

**SEA & AIR FREIGHT INTERNATIONAL (SAFI)**

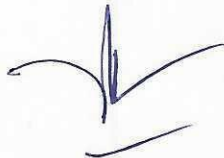
**SEPARATE FINANCIAL STATEMENTS**  
**THE 4th QUARTER 2024**


**STOCK SYMBOL: SFI**

## SEPARATE STATEMENT OF INCOME

4th Quarter 2024

| Code | ITEM  | Note | 4th QUARTER      |                   | ACCUMULATION      |                   |
|------|---|------|------------------|-------------------|-------------------|-------------------|
|      |   |      | This year<br>VND | Prior year<br>VND | This year<br>VND  | Prior year<br>VND |
| 01   | 1. Revenue from sales of goods and rendering of services      | 16   | 311,539,052,415  | 251,640,680,479   | 1,069,161,372,768 | 925,674,750,548   |
| 02   | 2. Revenue deductions   |      |                  |                   |                   |                   |
|      | - Trade discount  |      |                  |                   |                   |                   |
|      | - Sales return  |      |                  |                   |                   |                   |
|      | - Sales rebates   |      |                  |                   |                   |                   |
| 10   | 3. Net revenue from sales of goods and rendering of services  |      | 311,539,052,415  | 251,640,680,479   | 1,069,161,372,768 | 925,674,750,548   |
| 11   | 4. Cost of goods sold   | 17   | 270,945,856,198  | 213,220,113,651   | 916,963,991,683   | 780,388,702,493   |
| 20   | 5. Gross profit from sales of goods and rendering of services |      | 40,593,196,217   | 38,420,566,828    | 152,197,381,085   | 145,286,048,055   |
| 21   | 6. Financial income   | 18   | 13,018,555,746   | 4,893,284,445     | 33,894,347,794    | 68,482,754,074    |
| 22   | 7. Financial expense  | 19   | 310,670,500      | 276,132,630       | 4,285,688,195     | 2,461,730,319     |
| 23   | In which: Interest expenses                                   |      | 305,136,986      | -                 | 305,136,986       | -                 |
| 25   | 8. Selling expenses   | 20   | 23,481,805,115   | 25,649,375,776    | 72,486,481,474    | 76,987,555,599    |
| 26   | 9. General and administrative expense                         | 21   | 5,629,025,605    | 6,887,197,478     | 23,249,281,771    | 24,793,509,771    |
| 30   | 10. Net profit from operating activities                      |      | 24,190,250,743   | 10,501,145,389    | 86,070,277,439    | 109,526,006,440   |
| 31   | 11. Other income  | 22   | 156,994,829      | 159,090,909       | 816,089,873       | 941,616,162       |
| 32   | 12. Other expense   |      | 5,821,715        | -                 | 10,500,534        | 10,495,515        |
| 40   | 13. Other profit  |      | 151,173,114      | 159,090,909       | 805,589,339       | 931,120,647       |
| 50   | 14. Total net profit before tax                               |      | 24,341,423,857   | 10,660,236,298    | 86,875,866,778    | 110,457,127,087   |
| 51   | 15. Current corporate income tax expenses                     | 23   | 4,092,892,185    | 2,351,071,626     | 15,562,133,965    | 17,742,077,439    |
| 52   | 16. Deferred corporate income tax expenses                    |      | -                | -                 | -                 | -                 |
| 60   | 17. Profit after corporate income tax                         |      | 20,248,531,672   | 8,309,164,672     | 71,313,732,813    | 92,715,049,648    |


  
Nguyen Thi Duyen Tham  
Preparer


  
Dang Thi Thuy Hang  
Chief Accountant


  
Nguyen Hoàng Anh  
General Director

Ho Chi Minh City, Jan. 24th 2025

## SEPARATE STATEMENT OF FINANCIAL POSITION

As at 31 December 2024

| Code | ASSETS   | Note      | End of Quarter         | Beginning of year      |
|------|--|-----------|------------------------|------------------------|
|      |  |           | VND                    | VND                    |
| 100  | <b>A. SHORT-TERM ASSETS</b>  |           | <b>597,576,672,368</b> | <b>531,641,739,246</b> |
| 110  | <b>I. Cash and cash equivalents</b>                                | <b>3</b>  | <b>222,129,377,723</b> | <b>201,462,273,201</b> |
| 111  | 1. Cash  |           | 122,530,637,996        | 113,369,343,761        |
| 112  | 2. Cash equivalents  |           | 99,598,739,727         | 88,092,929,440         |
| 120  | <b>II. Đầu tư tài chính ngắn hạn</b>                               | <b>4</b>  | <b>123,622,252,922</b> | <b>114,048,510,834</b> |
| 121  | 1. Trading securities  |           | 100,443,510,872        | 92,111,183,987         |
| 122  | 2. Provision for diminution in value of trading securities (*)     |           | -                      | -                      |
| 123  | 3. Held to maturity investments                                    |           | 23,178,742,050         | 21,937,326,847         |
| 130  | <b>III. Các khoản phải thu</b>                                     |           | <b>178,206,386,915</b> | <b>144,556,683,071</b> |
| 131  | 1. Short-term trade receivables                                    | <b>5</b>  | 139,740,743,758        | 121,260,636,539        |
| 132  | 2. Short-term prepayments to suppliers                             |           | 2,625,000              | 70,052,172             |
| 133  | 3. Short-term intra-company receivables                            |           | -                      | -                      |
| 134  | 4. Receivables according to the progress of construction contracts |           | -                      | -                      |
| 135  | 5. Short-term loan receivables                                     |           | -                      | -                      |
| 136  | 6. Other short-term receivables                                    | <b>6</b>  | 38,463,018,157         | 23,225,994,360         |
| 137  | 7. Provision for short-term doubtful debts (*)                     |           | -                      | -                      |
| 139  | 8. Shortage of assets awaiting resolution                          |           | -                      | -                      |
| 140  | <b>IV. Inventories</b>   | <b>7</b>  | <b>45,520,513,988</b>  | <b>46,904,585,551</b>  |
| 141  | 1. Inventories   |           | 45,520,513,988         | 46,904,585,551         |
| 149  | 2. Provision for devaluation of inventories (*)                    |           | -                      | -                      |
| 150  | <b>V. Tài sản ngắn hạn khác</b>                                    |           | <b>28,098,140,820</b>  | <b>24,669,686,589</b>  |
| 151  | 1. Short-term prepaid expenses                                     | <b>10</b> | -                      | 150,295,077            |
| 152  | 2. Deductible VAT  |           | 28,098,140,820         | 24,519,391,512         |
| 153  | 3. Taxes and other receivables from State budget                   |           | -                      | -                      |
| 154  | 4. Purchase and resale of Government bonds                         |           | -                      | -                      |
| 155  | 5. Other current assets  |           | -                      | -                      |
| 200  | <b>B. NON-CURRENT ASSETS</b>                                       |           | <b>300,765,073,103</b> | <b>313,007,842,310</b> |
| 210  | <b>I. Long-term receivables</b>                                    |           | <b>1,462,473,600</b>   | <b>250,473,600</b>     |
| 211  | 1. Long-term trade receivables                                     |           | -                      | -                      |
| 212  | 2. Long-term prepayments to suppliers                              |           | -                      | -                      |
| 213  | 3. Working capital provided to sub-units                           |           | -                      | -                      |

**SEPARATE STATEMENT OF FINANCIAL POSITION***As at 31 December 2024*

|     |              |  |    |                   |                   |
|-----|--------------|--|----|-------------------|-------------------|
| 214 | 4.           | Long-term intra-company receivables                |    | -                 | -                 |
| 215 | 5.           | Long-term loan receivables                         |    | -                 | -                 |
| 216 | 6.           | Other long-term receivables                        | 6  | 1,462,473,600     | 250,473,600       |
| 219 | 7.           | Provision for long-term doubtful debts (*)         |    | -                 | -                 |
| 220 | II.          | Fixed assets                                       |    | 49,404,492,971    | 61,007,645,210    |
| 221 | 1.           | Tangible fixed assets                              | 8  | 47,128,327,697    | 58,711,796,600    |
| 222 | -            | Historical costs                                   |    | 220,093,669,740   | 219,849,259,842   |
| 223 | -            | Accumulated depreciation                           |    | (172,965,342,043) | (161,137,463,242) |
| 224 | 2.           | Finance lease fixed assets                         |    | -                 | -                 |
| 225 | -            | Historical costs                                   |    | -                 | -                 |
| 226 | -            | Accumulated amortization                           |    | -                 | -                 |
| 227 | 3.           | Intangible fixed assets                            | 9  | 2,276,165,274     | 2,295,848,610     |
| 228 | -            | Historical costs                                   |    | 4,542,745,000     | 4,542,745,000     |
| 229 | -            | Accumulated amortization                           |    | (2,266,579,726)   | (2,246,896,390)   |
| 230 | III.         | Investment properties                              |    | -                 | -                 |
| 231 | -            | Historical costs                                   |    | -                 | -                 |
| 232 | -            | Accumulated depreciation (*)                       |    | -                 | -                 |
| 240 | IV.          | Long-term unfinished asset                         |    | -                 | 100,949,475       |
| 241 | 1.           | Long-term work in process                          |    | -                 | -                 |
| 242 | 2.           | Construction in progress                           |    | -                 | 100,949,475       |
| 250 | V.           | Long-term investments                              | 4  | 246,944,721,848   | 247,077,371,848   |
| 251 | 1.           | Investment in subsidiaries                         |    | 72,473,650,000    | 61,566,300,000    |
| 252 | 2.           | Investments in joint ventures and associates       |    | 173,359,124,000   | 185,359,124,000   |
| 253 | 3.           | Equity investments in other entities               |    | 2,087,000,000     | 2,087,000,000     |
| 254 | 4.           | Provision for devaluation of long-term investments |    | (975,052,152)     | (1,935,052,152)   |
| 255 | 5.           | Held to maturity investments                       |    | -                 | -                 |
| 260 | VI.          | Other long-term assets                             |    | 2,953,384,684     | 4,571,402,177     |
| 261 | 1.           | Long-term prepaid expenses                         | 10 | 2,953,384,684     | 4,571,402,177     |
| 262 | 2.           | Deferred income tax assets                         |    | -                 | -                 |
| 263 | 3.           | Long-term equipment, supplies and spare parts      |    | -                 | -                 |
| 268 | 4.           | Other long-term assets                             |    | -                 | -                 |
| 270 | TOTAL ASSETS |  |    | 898,341,745,471   | 844,649,581,556   |



## SEPARATE STATEMENT OF FINANCIAL POSITION


As at 31 December 2024


| Code       | CAPITAL   | Note | End of Quarter<br>VND  | Beginning of year<br>VND |
|------------|---|------|------------------------|--------------------------|
| <b>300</b> | <b>C. LIABILITIES</b>   |      | <b>160,699,341,045</b> | <b>139,829,997,476</b>   |
| <b>310</b> | <b>I. Current liabilities</b>                                   |      | <b>160,608,181,045</b> | <b>139,738,837,476</b>   |
| 311        | 1. Short-term trade payables                                    | 11   | 139,682,576,992        | 113,727,456,697          |
| 312        | 2. Short-term prepayments from customers                        |      | -                      | -                        |
| 313        | 3. Taxes and other payables to State budget                     | 12   | 6,032,156,621          | 7,704,372,771            |
| 314        | 4. Payables to employees  |      | 2,867,853,800          | 5,858,378,950            |
| 315        | 5. Short-term accrued expenses                                  |      | -                      | -                        |
| 316        | 6. Short-term intra-company payables                            |      | -                      | -                        |
| 317        | 7. Payables according to the progress of construction contracts |      | -                      | -                        |
| 318        | 8. Short-term unearned revenue                                  |      | -                      | -                        |
| 319        | 9. Other short-term payments                                    | 13   | 2,349,554,329          | 2,461,601,575            |
| 320        | 10. Short-term borrowings and finance lease liabilities         |      | -                      | -                        |
| 321        | 11. Provisions for short-term payables                          |      | -                      | -                        |
| 322        | 12. Bonus and welfare fund                                      |      | 9,676,039,303          | 9,987,027,483            |
| 323        | 13. Price stabilization fund                                    |      | -                      | -                        |
| 324        | 14. Purchase and resale of Government bonds                     |      | -                      | -                        |
| <b>330</b> | <b>II. Non-current liabilities</b>                              |      | <b>91,160,000</b>      | <b>91,160,000</b>        |
| 331        | 1. Long-term trade payables                                     |      | -                      | -                        |
| 332        | 2. Long-term prepayments from customers                         |      | -                      | -                        |
| 333        | 3. Long-term accrued expenses                                   |      | -                      | -                        |
| 334        | 4. Intra-company payables on operating capital                  |      | -                      | -                        |
| 335        | 5. Long-term intra-company payables                             |      | -                      | -                        |
| 336        | 6. Long-term unearned revenue                                   |      | -                      | -                        |
| 337        | 7. Other long-term payables                                     | 13   | 91,160,000             | 91,160,000               |
| 338        | 8. Long-term borrowings and finance lease liabilities           |      | -                      | -                        |
| 339        | 9. Convertible bonds  |      | -                      | -                        |
| 340        | 10. Preference shares   |      | -                      | -                        |
| 341        | 11. Deferred income tax liabilities                             |      | -                      | -                        |
| 342        | 12. Provisions for long-term payables                           |      | -                      | -                        |
| 343        | 13. Science and technology development fund                     |      | -                      | -                        |
| <b>400</b> | <b>D. OWNER'S EQUITY</b>  |      | <b>737,642,404,426</b> | <b>704,819,584,080</b>   |
| <b>410</b> | <b>I. Owner's equity</b>  | 14   | <b>737,642,404,426</b> | <b>704,819,584,080</b>   |
| 411        | 1. Contributed capital  |      | 248,870,460,000        | 238,160,460,000          |
| 411a       | Ordinary shares with voting rights                              |      | 248,870,460,000        | 238,160,460,000          |

## SEPARATE STATEMENT OF FINANCIAL POSITION

As at 31 December 2024

|      |   |                  |                  |
|------|---|------------------|------------------|
| 411b | Preference shares   |                  |                  |
| 412  | 2. Share Premium  | -                | -                |
| 413  | 3. Conversion options on convertible bonds                      | 26,882,847,992   | 26,882,847,992   |
| 414  | 4. Other capital  | -                | -                |
| 415  | 5. Treasury shares  | -                | -                |
| 416  | 6. Differences upon asset revaluation                           | (17,300,120,000) | (17,300,120,000) |
| 417  | 7. Exchange rate differences                                    | -                | -                |
| 418  | 8. Development investment funds                                 | -                | -                |
| 419  | 9. Enterprise reorganization assistance fund                    | 102,680,239,789  | 93,092,391,566   |
| 420  | 10. Other reserves  | -                | -                |
| 421  | 11. Retained earnings   | 290,938,086,507  | 251,695,874,966  |
| 421a | Retained earnings accumulated till the end of the previous year | 85,570,890,138   | 112,288,129,556  |
| 421b | Retained earnings of the current year                           | 14,257,157,325   | 19,573,079,908   |
| 422  | 12. Capital expenditure fund                                    | 71,313,732,813   | 92,715,049,648   |
| 430  | II. Non-business funds and other funds                          | -                | -                |
| 431  | 1. Non-business funds   | -                | -                |
| 432  | 2. Funds that form fixed assets                                 | -                | -                |
| 440  | TOTAL CAPITAL   | 898,341,745,471  | 844,649,581,556  |

  
 Nguyen Thi Duyen Tham  
 Preparer

  
 Dang Thi Thuy Hang  
 Chief Accountant

  
 Nguyen Hoang Anh  
 General Director



Ho Chi Minh City, Jan. 24th 2025

**SEPARATE STATEMENT OF CASH FLOWS***For the accounting period from 01/01/2024 to 31/12/2024**(Indirect method)*

| Code                                     | ITEM   | Note | ACCUMULATION     |                  |
|--|--|------|------------------|------------------|
|  |  |      | This year        | Prior year       |
| I. CASH FLOWS FROM OPERATING ACTIVITIES  |  |      |                  |                  |
| 01                                       | 1. Profit before tax   |      | 86,875,866,778   | 110,457,127,087  |
|  | 2. Adjustments for   |      |                  |                  |
| 02                                       | - Depreciation and amortization of fixed assets and investment properties                      |      | 14,431,358,784   | 18,098,186,239   |
| 03                                       | - Provisions   |      | (960,000,000)    | 30,000,000       |
| 04                                       | - Exchange gains / losses from retranslation of monetary items denominated in foreign currency |      | (1,958,031,827)  | 170,199,382      |
| 05                                       | - Gains / losses from investment   |      | (12,607,924,299) | (54,068,408,395) |
| 06                                       | - Interest expense   |      | 305,136,986      | -                |
| 07                                       | - Other adjustments  |      | -                | -                |
| 08                                       | 3. Operating profit before changes in working capital  |      | 86,086,406,422   | 74,687,104,313   |
| 09                                       | - Increase or decrease in receivables  |      | (38,583,728,511) | 85,522,479,559   |
| 10                                       | - Increase or decrease in inventories  |      | 1,384,071,563    | 2,194,470,849    |
| 11                                       | - Increase or decrease in payables (excluding interest payable/ corporate income tax payable)  |      | 22,199,126,122   | (24,453,008,371) |
| 12                                       | - Increase or decrease in prepaid expenses   |      | 1,869,262,045    | 1,409,686,998    |
| 13                                       | - Increase or decrease in trading securities   |      | (8,332,326,885)  | (9,030,769,728)  |
| 14                                       | - Interest paid  |      | (305,136,986)    | -                |
| 15                                       | - Corporate income tax paid  |      | (16,602,544,738) | (16,264,969,625) |
| 16                                       | - Other receipts from operating activities   |      | -                | -                |
| 17                                       | - Other payments on operating activities   |      | (3,187,342,647)  | (3,306,887,981)  |
| 20                                       | Net cash flows from operating activities   |      | 44,527,786,385   | 110,758,106,014  |
| II. CASH FLOWS FROM INVESTING ACTIVITIES |  |      |                  |                  |
| 21                                       | 1. Purchase or construction of fixed assets and other long-term assets                         |      | (2,834,848,080)  | (1,314,987,429)  |
| 22                                       | 2. Proceeds from disposals of fixed assets and other long-term assets                          |      | 509,090,909      | 931,616,162      |
| 23                                       | 3. Loans and purchase of debt instruments from other entities                                  |      | (1,241,415,203)  | (14,492,192,407) |
| 24                                       | 4. Collection of loans and resale of debt instrument of other entities                         |      | -                | -                |
| 25                                       | 5. Equity investments in other entities  |      | (10,907,350,000) | -                |
| 26                                       | 6. Proceeds from equity investment in other entities   |      | 12,000,000,000   | 76,220,607,274   |
| 27                                       | 7. Interest and dividend received  |      | 12,248,750,284   | 27,151,210,936   |
| 30                                       | Net cash flows from investing activities   |      | 9,774,227,910    | 88,496,254,536   |





**SEPARATE STATEMENT OF CASH FLOWS***For the accounting period from 01/01/2024 to 31/12/2024**(Indirect method)*


|  |  |                         |
|--|--|-------------------------|
| <b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b> |  |                         |
| 31   | 1. Proceeds from issuance of shares and receipt of contributed capital | 10,710,000,000          |
| 32   | 1. Repayment of contributions capital and repurchase of stock issued   | -                       |
| 33   | 2. Proceeds from borrowings  | 25,000,000,000          |
| 34   | 3. Repayment of principal  | (25,000,000,000)        |
| 35   | 3. Repayment of financial principal                                    | -                       |
| 36   | 4. Dividends or profits paid to owners                                 | (46,302,941,600)        |
| 40   | <b>Net cash flows from financing activities</b>                        | <b>(35,592,941,600)</b> |
| 50   | <b>Net cash flows in the year</b>                                      | <b>18,709,072,695</b>   |
| 60   | <b>Cash and cash equivalents at beginning of the year</b>              | <b>201,462,273,201</b>  |
| 61   | Effect of exchange rate fluctuations                                   | 1,958,031,827           |
| 70   | <b>Cash and cash equivalents at end of the year</b>                    | <b>222,129,377,723</b>  |


66,770,184,850

134,862,287,733

(170,199,382)

201,462,273,201

  
 Nguyen Thi Duyen Tham  
 Preparer

  
 Dang Thi Thuy Hang  
 Chief Accountant

  
 Nguyen Hoang Anh  
 General Director

Ho Chi Minh City, Jan. 24th 2025



**NOTES TO SEPARATE FINANCIAL STATEMENTS**

4th Quarter 2024

**1 . GENERAL INFORMATION OF THE COMPANY****Form of ownership**

Sea & Air Freight International (SAFI) was transformed from a state-owned enterprise to a joint stock company in accordance with Decision No.1247/1998/QĐ - BGT/VT dated May 25, 1998 by the Ministry of Transport and operated under Business Registration Certificate of joint stock company No. 0301471330 issued by Department of Planning and Investment of Ho Chi Minh City for the first time on August 31, 1998, 39th re-registered on June 24, 2024.

The Company's head office is located at: No. 209, Nguyen Van Thu Street, Da Kao Ward, District 1, Ho Chi Minh City.

The registered charter capital of the Company is VND 248,870,460,000; the actual charter capital contributed to December 31, 2024 is VND 248,870,460,000; Equivalent to 24,887,046 shares with the price of VND 10,000 per share.

**Business field**

The company operates in the field of transport services business and transport agents.

**Business activities**

Main business activities of the Company include:

- Support services related to transportation. Details: Transport agency. Authorized agency for container management and freight forwarding. Exploiting, collecting goods and domestic transportation. Shipping agent. Delivery of imported and exported goods. Marine services and supply ships. Plane ticket agency;
- Agency, broker, auction. Detail: Ship broker;
- Warehousing and storage of goods. Detail: warehouse business;
- Goods transport by land. Details: Transit goods to Laos, Cambodia and contrary (only when fully transit goods procedures). Multimodal international transport.

Normal business production cycle: 12 months

**The Company's operation in the year that affects the Separate Financial Statements**

- Nothing

**Corporate structure****The Company's member entities are as follows:**

|  | Address   |
|--|---|
| - Branch of Sea & Air Freight International (SAFI) in Quang Ninh | No. 10, Le Thanh Tong Street, Ha Long City, Quang Ninh Province, Vietnam                      |
| - Branch of Sea & Air Freight International (SAFI) in Hai Phong  | Commercial Building, No. 22, Ly Tu Trong Street, Hong Bang District, Hai Phong City, Vietnam  |
| - Branch of Sea & Air Freight International (SAFI) in Ha Noi     | Van Ho Trading Center, No. 51, Le Dai Hanh Street, Hai Ba Trung District, Hanoi City, Vietnam |
| - Branch of Sea & Air Freight International (SAFI) in Da Nang    | Lot 39, Road 02, Da Nang Industrial Park, Son Tra District, Da Nang City, Vietnam             |
| - Branch of Sea & Air Freight International (SAFI) in Quy Nhon   | No. 52-53, Le Duc Tho Street, Quy Nhon City, Binh Dinh Province, Vietnam                      |

Information of subsidiaries, Associates and Joint ventures of the Company is provided in Note No 4.

## **2 . ACCOUNTING SYSTEM AND ACCOUNTING POLICY**

### **2.1 . Accounting period and accounting currency**

Annual accounting period commences from 01 January and ends as at 31 December.

The Company maintains its accounting records in VND.

### **2.2 . Standards and Applicable Accounting Policies**

#### *Applicable Accounting Policies*

The Company applies Corporate Accounting System issued under the Circular No. 200/2014/TT-BTC dated 22 December 2014 by the Ministry of Finance and the Circular No. 53/2016/TT-BTC dated 21 March 2016 issued by Ministry of Finance amending and supplementing some articles of the Circular No. 200/2014/TT-BTC.

#### *Declaration of compliance with Accounting Standards and Accounting System*

The Company applies Vietnamese Accounting Standards and supplementary documents issued by the State. Financial Statements are prepared and presented in accordance with regulations of each standard and supplementary document as well as with current Accounting Standards and Accounting System.

### **2.3 . Basis for preparation of Separate Financial Statements**

Separate Financial Statements are presented based on historical cost principle.

Separate Financial Statements of the Company are prepared based on summarization of transactions incurred, then recorded into accounting books of dependent accounting entities and at the offices of the Company.

The Users of this Separate Financial Statements should study the separate financial statements combined with the consolidated financial statements of the Company and its subsidiaries ("the Group") for the fiscal year ended as at 31 December 2024 in order to gain enough information regarding the financial position, results of operations and cash flows of the Group.

### **2.4 . Accounting estimates**

The preparation of Separate Financial Statements complies with Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting Regime and legal regulations related to the preparation and presentation of separate financial statements required by the Board of Directors. Directors must make estimates and assumptions that affect the amounts of liabilities and assets and the presentation of contingent liabilities and assets at the end of the financial year as well as the amounts of revenue and expenses throughout the fiscal year.

#### Financial assets

- Provision for bad debts;
- Provision for devaluation of inventory;
- Estimated useful life of fixed assets;
- Classification and provision of financial investments;
- Estimated corporate income tax.;
- Time to allocate prepaid expenses.

Estimates and assumptions are regularly evaluated based on past experience and other factors, including future assumptions that have a material impact on the Company's financial statements and are approved by the Board of Directors assessment is reasonable.

## **2.5 . Financial Instruments**

### *Initial recognition*

#### Financial assets

Financial assets of the Company include cash, cash equivalents, trade receivables, other receivables, lending loans, long-term and short-term investments. At initial recognition, financial assets are identified by purchasing price/issuing cost plus other expenses directly related to the purchase and issuance of those assets.

#### Financial liabilities

Financial liabilities of the Company include borrowings, trade payables, other payables and accrued expenses. At initial recognition, financial liabilities are determined by issuing price plus other expenses directly related to the issuance of those liabilities.

### *Subsequent measurement after initial recognition*

Financial assets and financial liabilities have not been evaluated at fair value at the end of the fiscal year due to Circular No. 210/2009/TT-BTC and current regulations requiring presentation of financial statements, and disclosures for financial instruments but does not provide equivalent guidance for measuring and recognizing the fair value of financial assets and financial liabilities.

## **2.6 . Foreign currency transactions**

The foreign currency transactions during the year are translated into Vietnam Dong using the real exchange rate ruling at the transaction date.

Real exchange rate when revaluating monetary items denominated in foreign currencies at the reporting date of the Separate Financial Statements is determined on the following principles:

- For asset accounts, applying the bid rate of the commercial bank where the Company regularly conducts transaction;
- For foreign currency deposited in bank, applying the bid rate of the bank where the Company opens its foreign currency accounts;
- For liability accounts, applying the offer rate of the commercial bank where the Company regularly conducts transaction.

All exchange differences arising from foreign currency transactions in the year and from revaluation of remaining foreign currency monetary items at the end of the year are recorded immediately to operating results of the accounting year.

## **2.7 . Cash and cash equivalents**

Cash comprises cash on hand, demand deposits.

Cash equivalents are short-term investments with the maturity of not over than 3 months from the date of investment, that are highly liquid and readily convertible into known amount of cash and that are subject to an insignificant risk of conversion into cash.



## 2.8 . Financial investments

*Trading securities* are initially recognized at original cost which includes purchase prices plus any directly attributable transaction costs such as brokerage, transaction fee, cost of information provision, taxes, bank's fees and charges. After initial recognition, trading securities are measured at original cost less provision for diminution in value of trading securities. Upon the liquidation or transfer, cost of trading securities is determined using weighted average method.

*Investments held to maturity* comprise term deposits held to maturity to earn profits periodically.

*Investments in subsidiaries, joint ventures or associates* are initially recognized at original cost. After initial recognition, the value of these investments is measured at original cost less provision for devaluation of investments.

*Equity Investments in other entities* comprise investments in equity instruments of other entities without having control, joint control, or significant influence on the investee. These investments are initially stated at original cost. After initial recognition, these investments are measured at original cost less provision for devaluation of investments.

Provision for devaluation of investments is made at the end of the year as followings:

- With regard to investments in trading securities: the provision shall be made on the basis of the excess of original cost of the investments recorded in the accounting book over their market value at the provision date;
- With regard to investments in subsidiaries, joint ventures or associates: the provision for loss investments shall be made based on the Financial Statements of subsidiaries, joint ventures or associates at the provision date;
- With regard to long-term investments (other than trading securities) without significant influence on the investee: If the investment is made in listed shares or the fair value of the investment is determined reliably, the provisions shall be made on the basis of the market value of the shares; if the fair value of the investment is not determined at the reporting date, the provision shall be made based on the Financial Statements at the provision date of the investee;
- With regard to investments held to maturity: the provision for doubtful debts shall be made based on the recovery capacity in accordance with statutory regulations.

## 2.9 . Receivables

The receivables shall be recorded in details in terms of due date, entities receivable, types of currency and other factors according to requirements for management of the Company. Receivables are classified as short-term and long-term in the Separate Financial Statements based on the remaining maturities of the receivables at the reporting date.

The provision for doubtful debts is made for receivables that are overdue under an economic contract, a loan agreement, a contractual commitment or a promissory note and for receivables that are not due but difficult to be recovered. In particular, the provision for overdue receivables is based on the principal repayment time according to the original sales contract, not taking into account debt rescheduling between the parties and undue receivables. payment but the debtor has fallen into bankruptcy or is undergoing dissolution procedures, is missing, absconded or is expected to suffer losses.

## 2.10 . Inventories

Inventories are initially recognized at original cost including purchase price, processing cost and other costs incurred in bringing the inventories to their location and condition at the time of initial recognition. After initial recognition, at the reporting date, inventories are stated at the lower of cost and net realizable value.

Net realizable value is estimated based on the selling price of the inventory less the estimated costs to complete the product and the estimated costs to sell the product.

The cost of inventory is calculated using weighted average method.

Inventory is recorded by perpetual method.

Method of determining the value of unfinished products at the end of the year: Costs of unfinished production and business activities are gathered according to actual costs incurred for each type of unfinished service.

Provision for devaluation of inventories made at the end of the period is based on the excess of original cost of inventory over their net realizable value.

## **2.11 . Fixed assets**

Fixed assets (tangible and intangible) are initially stated at the historical cost. During the using time, fixed assets (tangible and intangible) are recorded at cost, accumulated depreciation and carrying amount.

### *Value after initial recognition*

If these costs increase the future economic benefits expected to be obtained from the use of tangible fixed assets beyond the standard operating level as initially assessed, these costs are capitalized as an additional cost of tangible fixed assets.

Other costs incurred after the fixed assets have been put into operation, such as repair, maintenance and overhaul costs, are recorded in the separate income statement in the year in which the costs are incurred.

Fixed assets are depreciated using the straight-line method over their estimated useful lives as follows:

|                                      |                 |
|--------------------------------------|-----------------|
| - Buildings, structures              | 05 - 30 years   |
| - Machine, equipment                 | 05 - 10 years   |
| - Vehicles, Transportation equipment | 06 - 10 years   |
| - Office equipment and furniture     | 03 - 05 years   |
| - Land use rights                    | Indefinite term |
| - Management software                | 03 - 05 years   |

## **2.12 . Construction in progress**

Construction in progress includes fixed assets which is being purchased and constructed as at the balance sheet date and is recognised in historical cost. This includes costs of construction, installation of equipment and other direct costs.

## **2.13 . Operating lease**

Operating leases is fixed asset leasing in which a significant portion of the risks and rewards of ownership are retained by the lessor. Payments made under operating leases are charged to income statement on a straight-line basis over the period of the lease.

## **2.14 . Prepaid expenses**

The expenses incurred but related to operating results of several accounting periods are recorded as prepaid expenses and are allocated to the operating results in the following accounting periods.

The calculation and allocation of long-term prepaid expenses to operating expenses in each accounting period should be based on the nature of those expenses to select a reasonable allocation method and criteria.

Prepaid expenses of the Company include:

- Prepaid land costs include prepaid land rent, including those related to leased land for which the Company has received the land use right certificate but is not eligible to recognize intangible fixed assets under Circular No. Circular No. 45/2013/TT-BTC issued by the Ministry of Finance on April 25, 2013 guiding the regime of management, use and depreciation of fixed assets and other incurred expenses related to the maintenance of guarantee the use of leased land. These costs are recognized in the income statement on a straight-line basis over the term of the lease.

- Tools and supplies include assets held by the Company for use in the ordinary course of business, with cost of each asset less than VND 30 million and therefore ineligible for recording as fixed assets according to current regulations. The historical cost of tools and equipment is amortized on a straight-line basis from 3 months to 36 months;

- Other prepaid expenses are stated at cost and amortized on a straight-line basis over their useful lives from 12 months to 36 months.

## **2.15 . Payables**

The payables shall be recorded in details in terms of due date, entities payable, types of currency and other factors according to the requirements for management of the Company. The payables is classified as short-term and long-term in the separate financial statements based on the remaining maturities of the payables at the reporting date.

## **2.16 . Borrowings**

Borrowings shall be recorded in details in terms of lending entities, loan agreement and terms of borrowings. In case of borrowings denominated in foreign currency, they shall be recorded in details in terms of types of currency.

## **2.17 . Borrowing costs**

Borrowing costs are recognized into operating costs during the year, except for which directly attributable to construction or production of unfinished asset included (capitalized) in the cost of that asset, when gather sufficient conditions as regulated in VAS No. 16 "Borrowing costs". Beside, regarding loans serving the construction of fixed assets, investment properties, and the interests shall be capitalized even if the construction duration is under 12 months.

## **2.18 . Owner's equity**

Owner's equity is stated at actually contributed capital of owners.

Share premium is recorded at the difference between the par value with costs directly attributable to the issuance of shares and issue price of shares (including the case of re-issuing treasury shares) and can be a positive premium (if the issue price is higher than par value and costs directly attributable to the issuance of shares) or negative premium (if the issue price is lower than par value and costs directly attributable to the issuance of shares).

Treasury shares are shares acquired by the Company before the effective date of the Securities Law 2019 (January 1, 2021) but have not been canceled and will be reissued within the period prescribed by Securities law. Treasury shares purchased after January 1, 2021 will be canceled and adjusted to reduce equity.

Retained earnings are used to present the Company's operating results (profit, loss) after corporate income tax and profit appropriation or loss handling of the Company.

Dividends to be paid to shareholders are recognised as a payable in Statement of Financial position after the announcement of dividend payment from the Board of Management and announcement of cut-off date for dividend payment of Vietnam Securities Depository Center.



## 2.19 . Revenues

Revenue is recognized when the Company is capable of receiving economic benefits that can be reliably determined. Revenue is determined according to the fair value of the amounts received or to be received after deducting trade discounts, sales discounts, and returned goods. The following specific recognition conditions must also be met when recognizing revenue:

### *Revenue from sales of goods*

- The majority of the risks and rewards incidental to ownership of the product or goods have been transferred to the buyer;
- The Company no longer holds the right to manage the goods as the owner of the goods or the right to control the goods.

### *Revenue from rendering of services*

- Determine the work completed on the balance sheet date.

### *Financial income*

Revenue arising from the used by the others of entity assets yielding interest, royalties and dividends shall be recognised when:

- It is probable that the economic benefits associated with the transaction will flow to the entity;
- The amount of the revenue can be measured reliably.

Dividend income shall be recognised when the Company's right to receive dividend is established.

## 2.20 . Cost of goods sold and services provided

Cost of goods sold and services provided is the total cost incurred for finished products, goods, supplies sold and services provided to customers during the year, recorded in accordance with revenue generated during the year and ensure compliance with the principle of caution. Cases of loss of materials and goods exceeding the norm, costs exceeding the normal norm, inventory loss after deducting the responsibility of related collectives and individuals, etc. are fully recorded sufficiently and promptly into the cost of goods sold during the year.

## 2.21 . Financial expenses

Items recorded into financial expenses comprise:

- Expenses or losses relating to financial investment activities;
- Borrowing costs;
- Provision for diminution in value of trading securities price; provision for losses from investment in other entities, losses from sale of foreign currency, exchange loss, etc.

The above items are recorded by the total amount arising in the year without offsetting against financial income

## 2.22 . Corporate income tax

### a) Current corporate income tax expenses

Current corporate income tax expenses are determined based on taxable income during the year and current corporate income tax rate.

### b) Current corporate income tax rate

The Company applies the corporate income tax rate of 20% for the operating activities which has taxable income for the fiscal year ended as at 31 December 2024.

## 2.23 . Related Parties

The parties are regarded as related parties if that party has the ability to control or significantly influence the other party in making decisions about the financial policies and activities. The Company's related parties include:

- Companies, directly or indirectly through one or more intermediaries, having control over the Company or being under the control of the Company, or being under common control with the Company, including the Company's parent, subsidiaries and associates;
- Individuals, directly or indirectly, holding voting power of the Company that have a significant influence on the Company, key management personnel including directors and employees of the Company, the close family members of these individuals;
- Enterprises that the above-mentioned individuals directly or indirectly hold an important part of the voting power or have significant influence on these enterprises.

In considering the relationship of related parties to serve for the preparation and presentation of Separate Financial Statements, the Company should consider the nature of the relationship rather than the legal form of the relationship.

## 2.24 . Segment information

A segment is a distinguishable component of the Company that is engaged in providing an individual or group of related products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from other components.

Segment information should be prepared in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Company in order to help users of financial statements better understand and make more informed judgements about the Company as a whole.

## 3 . CASH AND CASH EQUIVALENTS

|                  | 31/12/2024             | VND | 01/01/2024             | VND |
|------------------|------------------------|-----|------------------------|-----|
| Cash on hand     | 319,063,101            |     | 300,033,916            |     |
| Demand deposits  | 122,211,574,895        |     | 113,069,309,845        |     |
| Cash equivalents | 99,598,739,727         |     | 88,092,929,440         |     |
| <b>Total</b>     | <b>222,129,377,723</b> |     | <b>201,462,273,201</b> |     |

## 4 . FINANCIAL INVESTMENTS

### a. Trading securities

|                     | 31/12/2024 VND         |                        |           | 01/01/2024 VND        |                       |           |
|---------------------|------------------------|------------------------|-----------|-----------------------|-----------------------|-----------|
|                     | Original cost          | Fair value             | Provision | Original cost         | Fair value            | Provision |
| Investment in stock |                        |                        |           |                       |                       |           |
| Investment in bond  | 100,443,510,872        | 100,443,510,872        | -         | 92,111,183,987        | 92,111,183,987        | -         |
| Othe                |                        |                        |           |                       |                       |           |
|                     | <b>100,443,510,872</b> | <b>100,443,510,872</b> | <b>-</b>  | <b>92,111,183,987</b> | <b>92,111,183,987</b> | <b>-</b>  |

### b. Held to maturity investments

|                              | 31/12/2024 VND        |                       | 01/01/2024 VND        |                       |
|------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                              | Original cost         | Giá trị ghi sổ        | Original cost         | Giá trị ghi sổ        |
| <b>Short term</b>            |                       |                       |                       |                       |
| Held to maturity investments | 23,178,742,050        | 23,178,742,050        | 21,937,326,847        | 21,937,326,847        |
|                              | <b>23,178,742,050</b> | <b>23,178,742,050</b> | <b>21,937,326,847</b> | <b>21,937,326,847</b> |

**c. Investments in other entities**

|  | 31/12/2024 VND         |                      |                      | 01/01/2024 VND         |                    |                        |
|--|------------------------|----------------------|----------------------|------------------------|--------------------|------------------------|
|  | Original cost          | Fair value           | Provision            | Original cost          | Fair value         | Provision              |
| <b>Investments in subsidiaries</b>                                     | 72,473,650,000         | -                    | -                    | 61,566,300,000         |                    |                        |
| Cosfi Transport Agent Co., Ltd <sup>(1)</sup>                          | 12,473,650,000         |                      | -                    | 1,566,300,000          |                    | -                      |
| Safi Infrastructure Investment Co., Ltd <sup>(2)</sup>                 | 60,000,000,000         |                      | -                    | 60,000,000,000         |                    | -                      |
| <b>Investments in joint ventures</b>                                   | 173,359,124,000        | -                    | (975,052,152)        | 185,359,124,000        | -                  | (975,052,152)          |
| SITC Vietnam Company Limited <sup>(3)</sup>                            | 3,628,344,000          |                      | -                    | 3,628,344,000          |                    | -                      |
| Dong Hong Logistics Da Nang Co., Ltd <sup>(5)</sup>                    | 980,000,000            |                      |                      | 980,000,000            |                    |                        |
| Minh Toan - Safi Company Limited <sup>(6)</sup>                        | 164,400,000,000        |                      |                      | 176,400,000,000        |                    |                        |
| Yusen Logistics International (Vietnam) Company Limited <sup>(4)</sup> | 4,350,780,000          |                      | (975,052,152)        | 4,350,780,000          |                    | (975,052,152)          |
| <b>Investments in other entities</b>                                   | 2,087,000,000          | 1,530,000,000        |                      | 2,087,000,000          | 540,000,000        | (960,000,000)          |
| <i>Stocks of Vinalines Logistic - Vietnam., JSC (VLG)</i>              | 1,500,000,000          | 1,530,000,000        |                      | 1,500,000,000          | 540,000,000        | (960,000,000)          |
| <i>New SITC Container Lines Vietnam Co., Ltd (7)</i>                   | 467,000,000            |                      | -                    | 467,000,000            |                    | -                      |
| <i>SITC Bondex Vietnam Logistics Co., Ltd (8)</i>                      | 120,000,000            |                      | -                    | 120,000,000            |                    |                        |
|  | <u>247,919,774,000</u> | <u>1,530,000,000</u> | <u>(975,052,152)</u> | <u>249,012,424,000</u> | <u>540,000,000</u> | <u>(1,935,052,152)</u> |

**Detail information on the Company's subsidiaries as follows:**

| Name of subsidiaries                          | Place of establishment and operation | Rate of interest | Rate of voting rights | Principle activities                  |
|---|--------------------------------------|------------------|-----------------------|---------------------------------------|
| Cosfi Transport Agent Co., Ltd (**)           | Tp HCM                               | 100%             | 100%                  | Forwarding and shipping agents        |
| Safi Infrastructure Investment Co., Ltd (***) | Tp HCM                               | 100%             | 100%                  | Real estate business, office for rent |



(\*\*) According to the Business Registration Certificate No. 0312441747, the charter capital of Cosfi Transport Agent Co., Ltd is VND 2,270,000,000, which is wholly contributed by Sea & Air Freight International (SAFI). The actual contributed capital of the Company as of this point has been VND 2,270,000,000.

(\*\*\*) According to the Business Registration Certificate No. 0312971945, the charter capital of SAFI Infrastructure Investment Company Limited is VND 60 billion, which is wholly contributed by Sea & Air Freight International (SAFI). The actual contributed capital of the Company as of this point has been VND 60 billion.

#### Investments in joint ventures, associates

| Name of associates  | Place of establishment and operation | Rate of interest | Rate of voting rights | Principle activities                                    |
|---|--------------------------------------|------------------|-----------------------|---|
| Yusen Logistics International (Vietnam) Company Limited (4) | Tp HCM                               | 45%              | 45%                   | International forwarding service and transport business |
| SITC Vietnam Co., Ltd <sup>(3)</sup>                        | Hải Phòng                            | 51%              | 50%                   | Forwarding and shipping agents                          |
| Dong Hong Logistics Da Nang Company Limited <sup>(5)</sup>  | Đà Nẵng                              | 49%              | 49%                   | Forwarding and shipping agents                          |
| Minh Toan - Safi Company                                    | Đà Nẵng                              | 50%              | 50%                   | Lodging   |

(3) SITC Vietnam Company Limited (SITC Vietnam) has expired its joint venture in 2019 and has completed procedures to extend the joint venture until the end of 2029. However, after extending the joint venture, the Company no longer controls the business activities of SITC Vietnam, so the Company records the investment in SITC Vietnam as an investment in an affiliated company.

(4) Under a joint venture contract between Sea & Air Freight International (SAFI), Investment Consultancy and Technology Transfer Co., Ltd and Yusen Air & Sea Service Co., Ltd, charter capital of Yusen Logistics International (Vietnam) Co., Ltd (formerly known as Yusen International Transportation and Logistics (Vietnam) Co., Ltd) is USD 600,000, in which the capital contribution of the parties is as follows: Sea & Air Freight International (SAFI) contributes USD 270,000 accounting for 45% of charter capital; Investment Consultancy and Technology Transfer Co., Ltd contributed USD 36,000 accounting for 6% of charter capital and Yusen Air & Sea Service Co., Ltd contributed USD 294,000, accounting for 49% of the charter capital.

Under the joint venture contract, Yusen Logistics International (Vietnam) Co., Ltd has expired its business operation on September 5, 2014. Up to the present time, Yusen Logistics International (Vietnam) Co., Ltd is carrying out procedures for dissolution. The liquidation of the investment will be made upon completion of the dissolution procedure, so the recording of the original cost of the investment and the costs related to the liquidation as well as distributed assets (if any) will be recorded at that time.

(5) On February 18, 2022, the Company contributed capital to Dong Hong Logistics Da Nang Co., Ltd with the amount of VND 980,000,000 according to the Resolution of the Board of Management No. 04/NQ-HĐQT-2021 dated 10/08/2021. As of December 31, 2023, the charter capital of Dong Hong Logistics Da Nang Co., Ltd is VND 2,000,000,000, of which the contributed capital of Sea & Air Freight International (SAFI) is VND 980,000,000, accounting for 49% of the charter capital and Mr. Liu Hong Chung of Chinese nationality contributed VND 1,020,000,000, accounting for 51% of the charter capital.

(6) On May 6, 2022, the Company contributed capital to Minh Toan - Safi Co., Ltd with the amount of VND 176,400,000,000 according to the Resolution of the Board of Directors No. 03/NQ-HĐQT- 2022 April 18, 2022. As at December 31, 2023, the charter capital of Minh Toan - Safi Co., Ltd is VND 352.8 billion, of which the Company's contributed capital is VND 176.4 billion, accounting for 50% of the charter capital; Minh Toan Trading and Service Co., Ltd contributed VND 176.4 billion, accounting for 50% of charter capital. On June 30, 2024, the charter capital of Minh Toan - Safi Co., Ltd is VND 328,800,000,000, of which the contributed capital of Sea & Air Freight International (SAFI) is VND 164.4 billion, accounting for 50% of the charter capital; Minh Toan Trading and Service Company Limited contributed VND 164.4 billion.

## Investments in equity of other entities

| Name of entities received capital                               | Place of establishment and operation | Rate of interest | Rate of voting rights | Principle activities           |
|---|--------------------------------------|------------------|-----------------------|--------------------------------|
| Stocks of Vinalines Logistic - Vietnam., JSC (VLG)              | Hà Nội                               | 150.000 cp       | 150.000 cp            | Transport service              |
| New SITC Container Lines Vietnam Company Limited <sup>(7)</sup> | Hai Phong                            | 20%              | 20%                   | Freight agency services        |
| SITC Bondex Vietnam Logistics Company Limited <sup>(8)</sup>    | Hai Phong                            | 1%               | 1%                    | Forwarding and shipping agents |

(7), (8): According to the Board of Management' Resolution No. 08-2019/NQ-HĐQT dated September 16, 2019, the Company decided to contribute capital to establish companies including: New SITC Container Lines Vietnam Co., Ltd and SITC Bondex Vietnam Logistics Co., Ltd with the charter capital of VND 2,335,000,000 and VND 12,000,000,000 respectively. For New SITC Containers Vietnam Co., Ltd, although the interest rate is 20%, but the Company is not involved in the operation, this investment is classified as other long-term investments.

## 5 . SHORT-TERM TRADE RECEIVABLES

|   | 31/12/2024 VND         | 01/01/2024 VND         |
|---|------------------------|------------------------|
| <b>Trade receivables from customers detailed by type of service</b> |                        |                        |
| Customers of air freight  | 48,282,061,221         | 34,241,224,298         |
| Customers of sea freight  | 10,871,069,156         | 8,942,839,680          |
| Customers of forwarding   | 70,423,318,288         | 62,974,055,004         |
| Customers of  | 7,483,714,006          | 14,736,386,645         |
| Others  | 2,680,581,087          | 366,130,912            |
| <b>Cộng</b>   | <b>139,740,743,758</b> | <b>121,260,636,539</b> |

## 6 . OTHER RECEIVABLES

|  | 31/12/2024 VND        |           | 01/01/2024 VND        |           |
|--|-----------------------|-----------|-----------------------|-----------|
|  | Original cost         | Provision | Original cost         | Provision |
|  | VND                   | VND       | VND                   | VND       |
| <b>a) Short-term</b>                       |                       |           |                       |           |
| Receivables from interest of deposit, loan | 1,082,520,150         | -         | 1,225,795,509         | -         |
| Receivables from social insurance          | 108,997,344           | -         | 108,997,344           | -         |
| Advances                                   | 24,966,701,554        | -         | 8,180,239,239         | -         |
| Deposits                                   | 10,575,187,622        | -         | 10,755,626,084        | -         |
| Others                                     | 1,729,611,487         | -         | 2,955,336,184         | -         |
|  | <b>38,463,018,157</b> | <b>-</b>  | <b>23,225,994,360</b> | <b>-</b>  |

**b) Long-term**

|          |                      |          |                    |          |
|----------|----------------------|----------|--------------------|----------|
| Deposits | 1,462,473,600        | -        | 250,473,600        | -        |
|          | <u>1,462,473,600</u> | <u>-</u> | <u>250,473,600</u> | <u>-</u> |

**7 . INVENTORIES**

|                 | 31/12/2024            | VND       | 01/01/2024            | VND       |
|-----------------|-----------------------|-----------|-----------------------|-----------|
|                 | Original cost         | Provision | Original cost         | Provision |
|                 | VND                   | VND       | VND                   | VND       |
| Raw material    | 84,038,730            | -         | 94,327,627            | -         |
| Tools, supplies | -                     | -         | 4,700,000             | -         |
| Work in process | 5,221,223,728         | -         | 2,649,909,594         | -         |
| Goods           | 40,215,251,530        | -         | 44,155,648,330        | -         |
|                 | <u>45,520,513,988</u> | <u>-</u>  | <u>46,904,585,551</u> | <u>-</u>  |

**8 . TANGIBLE FIXED ASSETS**

|                                   | Buildings,<br>structures | Machinery,<br>equipment | Transportation<br>equipment | Management<br>equipment | Total                  |
|-----------------------------------|--------------------------|-------------------------|-----------------------------|-------------------------|------------------------|
|                                   | VND                      | VND                     | VND                         | VND                     | VND                    |
| <b>Historical cost</b>            |                          |                         |                             |                         |                        |
| Beginning balance                 | 52,511,173,037           | 6,200,768,079           | 158,531,966,660             | 2,605,352,066           | 219,849,259,842        |
| - Purchase in the year            | 60,000,000               | -                       | 2,774,848,080               | -                       | 2,834,848,080          |
| - Liquidation, disposal           | -                        | -                       | (2,590,438,182)             | -                       | (2,590,438,182)        |
| <b>Ending balance of the year</b> | <b>52,571,173,037</b>    | <b>6,200,768,079</b>    | <b>158,716,376,558</b>      | <b>2,605,352,066</b>    | <b>220,093,669,740</b> |
| <b>Accumulated depreciation</b>   |                          |                         |                             |                         |                        |
| Beginning balance                 | 27,723,141,396           | 4,459,143,217           | 126,884,708,492             | 2,070,470,137           | 161,137,463,242        |
| - Depreciation for the year       | 1,673,701,896            | 1,743,431,662           | 10,662,761,730              | 331,780,160             | 14,411,675,448         |
| - Liquidation, disposal           | -                        | -                       | (2,583,796,647)             | -                       | (2,583,796,647)        |
| <b>Ending balance of the year</b> | <b>29,396,843,292</b>    | <b>6,202,574,879</b>    | <b>134,963,673,575</b>      | <b>2,402,250,297</b>    | <b>172,965,342,043</b> |
| <b>Net carrying amount</b>        |                          |                         |                             |                         |                        |
| Beginning balance                 | 24,788,031,641           | 1,741,624,862           | 31,647,258,168              | 534,881,929             | 58,711,796,600         |
| <b>Ending balance</b>             | <b>23,174,329,745</b>    | <b>(1,806,800)</b>      | <b>23,752,702,983</b>       | <b>203,101,769</b>      | <b>47,128,327,697</b>  |



## 9 . INTANGIBLE FIXED ASSETS

|                                 | Land use rights <sup>(*)</sup> | Computer software    | Total                |
|---------------------------------|--------------------------------|----------------------|----------------------|
|                                 | VND                            | VND                  | VND                  |
| <b>Historical cost</b>          |                                |                      |                      |
| Beginning balance               | 2,245,000,000                  | 2,297,745,000        | 4,542,745,000        |
| Ending balance of the year      | <u>2,245,000,000</u>           | <u>2,297,745,000</u> | <u>4,542,745,000</u> |
| <b>Accumulated depreciation</b> |                                |                      |                      |
| Beginning balance               | -                              | 2,246,896,390        | 2,246,896,390        |
| - Depreciation for the year     | -                              | 19,683,336           | 19,683,336           |
| Ending balance of the year      | <u>-</u>                       | <u>2,266,579,726</u> | <u>2,266,579,726</u> |
| <b>Net carrying amount</b>      |                                |                      |                      |
| Beginning balance               | 2,245,000,000                  | 50,848,610           | 2,295,848,610        |
| Ending balance                  | <u>2,245,000,000</u>           | <u>31,165,274</u>    | <u>2,276,165,274</u> |

## 10 . PREPAID EXPENSES

|                                       | 31/12/2024 VND       | 01/01/2024 VND       |
|---------------------------------------|----------------------|----------------------|
| <b>a) Short-term</b>                  | -                    | 150,295,077          |
| Dispatched tools and supplies         | -                    | 150,295,077          |
| <b>b) Long-term</b>                   | 2,953,384,684        | 4,571,402,177        |
| Land rent at Da Nang Branch           | 2,457,955,968        | 2,590,818,456        |
| Dispatched tools and supplies         | -                    | 304,285,849          |
| Major repairing cost for the property | 399,428,716          | 1,676,297,872        |
| Office rental cost in Hanoi branch    | 96,000,000           | -                    |
| <b>Cộng</b>                           | <u>2,953,384,684</u> | <u>4,721,697,254</u> |

## 11 . SHORT-TERM TRADE PAYABLES

|  | 31/12/2024 VND          | 01/01/2024 VND          |
|--|-------------------------|-------------------------|
|  | Outstanding balance VND | Outstanding balance VND |
|  | Amount can be paid VND  | Amount can be paid VND  |
| Payables to air service companies      | 87,332,005,478          | 68,848,778,986          |
| Payables to sea service companies      | 6,201,446,620           | 5,778,291,167           |
| Payables to logistic service companies | 38,853,342,082          | 31,767,668,787          |
| Payables for ship agency service       | 386,708,728             | 361,228,168             |
| Payables for                           | 3,106,192,949           | 3,281,922,661           |

|        |                        |                        |                        |                        |
|--------|------------------------|------------------------|------------------------|------------------------|
| Others | 3,802,881,135          | 3,802,881,135          | 3,689,566,928          | 3,689,566,928          |
|        | <u>139,682,576,992</u> | <u>139,682,576,992</u> | <u>113,727,456,697</u> | <u>113,727,456,697</u> |

## 12 . TAX AND OTHER PAYABLES TO THE STATE BUDGET

|                            | Payable at the<br>opening year | Payable arise in<br>the year | Amount paid in the<br>year | Payable at the closing year |
|----------------------------|--------------------------------|------------------------------|----------------------------|-----------------------------|
|                            | VND                            | VND                          | VND                        | VND                         |
| Value added tax            | 881,714,299                    | 745,509,760                  | 1,544,791,876              | 82,432,183                  |
| Corporate income tax       | 6,441,566,463                  | 15,562,133,965               | 16,602,544,738             | 5,401,155,690               |
| Personal income tax        | 381,092,009                    | 6,751,307,264                | 6,583,830,525              | 548,568,748                 |
| Land tax and land rental   | -                              | 243,580,339                  | 243,580,339                | -                           |
| Fees and other obligations | -                              | 33,211,375                   | 33,211,375                 | -                           |
|                            | <u>7,704,372,771</u>           | <u>23,335,742,703</u>        | <u>25,007,958,853</u>      | <u>6,032,156,621</u>        |

## 13 . OTHER PAYABLES

|  | 31/12/2024           | VND | 01/01/2024           | VND |
|--|----------------------|-----|----------------------|-----|
| <b>a) Short-term</b>                       |                      |     |                      |     |
| - Trade union fund                         | 177,900,824          |     | 56,427,274           |     |
| - Short-term deposits, collateral received | 677,012,841          |     | 999,300,253          |     |
| - Dividend, profit payables                | 227,920,930          |     | 216,794,530          |     |
| - Others                                   | 1,266,719,734        |     | 1,189,079,518        |     |
|  | <u>2,349,554,329</u> |     | <u>2,461,601,575</u> |     |
| <b>b) Long-term</b>                        |                      |     |                      |     |
| - Long-term deposits, collateral received  | 91,160,000           |     | 91,160,000           |     |
|  | <u>91,160,000</u>    |     | <u>91,160,000</u>    |     |

## 14 . OWNER'S EQUITY

### b) Details of owner's invested capital

|                       | Rate   | 31/12/2024      | VND | Rate   | 01/01/2024      | VND |
|-----------------------|--------|-----------------|-----|--------|-----------------|-----|
|                       |        | VND             |     |        | VND             |     |
| Mr. Nguyen Hoang Anh  | 4.86%  | 12,100,000,000  |     | 4.20%  | 10,000,000,000  |     |
| Samarang Ucits        | 8.15%  | 20,286,150,000  |     | 5.72%  | 13,630,150,000  |     |
| NMVT Investment JSC   | 51.19% | 127,400,000,000 |     | 50.39% | 120,000,000,000 |     |
| Mr. Nguyen Hoang Dung | 6.72%  | 16,720,000,000  |     | 5.34%  | 12,720,000,000  |     |
| Other shareholders    | 22.13% | 55,064,190,000  |     | 27.09% | 64,510,190,000  |     |

|                |             |                        |             |                        |
|----------------|-------------|------------------------|-------------|------------------------|
| Treasury stock | 6.95%       | 17,300,120,000         | 7.26%       | 17,300,120,000         |
|                | <u>100%</u> | <u>248,870,460,000</u> | <u>100%</u> | <u>238,160,460,000</u> |

c) **Capital transactions with owners and distribution of dividends and profits**

|   | Year 2024              | Year 2023              |
|---|------------------------|------------------------|
|   | VND                    | VND                    |
| Owner's contributed capital                     |                        |                        |
| - At the beginning of year                      | 238,160,460,000        | 238,160,460,000        |
| - Increase in the year                          | 10,710,000,000         | -                      |
| - At the ending of year                         | <u>248,870,460,000</u> | <u>238,160,460,000</u> |
| Distributed dividends and profit:               |                        |                        |
| - Dividend payable at the beginning of the year | 216,794,530            | 184,766,230            |
| - Dividend payable in the year:                 | 46,314,068,000         | 132,516,204,000        |
| + Dividend payable from last year's profit      | 46,314,068,000         | 132,516,204,000        |
| - Dividend paid in cash during the year         | (46,302,941,600)       | (132,484,175,700)      |
| + Dividend paid from last year's profit         | (46,302,941,600)       | (132,484,175,700)      |
| - Cổ tức, lợi nhuận còn phải trả cuối năm       | <u>227,920,930</u>     | <u>216,794,530</u>     |

d) **Stock**

|   | 31/12/2024 | 01/01/2024 |
|---|------------|------------|
|   | VND        | VND        |
| Quantity of Authorized issuing stocks                   | 24,887,046 | 23,816,046 |
| Quantity of issued shares and full capital contribution | 24,887,046 | 23,816,046 |
| - Common stocks   | 24,887,046 | 23,816,046 |
| Quantity of shares repurchased                          | 1,730,012  | 1,730,012  |
| - Common stocks   | 1,730,012  | 1,730,012  |
| Quantity of outstanding shares in circulation           | 23,157,034 | 22,086,034 |
| - Common stocks   | 23,157,034 | 22,086,034 |
| Par value per stock (VND)                               | 10,000     | 10,000     |

e) **Company's funds**

|   | 31/12/2024             | 01/01/2024             |
|---|------------------------|------------------------|
|   | VND                    | VND                    |
| Investment and development fund         | 102,680,239,789        | 93,092,391,566         |
| Other funds belonging to owners' equity | 290,938,086,507        | 251,695,874,966        |
|   | <u>393,618,326,296</u> | <u>344,788,266,532</u> |



**16 . TOTAL REVENUE FROM SALES OF GOODS AND RENDERING OF SERVICES**

|  | 4th Quarter 2024       | 4th Quarter 2023       |
|--|------------------------|------------------------|
|  | VND                    | VND                    |
| Revenue from sale of goods                                 | 651,136,421            | 601,699,921            |
| Revenue from Logistics operations                          | 153,628,292,253        | 141,720,226,857        |
| Revenue from Forwarding operations                         | 156,289,903,855        | 107,953,611,590        |
| Revenue from shipping agency services and other activities | 969,719,886            | 1,365,142,111          |
|  | <b>311,539,052,415</b> | <b>251,640,680,479</b> |

**17 . COSTS OF GOODS SOLD**

|   | 4th Quarter 2024       | 4th Quarter 2023       |
|---|------------------------|------------------------|
|   | VND                    | VND                    |
| Costs of finished goods sold                          | 520,380,800            | 503,393,350            |
| Cost of logistics operations                          | 129,797,760,157        | 117,056,849,707        |
| Cost of forwarding operations                         | 140,442,242,058        | 95,492,077,411         |
| Cost of shipping agency services and other activities | 185,473,183            | 167,793,183            |
|   | <b>270,945,856,198</b> | <b>213,220,113,651</b> |

**18 . FINANCE INCOME**

|   | 4th Quarter 2024      | 4th Quarter 2023     |
|---|-----------------------|----------------------|
|   | VND                   | VND                  |
| Interest income, interest from loans    | 1,869,165,705         | 2,558,007,806        |
| Gain from selling investments (*)       | -                     | -                    |
| Gain from investing in stocks and bonds | 5,628,183,572         | 1,771,570,505        |
| Dividends, profits earned               | -                     | -                    |
| Gain from foreign exchange difference   | 5,521,206,469         | 563,706,134          |
|   | <b>13,018,555,746</b> | <b>4,893,284,445</b> |

**19 . FINANCIAL EXPENSES**

|  | 4th Quarter 2024   | 4th Quarter 2023   |
|--|--------------------|--------------------|
|  | VND                | VND                |
| Interest expenses  | 305,136,986        | -                  |
| Loss from foreign exchange difference                            | 4,935,735          | 260,510,637        |
| Provisions for devaluation of trading securities and investments | -                  | 15,000,000         |
| Others   | 597,779            | 621,993            |
|  | <b>310,670,500</b> | <b>276,132,630</b> |

## 20 . SELLING EXPENSES

|                                 | 4th Quarter 2024      | 4th Quarter 2023      |
|---------------------------------|-----------------------|-----------------------|
|                                 | VND                   | VND                   |
| Labor                           | 18,999,557,449        | 21,255,076,406        |
| Depreciation and amortisation   | 545,880,255           | 540,691,918           |
| Expenses from external services | 2,970,492,588         | 3,133,786,467         |
| Other expenses by cash          | 965,874,823           | 719,820,985           |
|                                 | <b>23,481,805,115</b> | <b>25,649,375,776</b> |

## 21 . GENERAL ADMINISTRATIVE EXPENSES

|                                 | 4th Quarter 2024     | 4th Quarter 2023     |
|---------------------------------|----------------------|----------------------|
|                                 | VND                  | VND                  |
| Labor                           | 2,479,449,817        | 2,679,622,316        |
| Depreciation and amortisation   | 780,117,665          | 986,356,095          |
| Expenses from external services | 1,722,946,603        | 2,938,933,813        |
| Other expenses by cash          | 646,511,520          | 282,285,254          |
|                                 | <b>5,629,025,605</b> | <b>6,887,197,478</b> |

## 22 . OTHER INCOME

|   | 4th Quarter 2024   | 4th Quarter 2023   |
|---|--------------------|--------------------|
|   | VND                | VND                |
| Gain from liquidation, disposal of fixed assets | 156,994,829        | 159,090,909        |
| Others  | -                  | -                  |
|   | <b>156,994,829</b> | <b>159,090,909</b> |

## 23 . CURRENT CORPORATE INCOME TAX EXPENSES

|   | 4th Quarter 2024 | 4th Quarter 2023 |
|---|------------------|------------------|
|   | VND              | VND              |
| Total profit before tax   | 24,341,423,857   | 10,660,236,298   |
| Increase  | 31,326,058       | 1,095,121,833    |
| - <i>Ineligible expenses</i>  | 31,326,058       | -                |
| - <i>Unrealized gain from foreign exchange difference last quarter, realized this quarter</i>                         | -                | 170,199,382      |
| - <i>Unrealized gain from foreign exchange difference at the end of the previous quarter is realized this quarter</i> | -                | 924,922,451      |
| Decrease  | (3,908,288,991)  | -                |
| - <i>Dividend payment</i>   | -                | -                |
| - <i>Unrealized gain from foreign exchange difference</i>   | (1,950,257,164)  | -                |
| Taxable income  | (1,958,031,827)  | -                |

|  |                      |                      |
|--|----------------------|----------------------|
|  | 20,464,460,924       | 11,755,358,131       |
| <b>Current corporate income tax expense (Tax rate 20%)</b>                             | <b>4,092,892,185</b> | <b>2,351,071,626</b> |
| Adjustment of tax expenses in previous quarter and tax expenses in the current quarter |                      |                      |
| Tax payable at the beginning of quarter  | 5,370,598,357        | 12,292,362,391       |
| Tax paid in the quarter  | 4,062,334,852        | (8,201,867,554)      |
| <b>Closing year income tax payable of main business activities</b>                     | <b>5,401,155,690</b> | <b>6,441,566,463</b> |

#### 24 . EVENTS AFTER BALANCE SHEET DATE

There have been no significant events occurring after the reporting year, which would require adjustments or disclosures to be made in the financial statements.

#### 25 . COMPARATIVE FIGURES

The corresponding figures are those taken from the Financial Statements for the fiscal year ended as at 31 December 2023 and the Financial Statements for the 4th Quarter of 2023 ending 31 December 2023, which have been re-presented by Sea and Air Freight International (Safi) in accordance with the guidance of Circular No. 200/2014/TT-BTC dated 22 December 2014.



**Nguyen Thi Duyen Tham**  
Preparer



**Dang Thi Thuy Hang**  
Chief Accountant



**Nguyen Hoang Anh**  
General Director

*Ho Chi Minh City, Jan. 24th 2025*