



2024 ANNUAL REPORT

sowatco.com.vn



50 YEARS

ANCHORED IN RESILIENCE AND TRUST

CONTENTS OF THE 2024 ANNUAL REPORT

PART 1: General information	3
• General information, Process of formation and development of the Company	
• Business Sectors and Operational Areas	
• Information about the governance model, business organization	
• Development orientation	
• Risks	
PART 2: BUSINESS PERFORMANCE IN 2024	14
• Business performance in 2024	
• Organization and Human Resources	
• Investment activities and project implementation	
• Financial Situation	
• Shareholder structure and Change of Owner's Investment Capital	
• Environmental and Social Impact Reports	
PART 3: REPORT TO THE BOARD OF MANAGEMENT	21
• Business performance results	
• Financial situations	
• Improvements in organizational structure and management policies	
• Development plans for 2025	
• Explanation from the Board of Management regarding the Auditor opinion	
• Transactions, remunerations, and benefits of the Board of Directors, Management Board, and Supervisory Board	
PART 4: EVALUATION OF THE BOARD OF DIRECTORS ON THE COMPANY'S ACTIVITIES	25
• Evaluation of the Board of Directors on the Company's activities	
• Evaluation of the Board of Directors on the activities of the Management Board	
• Strategic Directions of the Board of Directors	
PART 5: CORPORATE GOVERNANCE	28
• Board of Directors	
• Supervisory Board	
• Transactions, remuneration and benefits of the Board of Directors and the Board of Management	
PART 6: FINANCIAL STATEMENTS	37
• Auditor's opinion	
• Audited Consolidated Financial Statements 2024	

PART 1

GENERAL INFORMATION

English Name: SOUTHERN WATERBORNE TRANSPORT JOINT STOCK CORPORATION

Abbreviation: SOWATCO

Business Registration Certificate: No. 0300447173 issued by the Department of Planning and Investment of Ho Chi Minh City, first issued on June 9, 2009, and amended for the 4th time on January 4, 2022.

Charter Capital: VND 67,000,000,000

Address: 298 Huynh Tan Phat, Tan Thuan Tay Ward, District 7, Ho Chi Minh City.

Telephone: 028) 38729748

Fax: (028) 38726386.

Stock Name: Southern Waterborne Transport Joint Stock Corporation

Par value: VND 10,000/share

Stock Code: SWC

Number of Shares: 67,100,000 shares

E-mail: info@sowatco.com.vn

Website: www.sowatco.com.vn



PROCESS OF FORMATION AND DEVELOPMENT OF THE COMPANY:

In August 1975, the General Department of Transport decided to establish the Southern Riverway Department (the predecessor of the Southern Waterborne Transport Joint Stock Corporation) on the basis of taking over the Department of Water Transport of the regime of the Republic of Vietnam to perform the function of State management and manage subordinate units. Since then, SOWATCO has gone through 5 main stages as follows:

50 years of experience in the waterborne transport and port operations



PERIOD 1975 TO AUGUST 1996

On 09/08/1975 in Decision No. 32-QD/TC, the General Department of Transport established the Southern Riverways Department. After that, the Southern Waterborne Transport Corporation developed through different names such as the Waterborne Sub-Department (06/08/1976), the Mekong River Transport Union (30/01/1979), the Union of River Transport Enterprises No. 2 (15/12/1984), the Waterway Transport Corporation II (28/02/1992) and the Waterway Transport Company II (14/09/1993).

PERIOD 1996 TO 06/2003

Implementing the Prime Minister's Decision No. 90/TTg dated 07/03/1994 on the establishment of a number of State enterprises with sufficient capital, capacity, assets and means to become strong companies, the Ministry of Transport issued Decision No. 2124/QD-TCCB-LD dated 13/8/1996 on the establishment of the Southern Waterborne Corporation operating under the model of the Corporation 90 with a scale of including Corporations, 5 independent accounting member companies and 5 dependent economic accounting units.

PERIOD FROM 06/2003 TO 05/2009

On 26/05/2003 in Decision No. 94/2003/QD-TTg, the Southern Waterborne Corporation was approved by the Prime Minister for a pilot scheme to transform the Corporation into an organization and operate under the model of parent company – subsidiary, whereby at the time of establishment the Corporation consisted of the parent company, 5 subsidiaries (being joint stock companies) and 3 joint venture companies with foreign countries.

On 26/6/2003, the Ministry of Transport issued Decision No. 1863/QD-BGTVT establishing the parent company of Southern Waterborne Corporation (SOWATCO). The Corporation consists of the parent company, 5 subsidiaries (being joint stock companies), 3 joint venture companies with foreign countries and 3 associate companies.

On 04/7/2008 in Decision No. 854/QD-TTg, the Southern Waterborne Corporation was approved by the Prime Minister for the equitization plan.

PERIOD FROM 06/2009 TO 02/2016

On 09/6/2009, Southern Waterborne Corporation was officially transformed into Southern Waterborne Transport Joint Stock Corporation. Southern Waterborne Transport Joint Stock Corporation consists of 3 subsidiaries (which were joint stock companies), 2 joint venture companies with foreign countries and 2 associated companies.

PERIOD FROM 03/2016 TO PRESENT

In 03/2016, the Corporation has transformed the shareholder structure from State-owned majority to an enterprise with no more State-owned capital.



BUSINESS SECTORS AND OPERATIONAL AREA:

“ *Sowatco is a leading provider of inland waterway transport services in Ho Chi Minh City and the Mekong Delta region in terms of container and bulk cargo transportation* ”

The Corporation has the business function under the Business Registration Certificate No. 4103013615 issued for the first time on 09/6/2009, supplementing the business lines under the Business Registration Certificate No. 0300447173 issued on 26/04/2012 and Changing the legal representative of the Company registered for the 4th change on January 4, 2022 by the Department of Planning and Investment Ho Chi Minh City.

Main business lines:

- Port Operation.
- Construction and repair of inland waterway means of transport
- Inland waterway freight transport
- Towing a ship
- Warehousing and storage of goods
- Cargo loading and unloading
- Other support services related to transport.

INLAND WATERWAY TRANSPORT

• CONTAINER SHIPPING:

With 50 years of experience in the waterway transport industry, combined with the dynamism and deep understanding of the work process, Sowatco's crew can solve all arising problems, ensuring professional cargo transportation. Customers will be completely assured when Sowatco takes care of goods like Sowatco's own goods.

• BULK CARGO TRANSPORT:

With goods transported such as cement, iron and steel, wood, fertilizers... Sowatco is a professional provider of solutions specializing in supplying, services from ports to end consumers such as weighing, counting, inspection, transportation, forwarding.

• TRANSPORT CAPACITY:

In ship towing activities, Sowatco owns a strong capacity with a fleet of vessels specializing in towing and supporting ships with a capacity of 560 CV to 4000 CV, specializing in towing and supporting ships at VCT port,

ports and ship anchorage buoys in Ho Chi Minh City.

The fleet of 23 self-propelled barges, including: (1) 19 vessels operating in the southern region with a container capacity of various types from 90 teus to 300 teus, container transportation on the Saigon – Cai Mep route and within Ho Chi Minh City from VICT port to depots, ICDs in Thu Duc and vice versa, such as: ICD Sotrans, ICD Transimex, ICD Phuoc Long, ensuring trade of goods for the Ho Chi Minh City area. Ho Chi Minh City and neighboring provinces; and (2) 04 vessels with a capacity of 120 teus operating in the Northern region, specialized routes from ports in Hai Phong, Lach Huyen to Sowatco Tri Phuong, Tan Cang Que Vo, Dabaco... ensuring trade for goods in Bac Ninh, Bac Giang, Hanoi.

With its fleet, the company has specialized container trucks capable of transporting goods without restrictions on width, size. The use of specialized vehicles and a team of highly skilled drivers has created a solid reputation.

PORT OPERATION, WAREHOUSING, FLOATING WHARF, LOADING AND UNLOADING



• PORT EXPLOITATION CAPACITY:

Sowatco Long Binh Port with an area of 200,000m² has a wharf system that can receive 5,000MT ships with 6 wharves located along the banks of the Dong Nai River and the front of Nguyen Xien Street, Long Binh Ward, District 9 is a convenient cargo connection point for the Ho Chi Minh City area with the East and the West.

Sowatco Long Binh Port has many advantages in exploiting and transshipment goods, especially containers with a system of Ports - Warehouses - Yards - Depots and a fleet of self-propelled barges in the Southern key economic area.

Warehouse exploitation capacity: The planning ground for roads, yards, and warehouses is suitable for container cargo technology to facilitate and safe exploitation.

The warehouse area is used for packing, unloading, and operating yards around the warehouse in accordance with loading and unloading technology. The yard ensures fast drainage, no stagnant water affecting the rows stacked on the yard. Ensure the stability of containers when stacked 3-4 floors high. Meet the requirements of safe and convenient exploitation of loading and unloading equipment specializing in container cargo. Ensure adequate warehouse lighting to support night-time operations.

• WAREHOUSE OPERATION CAPACITY:

Area of 43,125 m², including cargo yard, empty container, container repair and cleaning:

The planning ground for roads, yards, and warehouses is suitable for container cargo technology to facilitate and safe exploitation.

• LOADING AND UNLOADING:

Bulk cargo, bales, wood, billet steel...
Types of concrete components for the project.
Containers and tank containers.
Types of loading and unloading equipment with lifting weight from 30 tons to 125 tons.

• MOORING BUOY:

The pontoon route of Southern Waterborne Transport Joint Stock Corporation stretches about 875m of river road with 03 mooring buoy wharves located on the right bank of Dong Nai River - District 2 of Ho Chi Minh City and a 300m long pontoon wharf on Nga Bai River, Thanh An commune, Can Gio district. The company's pontoon route is located on the national waterway traffic route with many waterway vehicles circulating through the buoy wharf areas.

System of 04 mooring buoys, loading and unloading for ships with tonnage from 15,000 tons to 60,000 tons in Ho Chi Minh City and Thieng Lieng area.

03 Pontoon wharves in Ho Chi Minh City:

- Buoy DT1: 40,000 DWT,
- Buoy DT2: 30,000 DWT,
- Buoy DT3: 15,000 DWT.

01 Buoy wharf in Thieng Lieng area:

- Buoy DT9: 60,000 DWT.

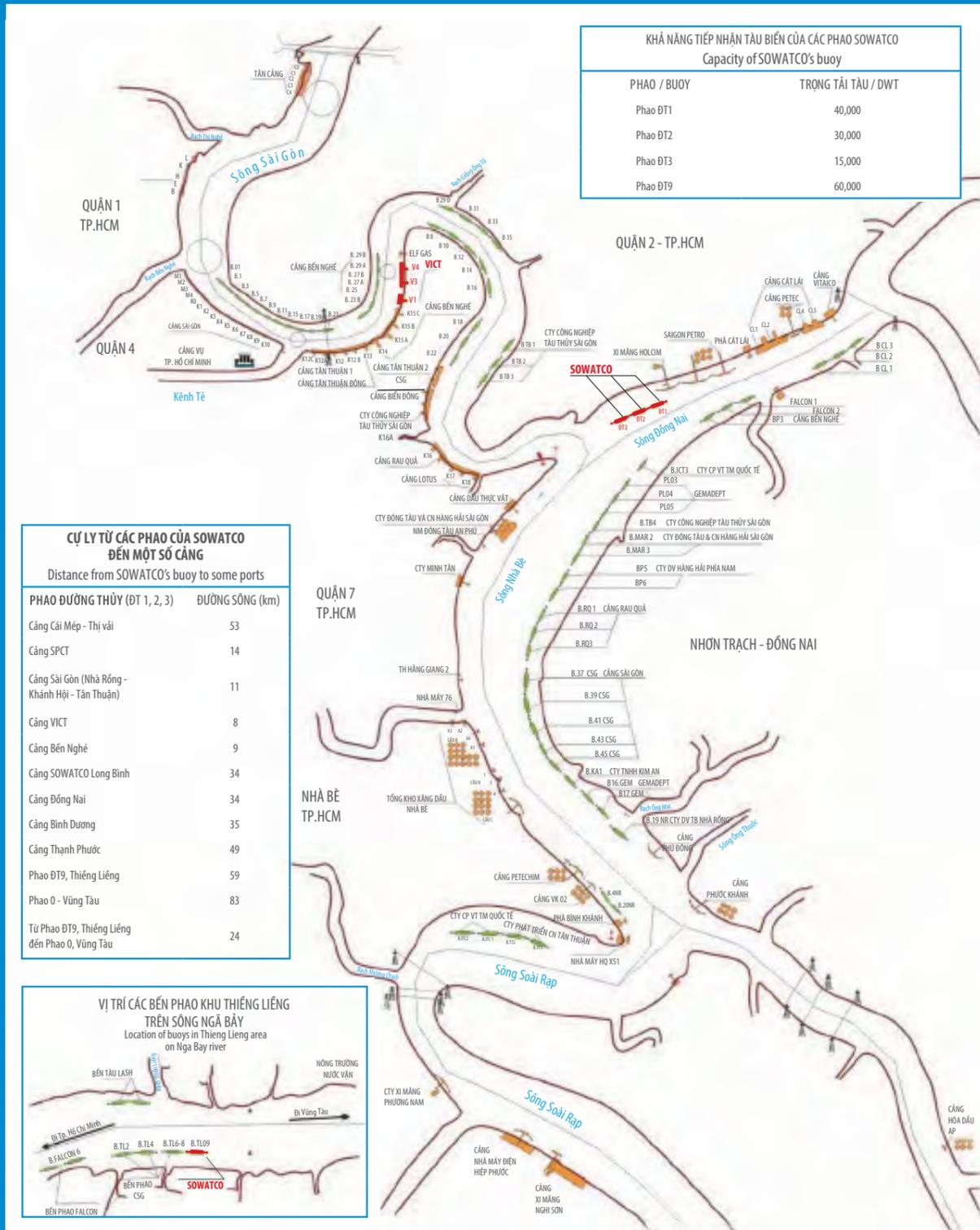
The role of buoy berths:

Transshipment of goods, contributing to the smooth and fast circulation of goods. Floating terminals are considered 12 April 2025 important cargo gathering hubs connecting the Mekong Delta region with Ho Chi Minh City and international trade routes. It can be considered as the starting and ending point of the process of production, transportation and import and export of goods. More broadly, ports or pontoon wharves are also the nucleus to promote the development of industrial parks, urban and commercial areas.

Regarding the supporting departments: including tugboats serving the buoy docking and detachment of ships that are on duty at buoy terminals DT1, DT2, DT3 is the Sowatco 26 tugboat. As for DT9 buoy wharf, because it is located at the Thieng Lieng anchorage mainly for transshipment, the tugboats only support when requested. Besides, there is 1 canoe for mast work - opening the rope.

SƠ ĐỒ HỆ THỐNG BẾN PHAO CỦA SOWATCO TẠI KHU VỰC CẢNG TP. HỒ CHÍ MINH

The map of SOWATCO's anchorage system in Ho Chi Minh city port area.



SHIPBUILDING AND REPAIR OF WATERWAY

Main Products:

Building and repairing waterway vessels with tonnage of up to 5,000 tons or 300 Teus and tugboats with a capacity of up to 5,000 CV.

Capacity:

Over 30 years of establishment and development, a team of dynamic and experienced employees: 30 engineers, technical intermediate (hulls, engines,

electrical, marine equipment, etc.), more than 100 high-skilled workers and 08 lines, each of which is capable of accommodating container ships with a capacity of 300 teus or ships with a tonnage of up to 5,000 tons.

The mechanical workshop is fully equipped with specialized mechanical machines. Production, processing and installation of all kinds of steel structures.



BUSINESS AREA:

Sowatco transports containers and bulk cargo by inland waterways in 2 main areas: the Southern region and the Northern region.



INFORMATION ABOUT THE GOVERNANCE MODEL, BUSINESS ORGANIZATION:

GOVERNANCE MODEL:

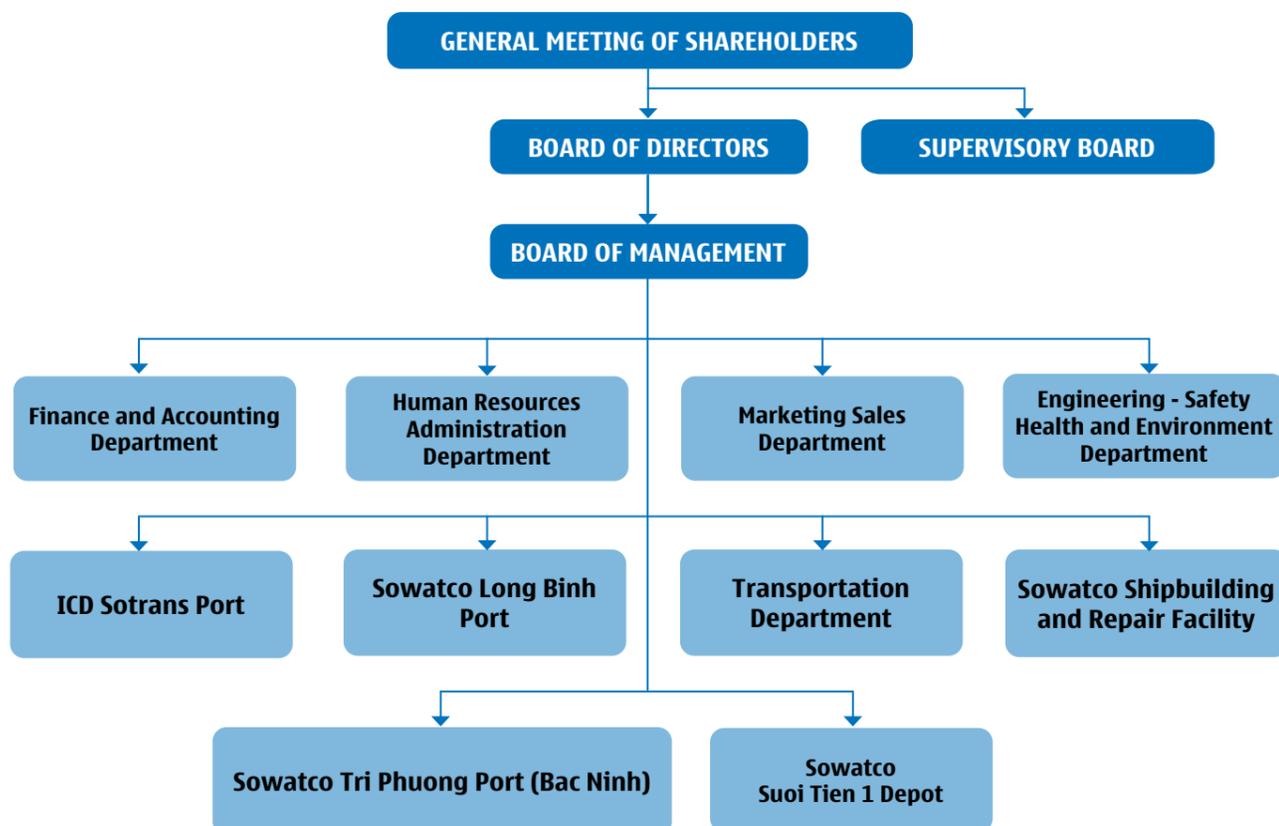
Southern Waterborne Transport Joint Stock Corporation implements the governance model of a large-scale public company that has not yet been listed in accordance with the current Law on Enterprises and the Charter of organization and operation approved by the General Meeting of Shareholders on 29/06/2020 as follows:

- General Meeting of Shareholders
- Board of Directors
- Supervisory Board
- Board of Management

STRUCTURE OF THE MANAGEMENT APPARATUS:

- Board of Management
- Administration and Human Resources Department
- Finance and Accounting Department
- Marketing Sales Department
- Department of Engineering - Health and Environmental Safety
- Department of Transportation
- Sowatco Shipbuilding and Repair Facility
- Sowatco Long Binh Port
- ICD Sotrans Port
- Sowatco Tri Phuong Port (Bac Ninh)
- Sowatco Suoi Tien 1 Depot
- The Hanoi Labor Export Center (the Board of Directors has had a Resolution to dissolve since October 2024, currently carrying out dissolution procedures with the Hanoi Department of Finance).

ORGANIZATIONAL CHART



SUBSIDIARIES, ASSOCIATES, JOINT VENTURES:

No.	SUBSIDIARY NAME	ADDRESS	MAIN BUSINESS FIELDS	CHARTER CAPITAL (MILLION VND)	RATE (%)
1	Engineering Construction Joint Stock Company	298 Huynh Tan Phat Street, Tan Thuan Tay Ward, District 7, Ho Chi Minh City	Construction	35,667	96.18%
2	Southern Waterway Mechanic And Engineering Services Joint Stock Company	59 Pham Ngoc Thach Street, District 3, Ho Chi Minh City	Design Consulting	345	51%
3	Can Tho Waterway Vehicle Renewal and Repair Joint Stock Company	77 Tran Phu Street, Can Tho City	Shipbuilding	3,033	70%
4	Sowatco Tri Phuong Joint Stock Company	Dinh Village, Tri Phuong Commune, Tien Du District, Bac Ninh	Port Services	43,000	99.997%

NO.	NAME OF AFFILIATED COMPANY	ADDRESS	MAIN BUSINESS FIELDS	CHARTER CAPITAL (MILLION VND)	RATE (%)
1	Southern Waterway General Service Joint Stock Company	38 Ton That Thuyet, District 4, Ho Chi Minh City. HCM	Waterway Transport	3,039	26.27%
2	Dong Nai Port Joint Stock Company	1B-D3 Binh Duong Quarter, Long Binh Tan Ward, Bien Hoa City, Dong Nai Province	Port Operation	297,488	20.25%

NO.	JOINT VENTURE COMPANY NAME	ADDRESS	MAIN BUSINESS FIELDS	CHARTER CAPITAL (MILLION VND)	RATE (%)
1	First Logistics Development Joint Venture Company	A5 Street, Quarter 5, Tan Thuan Dong Ward, District 7, Ho Chi Minh City	Port Operation	155,730	37%

DEVELOPMENT ORIENTATION

a. The main objectives of the Corporation:

2025 is the year of acceleration to complete the vision goals for the period 2021-2025, with a vision to 2030. In order to achieve the set goals, Sowatco is determined to focus on the following key tasks:

- Regarding market positioning and brand: Maintain its position as the leading logistics enterprise in the Southern region, develop the market in the Northern region, have a large scale in terms of market share, revenue and profit maximization.
- Regarding financial goals: Achieved stable growth in key performance indicators including cargo volume, revenue, and especially profit. Ensured capital preservation and development while successfully attracting investment from strategic investors, with priority given to partners whose business interests align with port operation and logistics services.
- Regarding market and exploitation: Continue to develop appropriate business plans and strategies, improve service quality, competitiveness, and appropriate policies, in order to retain existing customers and reach new customers. Maintain the growth rate, protect the port market share through market dominance, increase volume and service quality, and diversifying the range of services provided. Developing logistics service activities with the goal of joining forces of resources to develop on the basis of maximizing the port's facilities, facilities and equipment and closely coordinating with member enterprises to jointly develop chain services. Pursue joint ventures and strategic alliances with reputable regional and global partners to develop and capitalize on new business opportunities.
- **Regarding Human Resources:** Building a strong, professional, appropriately structured workforce

capable of supporting the development and execution of Sowatco's projects.

- **Regarding Information technology development:** Focus on investing in and developing an advanced, centralized data-driven IT system to generate new value and position information technology as a core pillar in corporate governance and port/logistics operations.
- **Regarding Social responsibility:** Fulfill corporate social responsibilities by fostering a professional and civilized working environment, ensuring stable income and well-being for employees, participating in environmental protection, and engaging in social activities aligned with Sowatco's business operations.

b. Medium and long term development strategy:

- Restructuring resources in accordance with each stage of development to ensure the achievement of strategic goals.
- Development associated with risk management
- Research and implement financing strategies tailored to each phase's capital needs, aiming to improve capital structure and maximize capital efficiency.
- Actively coordinate and link with domestic and foreign partners to fully promote the strengths of Sowatco's infrastructure and equipment to bring the highest efficiency.
- Strengthening the capacity of Long Binh Port, ICD Sotrans, Sowatco Tri Phuong Port to complete the Logistics process, this is the strategy that Sowatco will implement.



RISKS



Vietnam's logistics service market is a growing market; however, it still carries inherent risks, incurring huge costs for businesses. The transportation segment, in particular, continues to experience volatility—especially in the container shipping market, where major global carriers remain highly competitive in terms of market share and freight rates.



In production and business activities, risk factors always exist and may affect the Company's development goals. Therefore, to ensure safe, stable and sustainable operations; manage the effective use of assets and resources, and ensure that the information reported is complete, truthful, timely, in compliance with the law and internal policies, procedures, Sowatco has established and maintained a risk management control system to warn and minimize risks, promptly prevent and limit losses, and turn risks into opportunities.

Periodically, Sowatco conducts risk assessments across its operational facilities and business areas to identify potential hazards, propose preventive measures, and implement improvement actions. The effectiveness of these risk control measures is continuously monitored and evaluated, enabling the Company to convert risks into opportunities for enhancement and continuous improvement.

The Company's risk register is regularly updated and issued for company-wide monitoring, evaluation, and periodic reporting throughout the year. Sowatco also closely tracks and assesses emerging risks that may impact the implementation of business plans and the achievement of strategic objectives.

For identified risks, Sowatco provides company-wide communication and training to ensure that all employees can recognize risks specific to their operational areas, understand the relevant preventive measures and corrective actions. These efforts aim to raise risk awareness, foster a culture of risk management in daily operations, and encourage the identification and documentation of new risks. This contributes to supporting individuals and departments in proactively identifying and evaluating potential risks in all areas of business, operations, management, and investment activities.



Other risks such as natural disasters or unstable international political issues, creating instability in international trade will also lead to instability in the domestic market. These are considered force majeure risks that can adversely affect the Company's overall business operations.

PART 2

BUSINESS PERFORMANCE IN 2024

1. BUSINESS PERFORMANCE IN 2024:

In 2024, the global economy showed signs of positive growth, driven by a rebound in goods demand, easing inflationary pressure, and a decrease in average commodity prices due to improved supply chains. However, the world continued to face various risks and uncertainties, negatively impacting sustainable growth.

Domestically, Vietnam's economy made important progress in 2024. The recovery and growth of import-export activities created favorable conditions for the development of the logistics sector. Several new government policies were issued to support logistics enterprises. Despite these favorable factors, the Vietnamese logistics market had not yet stabilized due to ongoing geopolitical conflicts and global economic volatility, which continued to affect supply chains and intensify competition in the transport and logistics services industry. These factors had a direct impact on the Company's business performance.

In 2024, all profit targets assigned by the General Meeting of Shareholders were exceeded. To achieve these results, the Company made considerable efforts, implementing a range of solutions, business policies, and human resource strategies to overcome challenges. This year also marked the fourth year of Sowatco's 2021–2025 business strategy. Therefore, the 2024 business results were particularly meaningful in building momentum and promoting a positive spirit among all employees as the Company moved forward toward its future goals.

In 2024, to continue the implementation of the five-year development strategy (2021–2025), Sowatco accelerated efforts and mobilized all available resources to enhance growth in its two core business areas: Port Operations and Logistics Services. Aligned with the orientation of Resolution No. 36-NQ/TW dated October 2018 on the sustainable development strategy for Vietnam's maritime economy to 2030, with a vision to 2045, logistics service providers are expected to better meet domestic market demands and integrate more deeply into global supply chains while gradually expanding their international market share. As one of the active players in Vietnam's logistics industry, the Company has continuously made efforts in recent years to diversify its service offerings, expand its network, and enhance service capacity to better serve customers.

Unit: Million VND

No	Target	Year 2024		Actual % of Plan
		Plan	Actual	
1	Total revenue	931,931	923,149	99.06%
2	Profit before tax	225,743	257,274	113.97%
3	Profit after tax	191,878	211,734	110.35%

(Source: Audited separated financial statements for 2024)

Revenue reached VND 923,149 million, achieving 99.06% of the annual target

After-tax profit amounted to VND 211,734 million, reaching 110.35% of the plan.

In 2024

2. ORGANIZATION AND HUMAN RESOURCES:

Members of the Management Board: General Director, Deputy General Director, Chief Accountant

Number of officers and employees: 502 people

A. MANAGEMENT BOARD LIST:

BRIEF RESUME LIST	INFORMATION
1. MR. DANG VU THANH • Date of Birth: • Place of Birth: • Nationality: • Professional Qualifications: • Current Position at the Corporation: • Current Position at Other Organizations: • Percentage of individuals owning shares	Male 11/12/1969. Thanh Hoa province. Vietnam. PhD in Economics, Master of Business Administration General Director, Member of the Board of Directors. + Member of the Board of Directors, General Director of South Logistics Joint Stock Company + Member of the Board of Directors, General Director of Vietranstimex Multimodal Transport Joint Stock Company + Chairman of the Board of Directors of South Port Joint Stock Company + Member of the Board of Directors of First Logistics Development Joint Venture Company + Chairman of Sotrans Infrastructure Investment Company Limited (as of 31/12/2024) 0%
2. MR. TO HUU HUNG • Date of Birth: • Place of Birth: • Nationality: • Professional Qualifications: • Current Position at the Corporation: • Current Position at Other Organizations: • Percentage of individuals owning shares	Male 16/04/1968. Saigon. Vietnam. Master of Business Administration, Shipping Economics Engineer. Deputy General Director. None. (as of 31/12/2024) 0.017%
3. MR. PHAM HAI ANH • Date of Birth: • Place of Birth: • Nationality: • Professional Qualifications: • Current Position at the Corporation: • Current Position at Other Organizations: • Percentage of individuals owning shares	Male 20/05/1973. Nam Dinh province. Vietnam. Master of Business Administration, Shipping Economics Engineer. Deputy General Director. General Director of Sowatco Tri Phuong Joint Stock Company. (as of 31/12/2024) 0%
4. MR. TRINH VAN QUY • Ngày tháng năm sinh • Nơi sinh • Quốc tịch • Trình độ chuyên môn • Chức vụ hiện nay tại Tổng công ty • Chức vụ đang nắm giữ tại tổ chức khác • Tỷ lệ cá nhân sở hữu cổ phần	Male 15/05/1975. Nam Dinh province. Vietnam. Bachelor of Accounting Chief Accountant None (as of 31/12/2024) 0.001%

B. CHANGES IN THE MANAGEMENT BOARD: None

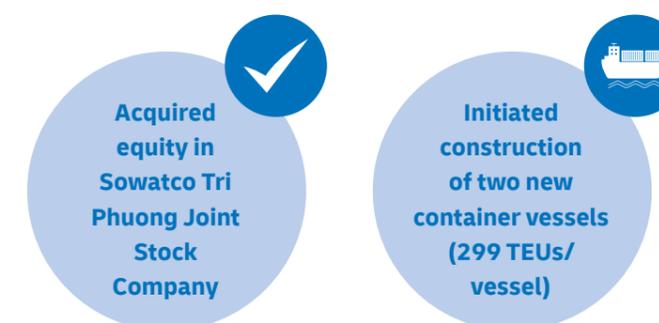
C. NUMBER OF EMPLOYEES AND LABOR POLICIES:

Employee Structure (Parent Company)	Number of employees as of 31/12/2024 (person)
1. Postgraduate (Master's, PhD)	9
2. University	106
3. College	27
4. Intermediate level	9
5. Vocational intermediate level	333
6. General Workers	18
Total	502

- The average income of employees in 2024 will reach 14,867,000 VND/person/month.
- The Corporation has applied the salary policy based on employee performance and contribution to the Corporation, encouraging employees to improve labor productivity to reduce working hours with high efficiency. The payment of salaries to employees on time every month for 2 periods in the middle and end of each month.
- Bonus policies such as Tet bonuses, emulation bonuses, 13th month bonuses, initiative bonuses, savings bonuses, production incentive bonuses, etc. fully implemented by the Corporation to encourage employees.
- The regimes and policies on Social Insurance, Health Insurance, Unemployment Insurance, Labor Protection, and Training are implemented by Sowatco in accordance with the provisions of law

3. INVESTMENT ACTIVITIES AND PROJECT IMPLEMENTATION:

A. MAJOR INVESTMENTS:



B. SUBSIDIARIES AND AFFILIATES: None

4. FINANCIAL SITUATION:

A. FINANCIAL SITUATION:

Unit: Million VND

Target	Year 2023	Year 2024	Fluctuation (%)
Total asset value	1,946,224	2,166,375	11.31%
Net revenue	824,073	1,151,290	39.71%
Operating Profit	249,916	306,778	22.75%
Other profits	17,242	15,402	-10.67%
Profit before tax	267,158	322,180	20.60%
Profit after tax	228,443	274,354	20.10%

(Source: Audited consolidated financial statements for 2024)

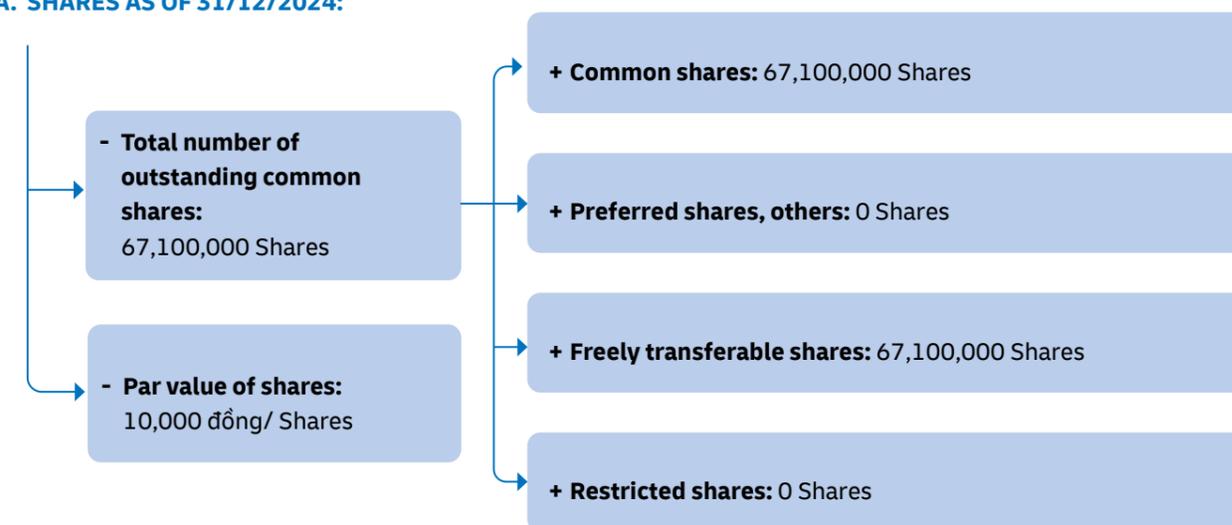
B. MAIN FINANCIAL INDICATORS:

Target	Unit	Year 2024	Year 2023
1. Payment capacity indicators			
+ Current ratio:			
Current Assets/Current Liabilities	Time	3.55	3.62
+ Quick ratio:			
(Current Assets-Inventories)/Current Liabilities	Time	3.52	3.61
2. Capital structure indicators			
+ Debt/Total Assets Ratio	Time	0.12	0.14
+ Debt/Equity Ratio	Time	0.14	0.16
3. Performance indicators			
+ Net Revenue/Total Assets	Time	0.53	0.42
4. Profitability indicators			
+ Profit after tax/Net revenue ratio	%	23.83	27.72
+ Profit after tax / Equity ratio	%	14.45	13.58
+ Profit after tax / Total assets ratio	%	12.66	11.74
+ Profit from business activities/Net revenue ratio	%	26.65	30.33

(Source: Audited consolidated financial statements for 2024)

5. SHAREHOLDER STRUCTURE, CHANGE OF OWNER'S INVESTMENT CAPITAL:

A. SHARES AS OF 31/12/2024:



B. SHAREHOLDER STRUCTURE AS AT 31/12/2024:

General information about the shareholder structure: according to the list of securities holders on the last registration date of 31/12/2024 of the Vietnam Securities Depository and Clearing Corporation.

NO.	Type of Shareholder	Number of Shareholders	Number of shares owned	Ownership Rate (%)
1	State	0	0	0%
2	Organizations	6	62,637,100	93.35%
3	Individual	714	4,462,900	6.65%
	Total	720	67,100,000	100%

- Details of major shareholders over 5%:

NO.	Shareholder	Number of shares owned	Ownership Rate (%)
1	Sotrans Infrastructure Investment Co., Ltd.	56,625,000	84.39%
2	South Logistics Joint Stock Company	6,000,000	8.94%

C. CHANGES IN THE OWNER'S INVESTMENT CAPITAL: none in 2024.

D. TRADING TREASURY SHARES: none in 2024.

E. OTHER SECURITIES: none in 2024.

6. ENVIRONMENTAL AND SOCIAL IMPACT REPORTS:

A. COMPLIANCE WITH THE LAW ON ENVIRONMENTAL PROTECTION:

The Corporation aims to optimize the management of raw materials, electricity consumption, and water consumption in the entire company system, always complying with the law on environmental protection towards energy saving and sustainable development.

The Corporation always prioritizes the selection of equipment... have the best solutions for environmental protection. Equipment for the company's production and business ensures energy saving. The company prioritizes the use of low-energy alternative materials if it meets technical standards. In addition, when preparing pre-feasibility technical reports, the company hires consultants to conduct environmental impact assessments in the implementation area. At the same time, practical solutions are offered to reduce the impact on the environment and ecosystem at the lowest level.

- Number of times sanctioned for violations due to non-compliance with laws and environmental regulations: none
- Total amount of penalties for non-compliance with laws and environmental regulations: none

Assessment related to environmental indicators: environmental indicators and parameters on wastewater, surface water and air through periodic environmental surveys are all within the permissible limits of regulations.

B. POLICIES RELATED TO EMPLOYEES:

The number of employees in the Corporation as of December 31, 2024 is 502 people. All employees have signed labor contracts.

Labor policies aim to ensure health, safety and welfare:

- + Periodic health checks for employees are carried out annually
- + There is support for the children of employees with good academic achievements every year
- + Fully implement the regime of visiting and subsidizing employees when they or their families have difficulties.

- + Organize annual vacations for employees
- + Fully implement the shift diet and allowances for hazardous work for employees
- + Regularly inspect and fully implement labor safety measures at the working place.

Employee training activities: every year, the company organizes promotions and salary increases for employees, sends employees to participate in professional training classes such as accounting...

C. REPORTING RELATED TO RESPONSIBILITY TO LOCAL COMMUNITIES:



D. REPORT RELATED TO GREEN CAPITAL MARKET ACTIVITIES ACCORDING TO THE GUIDANCE OF THE STATE SECURITIES COMMISSION: None.



PART 3

REPORT TO THE BOARD OF MANAGEMENT



1. BUSINESS PERFORMANCE RESULTS:

Unit: Million VND

Chỉ tiêu	Actual 2023	Actual 2024	Plan 2024	% Comparison actual 2023	% Comparison plan 2024
Total revenue	824,073	1,151,290	1,114,931	139.71%	103.26%
Profit after tax	228,443	274,354	226,311	120.10%	121.23%

(Source: Audited consolidated financial statements for 2024)

2. FINANCIAL SITUATION:

A. ASSET SITUATION:

Unit: Million VND

Target	As at 31 Dec.2024	As at 31 Dec.2023	+/-	Percentage
A. CURRENT ASSETS	689,174	625,551	63,623	10.17%
I. Cash and cash equivalents	426,221	394,457	31,764	8.05%
II. Short-term investment	60,920	66,920	-6,000	-8.97%
III. Current accounts receivable	193,685	160,513	33,173	20.67%
IV. Inventory	5,831	1,611	4,219	261.87%
V. Other current assets	2,517	2,050	467	22.76%
B. NON-CURRENT ASSETS	1,477,201	1,320,673	156,628	11.85%
I. Long-term receivables	7,071	7,066	5	0.07%
II. Fixed assets	837,437	703,153	134,284	19.10%
III. Long-term asset in progress	41,706	72,799	-31,093	-42.71%
IV. Long-term investments	585,523	533,511	52,012	9.75%
V. Other long-term assets	5,464	4,144	1,320	31.84%
TOTAL ASSETS	2,166,375	1,946,224	220,151	11.31%

(Source: Audited consolidated financial statements for 2024)

B. LIABILITIES AND CAPITAL SITUATION:

Unit: Million VND

Target	As at 31 Dec.2024	As at 31 Dec.2023	+/-	Percentage
A. LIABILITIES	268,064	263,689	4,375	1.66%
I. Current liabilities	193,985	172,809	21,176	12.25%
II. Non-current liabilities	74,079	90,880	-16,801	-18.49%
B. OWNERS' EQUITY	1,898,311	1,682,535	215,776	12.82%
I. Capital	1,898,311	1,682,535	215,776	12.82%
TOTAL LIABILITIES AND OWNERS' EQUITY	2,166,375	1,946,224	220,151	11.31%

(Source: Audited consolidated financial statements for 2024)

As of December 31, 2024, the company's total assets and total capital increased by 11.31% compared to the beginning of the year. In 2024, by maintaining its strategic focus on core business activities, the company's prior investments have yielded significant returns, contributing positively to asset growth. In addition, the company invested in the acquisition and upgrade of essential fixed assets to serve its production and business activities.

The company's short-term solvency ratio in 2024 remained at 3.55 times, ensuring a safe level for the company's financial operations. All of the company's debts have been paid on time.

3. IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE AND MANAGEMENT POLICIES:

The company continued to implement its development strategy with the vision of becoming a leading enterprise in the field of logistics and port operations, consistently identifying human resources as a key factor in its success and growth. Therefore, the company actively improved and refined its organizational structure and management policies to optimize business performance.

Key changes related to the company's organizational and management structure in 2024 include:

- + Application of information technology in business operations through the implementation of accounting software, port management systems, logistics, and customs declaration.
- + Strengthening financial and accounting management to increase capital efficiency, reduce costs, and avoid capital misuse in the sales process.
- + Improving organizational structure, personnel, and management capacity.
- + Effectively implementing customer policies: selecting reputable and capable customers as partners; applying selective transaction policies; tightening payment terms to maintain business stability and minimize financial risks. At the same time, improving transaction methods to better serve customers.
- + Enhancing supervision of compliance with regulations, internal rules, labor discipline, and working hours across all departments and company employees.

4. DEVELOPMENT PLAN FOR 2025:

- To achieve the business performance targets set for 2025, the company will continue to promote growth in core business activities by strengthening cooperation, expanding new services and markets, and continuing to review and improve underperforming investment areas.
- Retain high-volume existing customers, focus on market research to develop tailored service plans for clients.
- Add new large-capacity vessels to capture new business opportunities, while gradually phasing out older, low-capacity ships that no longer meet operational requirements.
- Strengthen cooperation and partnerships with ICD port operators to maximize the utilization of the barge and tugboat fleet.
- Develop and implement port operations management software to enhance transparency and professionalism in revenue and cost control, reduce time spent on data consolidation and performance analysis, and improve efficiency in production processes. Focus resources on improving productivity in both general cargo and container handling operations, aiming to exceed planned targets.
- Enhance vessel reception capacity and upgrade port infrastructure to meet customer needs. Improve the quality of cargo handling equipment to increase vessel turnaround efficiency and customer satisfaction with port services.

5. EXPLANATION FROM THE BOARD OF GENERAL DIRECTORS

REGARDING THE AUDITOR'S OPINION: none.

PART 4

EVALUATION OF THE BOARD OF DIRECTORS ON THE COMPANY'S ACTIVITIES



1. EVALUATION OF THE BOARD OF DIRECTORS ON THE COMPANY'S ACTIVITIES:

Strengthen the direction and management of the Company's production and business activities to achieve the set plan..

a. Regarding production and business results:

The situation of production and business results in 2024, the revenue target was 1,151,290 million VND, reaching 103.26% of the year plan and equal to 139.71% over the same period last year; Profit after tax was VND 274,354 million, reaching 121.23% of the plan and equal to 120.10% over the same period last year.

b. Regarding personnel organization and salary policy regime:

The company always focuses on training, recruiting and supplementing human resources for activities, appointing management positions of the company and departments:

The Corporation always takes care of the lives of employees, ensuring regular jobs for employees. Salary and bonus policies are fully implemented in accordance with the regulations on distribution of salaries and bonuses issued by the Board of Directors.

c. About union and social work:

The company always focuses on and encourages the activities of the Trade Union and the Youth Union in the company in taking care of the lives of officers and employees; emulation movements; mass sports movements...

In addition to stabilizing business activities to create jobs for employees, the company also devotes part of the funds to make practical contributions to social activities such as supporting the poor, scholarships for students, and supporting people affected by natural disasters, storms and floods, ...

d. Regarding the relationship between Shareholders and Investors:

The company shall disclose complete, accurate and timely information to State management agencies and shareholders. Website: www.sowatco.com.vn has published many news articles reflecting the operation of the company.

2. EVALUATION OF THE BOARD OF DIRECTORS ON THE ACTIVITIES OF THE MANAGEMENT BOARD:

The Board of Directors always supervises the work performed by the Board of Management and managers in administering the Company's production and business activities as well as supervising the implementation of the resolutions of the General Meeting of Shareholders and the decisions of the Board of Directors that have been passed, ensuring compliance with the provisions of law and compliance with the Charter of organization and operation of the Company. Currently, the General Director is also a Member of the Board of Directors, therefore, the General Director always promptly recognizes the orientation and direction of the Board of Directors and organizes the implementation of results throughout the Company's system.

3. STRATEGIC DIRECTIONS OF THE BOARD OF DIRECTORS:

- + Directing and managing the company's operations to continue to stabilize and develop, completing the planned targets assigned by the General Meeting of Shareholders. Coordinate closely and with the Board of General Directors to implement set management solutions, control and evaluate performance results monthly and quarterly, proactively build and deploy timely and effective operating solutions to ensure the achievement of set plan goals.
- + Strengthen forecasting, continue to improve financial management capacity, ensure safe and efficient finance of the whole Company.
- + Direct and strictly control the Company's operating costs.
- + Search for new potential markets, develop the Company's field of operations combined with improving service quality to meet increasing customer requirements.
- + Perform the functions of managing the Company's activities in accordance with the scope of rights and responsibility of the Board of Directors specified in the Charter of organization and operation of the Company and other regulations. Direct the disclosure of enterprise information in accordance with current laws.



PART 5

CORPORATE GOVERNANCE



1. BOARD OF DIRECTORS:

1.1. MEMBERS AND STRUCTURE OF THE BOARD OF DIRECTORS:

Member structure of the Board of Directors:

No.	Full name	Position	Number of shares owned	Percentage of voting shares	Number of positions of members of the Board of Directors held by each member of the Board of Directors at other companies
1	Mr. Dang Doan Kien	Chairman of the Board of Directors	0	0%	<ul style="list-style-type: none"> - Chairman of the Board of Directors of Vietranstimex Multimodal Transport Joint Stock Company - Deputy General Director (in charge of investment) ITL Group Joint Stock Company - Chairman of the Board of Members of North Star Logistics Co., Ltd. - Member of the Board of Directors of Dong Nai Port Joint Stock Company - Member of the Board of Directors of First Logistics Development Joint Venture Company
2	Mr. Tran Tuan Anh	Member of the Board of Directors	0	0%	<ul style="list-style-type: none"> - Chairman of the Board of Directors of South Logistics Joint Stock Company - General Director of ITL Group Joint Stock Company - Chairman of the Board of Directors of First Logistics Development Joint Venture Company - Chairman of ITL Logistics Joint Stock Company - Chairman of Sotrans Logistics One Member Company Limited
3	Mr. Dang Vu Thanh	Member of the Board of Directors, General Director	0	0%	<ul style="list-style-type: none"> - Member of the Board of Directors, General Director of South Logistics Joint Stock Company - Member of the Board of Directors, General Director of Vietranstimex Multimodal Transport Joint Stock Company - Member of the Board of Directors of First Logistics Development Joint Venture Company - Chairman of the Board of Directors of South Port Joint Stock Company - Chairman of Sotrans Infrastructure Investment Company Limited

1.2. ACTIVITIES OF THE BOARD OF DIRECTORS:

1.3. RESOLUTIONS/DECISIONS OF THE BOARD OF DIRECTORS (2024 REPORT):

No.	Resolution /Decision No.	Date	Content	Approval rate
1	01/SWC/NQ-HĐQT	10/01/2024	Approving the loan policy and loan contract between the Company and Vietranstimex Multimodal Transport Joint Stock Company	100%
2	02/SWC/NQ-HĐQT	20/03/2024	Extending the time to hold the 2024 Annual General Meeting of Shareholders	100%
3	03/SWC/NQ-HĐQT	02/05/2024	Holding the 2024 Annual General Meeting of Shareholders	100%
4	04/SWC/NQ-HĐQT	23/05/2024	Transferring and purchasing equity capital of Sowatco Tri Phuong Joint Stock Company	100%

5	05/SWC/NQ-HĐQT	29/05/2024	Approving the program and content of documents for the 2024 Annual General Meeting of Shareholders	100%
6	06/SWC/QĐ-HĐQT	10/06/2024	Approving the loan policy and loan contract between Southern Waterborne Transport Corporation and Sovatco Tri Phuong Joint Stock Company	100%
7	07/SWC/QĐ-HĐQT	11/06/2024	Approving the updating/ supplementing documents for the 2024 Annual General Meeting of Shareholders	100%
8	08/SWC/QĐ-HĐQT	18/06/2024	Approving the share purchase contract at Sovatco Tri Phuong Joint Stock Company	100%
9	09/SWC/NQ-HĐQT	18/06/2024	Approval of the salary regulations	100%
10	11/SWC/NQ-HĐQT	18/06/2024	Approving the policy of increasing capital at Engineering Construction Joint Stock Company	100%
11	12/SWC/NQ-HĐQT	19/06/2024	Appointment of Chairman of the Board of Directors	100%
12	13/SWC/NQ-HĐQT	19/06/2024	Allocation of bonuses for the Board of Directors and Supervisory Board in 2023	100%
13	14/SWC/NQ-HĐQT	27/06/2024	Investing in building 02 new 300 teus container ships in 2024	100%
14	15/STG/NQ-HĐQT	18/07/2024	Selecting an independent auditor for fiscal year 2024	100%
15	16/STG/NQ-HĐQT	14/10/2024	Appointment of officers at Sovatco Tri Phuong Joint Stock Company	100%
16	17/SWC/NQ-HĐQT	15/10/2024	Terminating the operation of the Labor Export Center - Branch of Southern Waterborne Transport Corporation	100%
17	18/SWC/QĐ-HĐQT	23/12/2024	Reappointment of officials - Mr. Dang Vu Thanh holds the position of General Director, Legal Representative, Authorized Person to disclose information from January 1, 2025	100%
18	19/SWC/QĐ-HĐQT	23/12/2024	Reappointment of officials - Mr. Pham Hai Anh holds the position of Deputy General Director from January 1, 2025	100%
19	20/SWC/NQ-HĐQT	25/12/2024	Allocating salaries into production and business costs in 2024	100%
20	21/SWC/NQ-HĐQT	31/12/2024	Approving the loan policy and loan contract between Southern Waterborne Transport Corporation and Sovatco Tri Phuong Joint Stock Company	100%
21	22/SWC/NQ-HĐQT	31/12/2024	Approve the loan policy and loan contract between Engineering Construction Joint Stock Company and Sovatco Tri Phuong Joint Stock Company	100%

22	23/SWC/QĐ-HĐQT	31/12/2024	Reappointment of officials - Mr. To Huu Hung holds the position of Deputy General Director from January 1, 2025	100%
23	24/SWC/QĐ-HĐQT	31/12/2024	Reappointment of officials - Mr. Trinh Van Quy holds the position of Chief Accountant from January 1, 2025	100%

2. SUPERVISORY BOARD

A. INFORMATION ABOUT MEMBERS OF SUPERVISORY BOARD:

Mr. Nguyen Mai Khanh Trinh	Head of the Supervisory Board (Starting date was Head of the Supervisory Board: 19/06/2023)
Ms. Dinh Thi Phuong Vy	Members of the Supervisory Board (Starting date was member of the Supervisory Board: 11/5/2022)
Mr. Nguyen Dang Truong	Members of the Supervisory Board (Starting date was member of the Supervisory Board: 19/06/2023)

B. ACTIVITIES OF THE SUPERVISORY BOARD IN 2024:

Work performed:

In 2024, the Supervisory Board attended meetings of the Board of Management and the Executive Board of the Corporation.

The Supervisory Board conducted inspections and supervision over the compliance with legal regulations and internal rules of the Corporation in the management and operations carried out by the Board of Management and the General Director in 2024, specifically as follows:

- Monitored the implementation of the 2024 business plan of the Corporation.
- Reviewed the legality and procedural compliance in the issuance of Decisions and Resolutions by the Board of Management and the General Director in 2024 and supervised the compliance according to the Corporation's Charter.
- Verified the information presented in the Corporation's financial statements to assess the true and fair view of the financial data and coordinated with the independent auditing firm in auditing the 2024 financial statements in accordance with current accounting standards.
- Reviewed the performance report of the Board of Management and the report of the General Director submitted to the General Meeting of Shareholders.

On the coordination between the Supervisory Board and the Board of Management and Executive Board of the Corporation:

- The Supervisory Board, the Board of Management, and the General Director maintained good coordination and regularly exchanged information to effectively fulfill the tasks assigned by the General Meeting of Shareholders.
- Resolutions, Decisions, and other important documents issued by the Corporation were properly notified to the Supervisory Board.
- The right to access information related to the Corporation's operations was ensured.

2025 activities plan:

- The Supervisory Board will continue to carry out inspection and supervision of all activities of the Corporation in accordance with the functions and duties stipulated in the Corporation's Charter, the Supervisory Board's Regulations, and applicable laws.

- The Supervisory Board will coordinate with relevant departments of the Corporation to conduct inspections of dependent units, subsidiaries, and associated companies, as well as supervise risk management, internal control, and internal audit activities of the Corporation, its subsidiaries, joint ventures, and associated companies.

C. SUPERVISORY RESULTS REGARDING THE BOARD OF DIRECTORS AND THE EXECUTIVE BOARD OF THE COMPANY:

Regarding the Board of Directors:

- The number of members of the Board of Directors in 2024 is 03 members, in accordance with current regulations and the Corporation's Charter. The Board of Directors operates in accordance with the tasks and functions specified in the Charter and the Operating Regulations of the Board of Directors.
- In 2024, the Board of Directors has held 19 periodic and irregular meetings in accordance with the provisions of the Corporation's Charter, the Board of Directors has also approved Resolutions and Decisions in the year in accordance with the Corporation's operation.

For the Executive Board

In 2024, the Executive Board made significant efforts in managing the Corporation's business activities, as follows:

On the performance of the business plan: based on the 2024 performance results reflected in the Corporation's audited consolidated financial statements and the Resolution of the General Meeting of Shareholders, the Supervisory Board observed that:

- The Corporation's consolidated net revenue in 2024 achieved 103% of the plan and 140% compared to 2023.
- Consolidated profit before tax in 2024 achieved 123% of the plan and 121% compared to 2023.
- Consolidated profit after tax in 2024 achieved 121% of the plan and 120% compared to 2023.

D. RESULTS OF APPRAISAL OF THE CONSOLIDATED FINANCIAL STATEMENTS IN 2024:

1. Comments and assessment of key items in the Consolidated Financial Statements:

1.1 Key items from the Balance Sheet as of December 31 2024:

Unit: Million VND

ASSETS	As of Dec 31 2024	As of Dec 31 2023	+/-	%
Current Assets	689,175	625,551	63,624	10%
Non-Current Assets	1,477,201	1,320,674	156,527	12%
Total Assets	2,166,376	1,946,225	220,151	11%
Liabilities	268,064	263,689	4,375	2%
Equities	1,898,312	1,682,536	215,776	13%
Total Liabilities and Equities	2,166,376	1,946,225	220,151	11%

1.2 Key items from the Consolidated Income Statement for 2024:

Unit: Million VND

ITEM	FY2024	FY2023	+/-	%
Net revenue from sales of goods and services	1,151,290	824,073	327,217	40%
Gross profit from sales of goods and services	238,367	185,700	52,667	28%
Net operating income	306,779	249,916	56,863	23%
Profit before tax	322,181	267,157	55,024	21%
Net profit after tax to the parent company	274,192	228,227	45,965	20%

1.3 Key items from the Consolidated Cash Flow Statement for 2024:

Unit: Million VND

ITEM	FY2024	FY2023	+/-	%
Net cash flow from operating activities	249,966	192,178	57,788	30%
Net cash flow from investing activities	(186,658)	(12,358)	(174,300)	N/a
Net cash flow from financing activities	(31,867)	(19,054)	(12,813)	N/a
Net cash flow for the year	31,441	160,766	(129,325)	-80%

1.4 Comments and assessments:

- Regarding the consolidated balance sheet:

- The Corporation's consolidated total assets as of December 31 2024, reached VND 2,166 billion, an increase of VND 220 billion or 11% compared to the previous year, in which:
 - Current assets accounted for approximately 32% of total assets. The increase in current assets as of December 31, 2024, was mainly due to a rise of approximately VND 33 billion in short-term account receivables (including an increase of VND 25 billion in intercompany loans), equivalent to a 21% increase year-over-year. In addition, cash and cash equivalents also rose by approximately VND 32 billion or 8% compared to December 31 2023.
 - Non-Current assets made up about 68% of total assets. Non-Current assets increased by nearly VND 157 billion compared to December 31 2023, primarily due to a VND 134 billion increase in fixed assets resulting from the acquisition of Tri Phuong Port and the construction of a 300 TEU barge a 19% rise year-over-year.
- The Corporation's liabilities as of December 31 2024 amounted to VND 268 billion, a modest increase of VND 4 billion compared to the previous year.
- Equities as of December 31, 2024, was VND 1,898 billion, an increase of VND 216 billion or 13% year-over-year which attributed to the Corporation's strong business performance in 2024.

- Regarding the consolidated income statement:

Total consolidated net revenue in 2024 was VND 1,151 billion increase VND 327 billion or 40% compared to last year, driven by increased volume of container handling and transportation at ports and ICDs. Consolidated net profit after tax attributable to the parent company achieved VND 274 billion, an increase of VND 46 billion, or 20% year-over-year.

- Regarding the consolidated cash flow for the year:

The Corporation continued to generate positive net cash flow from operating activities in 2024 with the amount of VND 250 billion an increase of VND 58 billion or 30% compared to the previous year.

In addition to receiving dividends from investments in Dong Nai Port and VICT and interest income totaling VND 36 billion, the Corporation also acquired 99.9% equity interest in Sowatco Tri Phuong JSC for VND 101 billion. At the same time, it continued to invest VND 58 billion in equipment for Long Binh Port and its barge fleet. As a result, net cash used in investing activities in 2024 was nearly negative VND 187 billion, compared to negative VND 12 billion last year.

Net cash flow from financing activities was negative VND 32 billion, mainly due to repayment of long-term borrowings from previous years used for CAPEX investments.

2. Comments, assessments on key ratios in the Consolidated Financial Statements:

2.1 Liquidity and Working Capital Ratios:

Ratio	FY2024	FY2023
Current ratio	3.55	3.62
Quick ratio	3.52	3.61
Receivables turnover ratio	7	6
Days of sales outstanding	56	65
Inventory turnover ratio	245	192
Days of inventory on hand	1	2
Payables turnover ratio	3	2
Days of payable outstanding	106	151

2.2 Performance ratio:

- Profitability ratio:

Ratio	FY2024	FY2023
Gross profit margin	21%	23%
Operating income margin	27%	30%
EBITDA margin	36%	42%
EBT margin	28%	32%
Net profit margin	24%	28%

- Investment return:

Ratio	FY2024	FY2023
ROA	13%	12%
ROE	15%	14%

- Operational efficiency ratio:

Ratio	FY2024	FY2023
Total assets turnover	0.56	0.45
Fixed assets turnover	1.49	1.30
Equities turnover	0.64	0.52

2.3 Comments and assessments:

- Overall, the Company's liquidity ratios did not show significant fluctuations compared to 2023. While some working capital ratios such as the days of inventory on hand and days of payable outstanding experienced notable changes, they did not materially affect the Company's liquidity which is reflected in the Company's cash and cash equivalents and short-term financial investments, which totaled over VND 487 billion as of December 31 2024.

- The Company's profit margin ratios in 2024 saw an average slight decrease of approximately 3% compared to 2023. During the year, the Company carried out several investments aimed at expanding into the Northern market, upgrading its barge fleet, and allocating substantial resources to integrate operational systems, optimize processes, and reposition its customer strategy. As these investments had not yet been fully optimized or reached their designed capacity in 2024, this also contributed to the slight decline in profit margins.
- In addition, investment return ratios such as ROA and ROE, along with other operational efficiency ratios, all demonstrated positive improvements in 2024.

*** Evaluation of the 2024 Financial Statements:**

The Supervisory Board has conducted a review of the Financial Statements of the Corporation for the fiscal year 2024, which concluded on March 24 2025, and hereby confirms the following:

- The Financial Statements accurately reflect the business and financial performance of the Corporation and are presented in accordance with the reporting formats stipulated in Circular No. 200/2014/TT-BTC dated December 22 2014 by the Ministry of Finance, as well as related supplementary and amended guidance circulars.
- The Financial Statements fairly, truthfully, and reasonably present the financial data of the Corporation for the fiscal year 2024 in all material aspects, Corporation's financial position as of December 31 2024.
- The Supervisory Board agrees with the audit results provided by Ernst & Young Vietnam Limited for both the separate and consolidated financial statements for 2024.

► Comment:

- Based on the results of its supervision and inspection activities, the Supervisory Board agrees with the contents of the evaluation report regarding the management and operations of the Board of Management and the Executive Board in 2024.
- The Corporation's operations over the past year have complied with the Charter of the Corporation, relevant regulations, and have strictly adhered to the Resolutions of the General Meeting of Shareholders and the Board of Management.

3. TRANSACTIONS, REMUNERATION, AND BENEFITS OF THE BOARD OF DIRECTORS, GENERAL DIRECTORS, AND SUPERVISORY BOARD:**a. Income of each member of the Board of Directors, General Directors, and Supervisory Board in 2024:**

Remuneration and benefits for members of the Board of Directors and Supervisory Board were implemented in accordance with the Resolution of the 2024 Annual General Meeting of Shareholders.

No	Member	Position	Remuneration (VND)
1	Mr. Dang Vu Thanh	General Director cum BOD member	2,333,128,369
2	Mr. To Huu Hung	Deputy General Director	860,000,000
3	Mr. Pham Hai Anh	Deputy General Director	854,100,000
4	Mr. Dang Doan Kien	BOD Chairman	675,160,462
5	Mr. Tran Tuan Anh	BOD member	516,128,369
6	Mr. Nguyen Mai Khanh Trinh	Head of Board of Supervision	201,084,054
7	Ms. Dinh Thi Phuong Vy	Board of Supervision member	183,790,115
8	Mr. Nguyen Dang Truong	Board of Supervision member	125,677,533

b. Stock transactions of internal shareholders: no transactions in 2024.

c. Transaction contracts with internal shareholders and related parties:

No	Organization/Individual Name	Relationship with the company	Transaction (VND)
1	Indo Trans Logistics Corporation	Ultimate parent company	Buying shares: 101,049,906,000
2	Bac Ky Investment Joint Stock Company	Related party	Rendering of services: 96,161,553,216
3	ITL VSIP Company Limited	Related party	Rendering of services: 80,485,503,058
4	South Logistic Joint Stock Company	Parent company's owner	Services received: 64,692,838,464 Rendering of services: 42,760,403,505
5	Sowatco Tri Phuong Joint Stock Company	Subsidiary	Lending interest: 44,425,000,000 Services received: 6,600,000,000 Lending interest: 806,441,547
6	First Logistics Development Joint Venture Company	Jointly-controlled entity	Rendering of services 41,514,002,720 Dividends received 15,910,000,000 Services received 495,980,482
7	Southern Port Joint Stock Company	Related party	Services received: 39,370,527,272
8	Vietranstimex MultiModal Transport Holding Company	Related party	Lending: 25,000,000,000 Lending interest: 1,555,671,229 Rendering of services 233,208,365
9	ITL Logistics Joint Stock Company	Related party	Rendering of services 19,908,416,309
10	Dong Nai Port Joint Stock Company	Associate	Dividends received: 17,250,000,000 Rendering of services 32,689,813 Services received: 4,520,000
11	Sotrans Logistics One Member Co., Ltd	Related party	Rendering of services 4,788,868,181 Services received: 39,000,000
12	ITL Binh Duong company Limited	Related party	Rendering of services 2,345,225,113
13	MLC ITL Logistics - Ha Noi Branch	Related party	Rendering of services 129,181,800

d. Implementation of corporate governance regulations:

The Corporation always complies with corporate governance regulations as prescribed by the State.

PART 6

FINANCIAL STATEMENTS

1. AUDITOR'S OPINION:

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Corporation as of December 31, 2024, as well as the consolidated results of its operations and its consolidated cash flows for the year then ended, in accordance with Vietnamese Accounting Standards, the Vietnamese Enterprise Accounting System, and relevant legal regulations on the preparation and presentation of consolidated financial statements.

2. AUDITED FINANCIAL STATEMENTS:

Southern Waterborne Transport Joint Stock Corporation has published the 2024 audited consolidated financial statements on the IDS.SSC system of the State Securities Commission, the CIMS system of the Hanoi Stock Exchange, and on the Corporation's website at: www.sowatco.com.vn, under the Investor Relations section, Financial Statements.

Respectfully./.

Ho Chi Minh, April 16, 2025

**CONFIRMATION OF
LEGAL REPRESENTATION OF THE COMPANY**



DANG VU THANH

Recipients:

- State Securities Commission;
- Hanoi Stock Exchange;
- BOD;
- Save: documents;



SOUTHERN WATERBORNE TRANSPORT CORPORATION (SOWATCO)

Headquarters: 298 Huynh Tan Phat st., Tan Thuan Tay ward, dist. 7, Ho Chi Minh city.

Tel: (84.28) 3872 9748

Website: sowatco@hcm.vnn.vn