saigon Fishing Net JSC
- Gender : Female
- Date of Birth : 08th February 1988
- Nationality : Vietnamese
- Ethnicity : Kinh
- Place of Birth : Ho Chi Minh City
- Education Level : 12/12
- Professional Qualification: Bachelor's Degree in Economics
- Career History :
 - * From 2011 to 07/2018 : Employee at Saigon Fishing Net JSC.
 - * From 08/2018 to 06/2022 : Deputy Head of Finance Department at Saigon Fishing Net JSC.
 - * From 07/2022 to present : Chief Accountant at Saigon Fishing Net JSC.
- Number of shares held : 1,000 shares (nominal value of 10,000 VND/share)
- Ownership Percentage : 0.03%
- Conflict of interest with the company's interests : None
- Legal violations : None

Benefits of the Executive Board:

The Company provides appropriate salary levels for the Executive Board. The Company will award annual bonuses based on the performance and effectiveness of production and business results.

3. Investment Situation and Project Implementation:

The planned investment for 2024 amounted to VND 15,827,500,000.

The actual investment for 2024 was VND 2,463,796,807, with all investments fully operational by the end of 2023.

There are no subsidiaries or affiliated companies.

4. Financial Situation:

2023 ANNUAL REPORT ON PRODUCTION AND BUSINESS PERFORMANCE

Unit: VND

Indicator	2023	2024	Comparison (3/2) (%)
1	3	3	4 = 3/2
1. Revenue from sales of merchandises and services rendered	145,663,927,008	142,847,087,541	98.07
2. Revenue deductions			
3. Net revenue from sales of merchandises and services rendered	145,663,927,008	142,847,087,541	98.07
4. Costs of goods sold	125,410,221,926	123,061,018,754	98.13
5. Gross profit from sales of merchandises and services rendered	20,253,705,082	19,786,068,787	97.69
6. Revenue from financing activity	1,530,941,450	985,275,248	64.36
7. Financial expenses		47,180	
<i>Of which: Interest expense</i>			
8. Selling expenses	1,836,966,425	2,156,166,802	117.38
9. General administration expenses	8,189,565,279	8,265,585,909	100.93
10. Net profit from operating activity	11,758,114,828	10,349,544,144	88.02
11. Other income		291,784,312	100.00
12. Other expenses			
13. Other profit		291,784,312	100.00
14. Total accounting profit before tax	11,758,114,828	10,641,328,456	90.50
15. Current corporate income tax expense	2,475,500,919	2,188,428,490	88.40
16. Deferred corporate income tax expense			
17. Profit after corporate income tax	9,282,613,909	8,452,899,966	91.06
18. Dividend payout ratio	14%		

The dividend payout for 2024 will be determined by the General Shareholders' Meeting in 2025.

Business Performance for 2024 Compared to 2023:

* Revenue in 2024 was VND 144.1 billion, achieving 97.91% of the same period last year, a decrease of 6.47% compared to the 2024 plan.

* Profit Before Tax decreased by 9.5% compared to the same period in 2023, and increased by 8,39% compared to the 2024 plan.

* Dividend for 2024 was unrealized, with the 2024 dividend plan set at 14%, as approved by the General Shareholders' Meeting in 2024. The General Shareholders' Meeting on April 04, 2025, will decide the final dividend for 2024.

Liquidity Ratios:

Indicator	Unit	2024
Current liquidity ratios	Times	15.35
Short-term liquidity ratios	Times	13.96

Profitability Ratios:

Indicator	Unit	2024	Comparison with 2023	
			Metrics	Ratio (%)
- Pre-tax return on sales / Revenue	%	7.38	7.99	92.36 %
- Post-tax return on sales / Revenue	%	5.87	6.31	93.03 %
- Pre-tax return on sales / Capital	%	13.65	15.80	86.39 %
- Post-tax return on sales / Capital	%	10.84	12.47	86.93 %

- The pre-tax return on sales on revenue in 2024 was 7.38%, an decrease of 7.64% compared to 2023.
- The post-tax return on sales on capital in 2024 was 10.84%, an decrease of 13.07% compared to 2023.

5. Shareholder Structure and Ownership Capital Changes:

Shareholder's Statistics (dated 04/03/2025)

Shareholder Structure	Quantity	Number of Shares Held	Ratio (%)
Number of Shareholders	295	3,000,000	100.00
+ Deposited			
Of which: Domestic Individuals	243	1,223,250	40.78
Foreign Individuals	13	20,440	0.68
Domestic Organizations	4	137,050	4.57
Foreign Organizations	4	4,900	0.16

Shareholder Structure	Quantity	Number of Shares Held	Ratio (%)
+ Non-Deposited			
Of which: Government	1	1,200,000	40.00
Domestic Individuals	29	412,860	13.76
Domestic Organizations	1	1,500	0.05

The Cumulative Value of Treasury Shares as of December 31, 2024 is VND 1,405,126,159, equivalent to 135,850 shares, with an average purchase price of VND 10,343,22 per share.

II. Report and Assessment of the Board of Directors

1. *Evaluation of Business Performance in 2024:*

Global Context, the ongoing conflict in Ukraine and the complex armed confrontations had direct and indirect impacts on the global and Vietnamese economies. Trade, business activities, imports and exports, and the prices of goods and raw materials were severely affected, including the market for fishing nets, where consumption demand declined. Coastal fishermen reduced investments in purchasing new fishing gear.

The exchange rate fluctuated, rising from VND 24,420/USD to VND 25,660/USD.

Global crude oil prices and key raw material prices for production and business experienced continuous fluctuations throughout the year, impacting production plans and cost prices.

The netting industry faces intense competition from low-cost imported goods, which have saturated the domestic market.

Fluctuations in weather patterns have impacted fishing grounds, leading to changes in the demand for materials and fishing gear.

Due to the unfinished relocation to a new site, the factory space remained cramped, preventing investment in new machinery or the replacement of outdated, low-productivity equipment.

The labor-intensive nature of the industry meant that workforce fluctuations had a significant impact on production. Recruitment efforts were challenging due to salary competition with other industries and the specialized nature of the work.

In 2024, the Company had to make provisions for potential risks arising from customers with overdue accounts (more than six months).

The Board of Directors worked diligently based on the resolutions of the Board of Shareholders and the 2024 Annual General Meeting, taking full responsibility and staying closely attuned to market demand trends. The company mobilized all available resources to organize production effectively, proactively seeking new markets and products to serve various sectors, ensuring the stability and development of the Company.

Implementation of factory relocation program as per resolutions of the 2024 annual and extraordinary General Shareholders' Meetings:

+ In accordance with the Decisions of the Ho Chi Minh City People's Committee regarding the relocation of the production plant in District 4 out of the Ho Chi Minh City inner-city area, the General Shareholders' Meetings had approved the production plant relocation plan to Trang Bang Industrial Park, Tay Ninh Province, in the resolution of the 2023 Annual General Shareholders' Meetings dated April 7, 2023.

+ However, due to legal documentation issues related to the transfer of Land and Assets Use Rights on land with Phuoc Thinh Textile Investment Joint Stock Company, on December 12th, 2024, the General Shareholders' Meetings resolved to terminate the implementation of the Resolutions of the 2023 and 2024 Annual General Shareholders' Meetings and approved the plan to transfer Land and Assets Use Rights on land with AMI-VINA Company.

In 2024, the Board of Directors made significant efforts, resulting in a 8.39% increase in pre-tax profit compared to the 2024 Annual General Meeting's approved plan.

2. Financial Situation:

a. Asset Situation:

Unit: VND

Indicator	31/12/2023	31/12/2024	Comparison 2024/2023	
			Different	Ratio (%)
1	2	3	4=3-2	5=4/2
ASSETS				
A. CURRENT ASSETS	73,344,260,624	75,847,591,503	2,503,330,879	3.41
I. Cash and cash equivalents	35,188,884,734	44,381,479,249	9,192,594,515	26.12
II. Short-term financial investments				
III. Current Receivables	6,336,822,359	6,810,246,669	473,424,310	7.47
1. Receivables from Customers	6,741,854,588	7,415,266,494	673,411,906	9.99
2. Advances from Customers	100,000,000	111,507,000	11,507,000	11.51
3. Other Receivables	124,000,000	221,014,000	97,014,000	78.24
4. Provision for doubtful debts	(629,032,229)	(937,540,825)	(308,508,596)	49.04
IV. Inventories	31,079,426,308	24,532,900,919	(6,546,525,389)	(21.06)
1. Inventories	31,079,426,308	24,532,900,919	(6,546,525,389)	(21.06)
2. Provision for devaluation of inventory				
V. Other current assets	739,127,223	122,964,666	(616,162,557)	(83.36)
1. Prepaid Expenses				
2. Taxes Receivable				
3. Deductible input VAT	739,127,223	122,964,666	(616,162,557)	(83.36)
4. Other current assets				

Unit: VND

Indicator	31/12/2023	31/12/2024	Comparison 2024/2023	
			Different	Ratio (%)
1	2	3	4=3-2	5=4/2
B. NON-CURRENT ASSETS	7,681,656,558	7,552,524,169	(129,132,389)	(1.68)
I. Non-current receivables				
II. Fixed assets	7,269,804,707	7,362,524,169	92,719,462	1.28
1. Tangible Fixed Assets	7,269,804,707	7,362,524,169	92,719,462	1.28
- Cost	131,762,251,295	130,836,473,387	(925,777,908)	(0.70)
- Accumulated depreciation	(124,492,446,588)	(123,473,949,218)	1,018,497,370	(0.82)
2. Intangible fixed asset	0	0		
- Cost	75,000,000	75,000,000	0	0
- Accumulated depreciation	(75,000,000)	(75,000,000)	0	0
III. Investment Properties				
IV. Non-current property in progress	0	150,000,000	150,000,000	100.0
V. Non-current financial investments	40,000,000	40,000,000	0	0
VI. Other non-current assets	371,851,851	0	(371,851,851)	(100.0)
TOTAL ASSETS	81,025,917,182	83,400,115,672	2,374,198,490	2.93

In 2024, the Company continued to invest in new machinery and equipment to serve production and management with a total investment of VND 2,463,796,807.

In 2024, the prolonged economic downturn persisted; intense competition from foreign markets, particularly from Chinese netting products, continued; and severe weather conditions, including frequent storms and Typhoon Yagi, caused significant damage to the fishing, aquaculture, and agriculture sectors in the Northern region. Consequently, the consumption of yarns and netting decreased compared to the same period in 2023, and debt collection also encountered difficulties. As a result, in 2024, the Company was unable to fully recover the doubtful debts for which provisions were made in 2023

b. Liabilities:

- As of December 31, 2024, total liabilities amounted to VND 5.4 billion, an decrease of VND 1.1 billion compared to the end of 2023, equivalent to a decrease of 17.81%.
- As of December 31, 2024, current liabilities were 0 VND. The company has utilized its own capital to invest in machinery and equipment.
- As of December 31, 2023, advance payments from customers totaled VND 135.9 million, an decrease of VND 73.7 million compared to December 31, 2023, equivalent to a decrease of 35.16%.
- As of December 31, 2024, taxes and other amounts payable to the state amounted to VND 110.8 million, a decrease of VND 32.4 million compared to December 31, 2023.
- As of the end of 2024, employee payables were VND 2.6 billion, an decrease of VND 804.3 million compared to the end of 2023. This includes the second installment of December 2024 salaries.

- Accrued expenses amounted to VND 97.8 million, which includes VND 97.8 million for electricity costs.
- As of December 31, 2024, non-current liabilities amounted to 0 VND.

Unit: VND

Indicator	31/12/2023	31/12/2024	Comparison 2024/2023	
			Difference	Ratio (%)
1	2	3	4=3-2	5=4/2
A. LIABILITIES	6,610,019,967	5,432,932,039	(1,177,087,928)	(17.81)
I. Current liabilities	6,610,019,967	5,432,932,039	(1,177,087,928)	(17.81)
1. Current loans and liabilities				
2. Payables to Suppliers				
3. Deferred revenue	209,658,500	135,940,216	(73,718,284)	(35.16)
4. Taxes and other payables to the State	143,355,366	110,878,339	(32,477,027)	(22.65)
5. Payables to employees	3,493,538,671	2,689,220,697	(804,317,974)	(23.02)
6. Accrued Expenses	172,039,784	97,810,739	(74,229,045)	(43.15)
7. Other current payables				
8. Bonus, welfare fund	2,591,427,646	2,399,082,048	(192,345,598)	(7.42)
II. Non-current liabilities				
B. OWNER'S EQUITY	74,415,897,215	77,967,183,633	3,551,286,418	4.77
I. Capital, Funds	74,415,897,215	77,967,183,633	3,551,286,418	4.77
II. Other funds				
TOTAL RESOURCES	81,025,917,182	83,400,115,672	2,374,198,490	2.93

3. Organizational Structure Improvements and Management Policies:

The company continuously strives to enhance the professional skills and expertise of its employees. The management structure is streamlined, with centralized management practices. As a result, the management team is able to execute tasks quickly and efficiently, optimizing each function within the organization.

4. Future Development Plans:

The company plans to further diversify its existing product range and develop new products to meet the evolving consumer needs.

Additionally, the company intends to relocate its factory from the city center to a more suitable location, enabling expansion of production capacity and better alignment with market demands. This move is a priority for the company in the near future

5. Explanation of the Board of Directors for audit opinion: none.

IV. Board of Directors' Evaluation of the Company's Activities:

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

Throughout 2024, the Executive Board made substantial efforts to manage the company's operations, navigating difficult conditions across several fronts. Key challenges included significant fluctuations in fuel prices and volatility in the USD exchange rate. Additionally, the fishnet market experienced a sharp decline from September 2024 until the end of the year. The Executive Board remained aligned with the resolutions of the Board of Directors and the General Meeting of Shareholders, implementing a range of decisive measures to sustain and stabilize production and business operations. As a result, the company maintained its production output, achieving 108.4% in revenue and pre-tax profit compared to the plan approved by the General Meeting of Shareholders.

2. Plans and Directions of the Board of Directors:

2024 continued to be a challenging year, marked by intense market competition and unpredictable fluctuations in the prices of raw materials, fuel, energy, and supplies, as well as adverse weather and fishing conditions, all of which affected the company's production and business activities, impacting markets nationwide.

In 2024, the Board of Directors carried out the following actions:

- Directed and supported the Executive Board in implementing the production and business plans, investment plans, and organizing production to promptly adapt to market changes. Additionally, closely monitored activities to reduce costs, mitigate risks, and improve operational efficiency, thereby achieving the targets set by the General Meeting of Shareholders for 2024.

- Focused on protecting the lawful rights of shareholders to the fullest extent, while also prioritizing the rights and working conditions of the company's employees.

- Maintained regular meetings of the Board of Directors as stipulated by the company's regulations.

- Concentrated efforts on developing a plan for relocating the factory.

- Made decisions within the scope of the Executive Board's authority in executing the 2024 plan assigned by the General Meeting of Shareholders.

V. Company Governance:

1. Board of Directors:

The list of the company's Board of Directors is as follows:

1. Mr. Bui Van My – Representative of the State's 40% equity stake in the company.

Position: Chairman of the Board of Directors.

2. Mr. Le Huu Phuoc – Holding 0.41% of charter capital.

Position: Vice Chairman of the Board of Directors and Chief Executive Officer

3. Ms. Cao Thi Thuy – Holding 7.75% of charter capital.

Position: Member of the Board of Directors

4. Mr. Nguyen Bac Hai – Holding 0.00% of charter capital.

Position: Independent Member of the Board of Directors

5. Ms. Le Thi Phuong Thao – Holding 0.71% of charter capital.

Position: Member of the Board of Directors

The company does not have any sub-committees under the Board of Directors.

Meetings of the Board of Directors in 2024:

No.	Board Member	Number of meetings BOD attended.	Attendance Rate	Reason for Absence
1.	Mr. Bui Van My	9	100%	
2.	Mr. Le Huu Phuoc	9	100%	
3.	Mr. Nguyen Bac Hai	9	100%	
4.	Ms. Le Thi Phuong Thao	9	100%	
5.	Ms. Cao Thi Thuy	9	100%	

Supervisory activities of the Board Of Directors over the Executive Board:

Based on the resolutions of the 2024 Annual General Meeting of Shareholders, the Board of Directors established the strategic orientation for each period of the production and business plan, assigning the Company's CEO to carry out the implementation

The Board of Directors supervises the implementation of:

- Quarterly, semi-annual, and annual production and business plans;
- Financial reports for each quarter, semi-annual, and annual period;
- Annual wage rate determinations;
- Investment projects for machinery and equipment based on the investment plan approved by the Annual General Meeting of Shareholders.
- The factory relocation project.

- Board of Directors' Resolutions:

No.	Resolution Number	Date	Subject	Approval Rate
1.	01 /NQ-HĐQT	12/01/2024	Accounting for expenses against after-tax profit	100%
2.	02 /NQ-HĐQT	12/01/2024	Accounting for expenses against after-tax profit	100%
3.	03 /NQ-HĐQT	12/01/2024	Performance-based bonuses	100%
4.	04 /NQ-HĐQT	12/01/2024	Performance-based bonuses	100%
5.	05 /NQ-HĐQT	12/01/2024	Performance-based bonuses	100%
6.	06 /NQ-HĐQT	12/01/2024	Supplementary salary payments	100%
7.	07 /NQ-HĐQT	12/01/2024	Supplementary salary payments for 2023	100%
8.	08 /NQ-HĐQT	12/01/2024	Organization of company tours	100%
9.	09 /NQ-HĐQT	15/02/2024	Convocation of the 2024 Annual General Shareholders' Meeting	100%
10.	10 /NQ-HĐQT	19/04/2024	Appointment of the Chairman of the Board of Directors	100%

No.	Resolution Number	Date	Subject	Approval Rate
11.	11 /NQ-HĐQT	19/04/2024	Appointment of the Vice Chairman of the Board of Directors	100%
12.	12 /NQ-HĐQT	05/06/2024	Selection of an auditing firm	100%
13.	13 /NQ-HĐQT	05/06/2024	Liquidation of machinery and equipment	100%
14.	14 /NQ-HĐQT	05/06/2024	Remuneration for the Board of Directors and Supervisory Board	100%
15.	15 /NQ-HĐQT	05/06/2024	Investment in machinery and equipment	100%
16.	16 /NQ-HĐQT	05/06/2024	Investment in machinery and equipment	100%
17.	17 /NQ-HĐQT	05/06/2024	Selection of a medical examination service provider	100%
18.	18 /NQ-HĐQT	05/06/2024	Selection of an internal audit firm	100%
19.	19 /NQ-HĐQT	11/07/2024	Credit limits	100%
20.	20 /NQ-HĐQT	29/10/2024	Convocation of an Extraordinary General Shareholders' Meeting	100%
21.	21 /NQ-HĐQT	05/11/2024	Selection of a valuation service provider	100%
22.	22 /NQ-HĐQT	05/11/2024	Selection of a company to prepare an investment project report for factory relocation	100%
23.	23 /NQ-HĐQT	04/12/2024	Investment in machinery and equipment	100%
24.	24 /NQ-HĐQT	25/12/2024	Approval of investment preparation estimates	100%
25.	25 /NQ-HĐQT	25/12/2024	Authorization to sign contracts	100%
26.	26 /NQ-HĐQT	25/12/2024	Selection of a commercial bank for borrowing	100%
27.	27 /NQ-HĐQT	25/12/2024	Bonus payments	100%
28.	28 /NQ-HĐQT	25/12/2024	Bonus payments	100%
29.	29 /NQ-HĐQT	25/12/2024	Accounting for expenses against after-tax profit	100%
30.	30 /NQ-HĐQT	25/12/2024	Supplementary salary payments	100%

- Transactions of Internal Shareholders and Related Parties:

+ Share transactions:

Ms. Huynh Thi Thanh Nghi, a related party of Mr. Nguyen Minh Truong, Deputy Director of the Company, purchased 200 shares (SFN).

No	Transaction Executor	Relationship with Insider	Number of Shares Held at the Beginning of the Period		Number of Shares Held at the End of the Period		Reason for Increase, Decrease (Purchase, Sale, Transfer, Bonus...)
			Number of Shares	Period	Number of Shares	Period	
1	Ms. Huynh Thi Thanh Nghi	Related to Nguyen Minh Truong, Deputy Director of the Company	6,245	0.208%	6,445	0.215%	Stock purchase

+ Other transactions:

The Company incurred transactions with Saigon Agriculture Corporation, One Member Limited Liability Company as follows:

Land lease payments	3,109,270,908 VND
Service purchases	18,518,519 VND
Dividends	1,080,000,000 VND

- Other Issues to Note: None

2. Supervisory Board:

a. Members and Structure of the Supervisory Board:

No.	Supervisory Board Member	Position	Start Date	End Date as Supervisory Board Member
1.	Ms. Lam Xuan Thanh	Head of the supervisory board	19/06/2020	12/04/2024
2.	Mr. Ngo Hong Giang	Head of the supervisory board	12/04/2024	
3.	Ms. Pham Thi Cuc	Member	01/04/2019	
4.	Mr. Nguyen Van Khai	Member	01/04/2019	

b. Activities of the Supervisory Board:

In 2024, the Supervisory Board carried out its duties with the following results:

- Held regular meetings once per quarter, with full attendance, achieving 100% participation from all members.
- Monitored the activities of the Board of Directors (BOD) and the Company's CEO in organizing and implementing the annual production and business targets approved by the annual General Meeting of Shareholders.
- Supervised the preparation of quarterly and annual financial reports, and conducted an appraisal of the 2024 financial statements.
- Monitored the implementation of the machinery and equipment investment project, based on the investment plan approved by the annual General Meeting of Shareholders.
- Oversaw the company's production and business operations.

Throughout 2024, the Supervisory Board maintained a regular meeting schedule. Board members carried out their duties with a high sense of responsibility, attending all meetings of the Board of Directors to record all company activities and reported the findings of their supervision to the annual General Meeting of Shareholders.

3. Transactions, Remuneration, and Benefits of the Board of Directors, Executive Board, and Supervisory Board

STT	Họ và tên	Chức vụ	Lương, thưởng	Thù lao	Cộng
1	Bùi Văn My	Chủ tịch		95.500.000	95.500.000
2	Lê Hữu Phước	P.Chủ tịch	649.549.600	81.100.000	730.649.600
3	Lê Thị Phương Thảo	TV HĐQT		66.700.000	66.700.000
4	Cao Thị Thúy	TV HĐQT		66.700.000	66.700.000
5	Nguyễn Bắc Hải	TV HĐQT		66.700.000	66.700.000
6	Lâm Xuân Thanh	T BKS		16.700.000	16.700.000
7	Ngô Hồng Giang	T BKS		50.000.000	50.000.000
8	Phạm Thị Cúc	TV BKS		52.300.000	52.300.000
9	Nguyễn Văn Khai	TV BKS		52.300.000	52.300.000
10	Nguyễn Tường Vi	Thư ký	157.866.199	52.000.000	209.866.199
11	Lâm Thống Nhứt	Phó GD	304.324.385		304.324.385
12	Nguyễn Minh Trường	Phó GD	299.668.200		299.668.200
13	Nguyễn Thị Giàu	KTT	228.676.200		228.676.200

- Thu nhập trên của từng thành viên bao gồm thuế thu nhập cá nhân.
- Việc thực hiện các quy định về quản trị công ty : Công ty thực hiện đầy đủ và đúng quy định về quản trị công ty.

VI. Báo cáo tài chính :

1. Ý kiến kiểm toán độc lập

Đơn vị Kiểm toán độc lập: CÔNG TY TNHH KIỂM TOÁN AFC VIỆT NAM.

Ý kiến Kiểm toán độc lập được đính kèm trong phần phụ lục.

2. Báo cáo tài chính năm 2024 được đính kèm trong phần phụ lục.

TP. Hồ Chí Minh, ngày 14 tháng 03 năm 2025

Người đại diện pháp luật

Giám đốc



LÊ HỮU PHƯỚC