
Hai Phong, March 22, 2023ACTIVITIES REPORT OF THE BOM
AT THE ANNUAL MEETING OF SHAREHOLDERS IN 2023
-----To: General Meeting of Shareholders of Ha Long Canned Food Joint Stock Company

Dear Shareholders!

The Board of Management ("**BOM**") would like to report on the overall performance of Ha Long Canned Food Joint Stock Company ("**the Company**") and the activities of the BOM in 2022 as follows:

I. ACTIVITIES OF THE COMPANY IN 2022

1. *Production and business activities of the Company in the last 3 years (From the year 2020 to the end of 2022)*

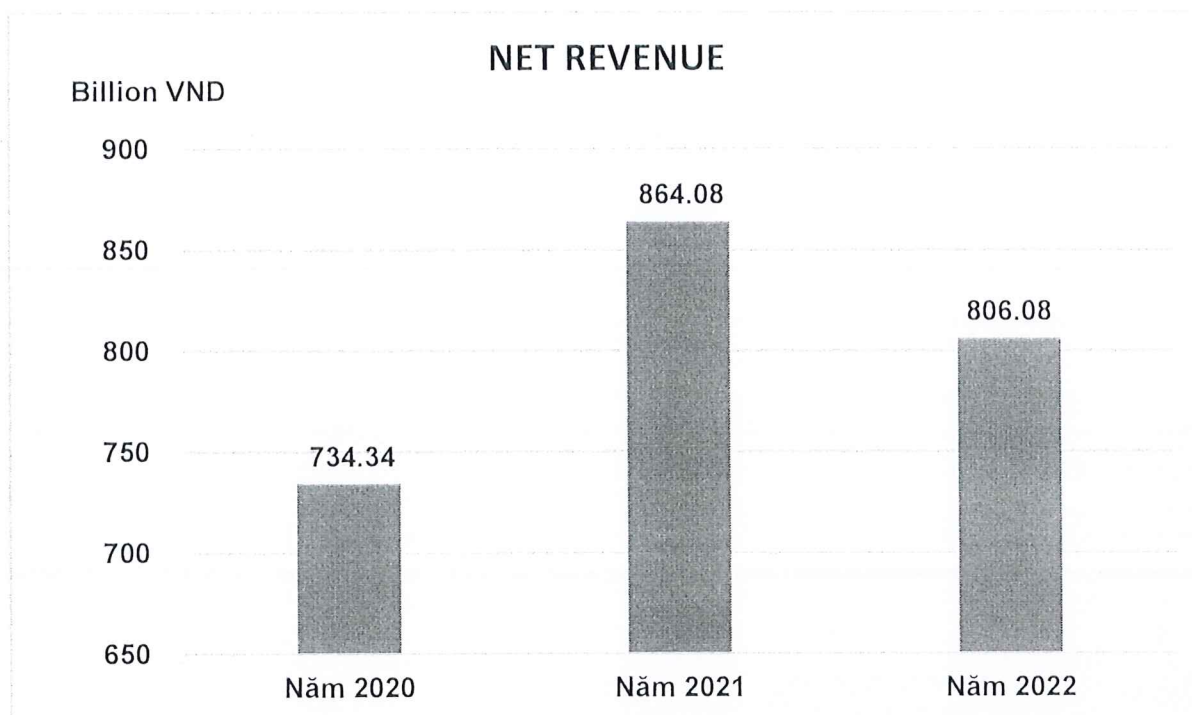
In order for the General Meeting of Shareholders ("**GMS**") to have an overview of the Company and its current position in the food processing industry in Vietnam, the BOM would like to review some basic indicators of the Company in the last 3 years (Year 2020; 2021; 2022)

(The figures below are taken from the Company's (consolidated) Annual Financial Statements - audited by PwC Vietnam. The factors of increase/decrease in prices of each product group over the past 3 years. offset / subtraction changes, do not have much impact on revenue targets).

Specifically, the data of the Company's basic indicators (consolidated) implemented in 3 years 2020, 2021 and 2022 are as follows :

(Unit: Billion VND)

Year	2020	2021	2022
Net Revenue	734.34	864.08	806.08
Profit before tax	22.90	38.22	20.09
Profit after tax	18.12	29.42	16.02
Undistributed after-tax profit	34.84	53.01	52.93
Dividend	9,00	12,50	7,5



Some general analysis:

Net revenue target The Company's net revenue includes net sales of domestic goods and net sales of exports (Halong Canfoco – Danang Company Limited). In recent years, the Company's net revenue has tended to increase and be more stable. In 2022, the Covid-19 epidemic was under control, and people's need to store canned food dropped sharply; however, compared to 2021, net revenue decreased by 6%.

Profit target In 3 years 2020, 2021 and 2022, the Company's pre-tax profit is 22.9 billion VND, respectively; 38.22 billion VND and 20.09 billion VND. The ratio of profit before tax/Charter capital of the Company (%) in the last 3 years over each year is: 46% in 2020; In 2021 it is 76%; In 2022 it's 40%. The ratio of profit after tax in 2022 / Company's charter capital (%) is 32%

2. *Production and business activities of the Company in 2022:*

2022 is the fifth year that the Company has developed production and business with a new orientation, changes and restructures the fields of the Company such as Market - Production - Human Resources - Financial Management.

As follows:

(Unit: Billion VND)

STT	TARGETS	Plan 2022	Execution 2022	Execution 20 21	Compare (%)	
					Plan 2022	Same period 2021
(1)	(2)	(4)	(5)	(6)	(7)=(5)/(4)	(8)=(5)/(6)
1	Net Revenue	916.97	806.08	864.08	88%	93%
2	Profit before tax	39.01	20,09	38.22	52%	53%

STT	TARGETS	Plan 2022	Execution 2022	Execution 20 21	Compare (%)	
					Plan 2022	Same period 2021
3	Profit after tax	32.00	16.02	29.42	50%	54%

In 2022, compared with the revenue and profit targets set by the 2021 Annual General Meeting of Shareholders, the Company has performed the following:

- Net revenue reached VND 806.08 billion, 12% lower than the plan in 2022 and down 7% compared to the implementation in 2021.
- Profit before tax reached VND 20.09 billion, 48% lower than the plan in 2022 and down 47% compared to the implementation in 2021.
- Profit after tax reached VND 16.09 billion, 50% lower than the plan in 2022 and down 46% compared to the implementation in 2021.

Regarding capital mobilization and use in 2022:

In 2022, the world's political situation with many fluctuations due to the influence of the Russian-Ukrainian armed conflict causes the risk of energy insecurity and global inflation. In order to ensure stable production activities, proactively sell prices and supply to the market, the Company needs to increase the reserve of main raw materials, especially for tuna, because this material is caught according to the season. During the year, the Company mobilized capital to reserve raw materials at commercial banks such as Vietcombank, Agribank, Eximbank and Vietinbank.

Regarding dividend payment for 2021

According to the profit distribution plan approved by the 2022 Annual General Meeting of Shareholders, the 2021 cash dividend payment rate of 25% of par value has been implemented by the BOM since May 2022 in accordance with the law.

Regarding the activities of the BOM, activities of independent BOM in 2022, the governance activities, and summary of the meetings of the BOM are shown in the Appendix attached to this report.

II. PRODUCTION AND BUSINESS PLAN IN 2023 AND DEVELOPMENT ORIENTATION

As the data presented on the production and business plan for the year 2022 in the report of the CEO, based on the socio-economic situation at home and abroad, economic organizations, financial experts, etc. Based on the assessment and direction of the BOM, the BOM of the Company would like to set forth the Company's development goals for the year 2023 and the following years as follows:

- HR strategy:
 - o Efforts to strengthen and perfect the core, professional staff with high discipline
 - o Develop a working environment that ensures employees' rights and working conditions
 - o Building a corporate culture of solidarity and unity to promote the sense of responsibility of each individual employee
 - o Continue to develop projects to share community responsibilities, connect businesses with communities and localities, and pay attention to social welfare work.
- Shareholder strategy:
 - o Enhance information exchange with shareholders and ensure efficiency for shareholders' investment
- Capital strategy:
 - o Leverage and increase capital mobilization to catch up with business opportunities
 - o Efforts to find solutions to increase property value
- Business strategy

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- Continue to balance capital, purchase and reserve raw materials, and store goods in a scientific, appropriate and efficient manner.
- Continue to manage and reasonably reduce costs, ensuring that the Company's activities are well and effectively operated.
- Continuing to grasp “new consumer trends” promoting and perfecting modern sales channels on digital platforms - e-commerce channels to adapt to the route-to-market strategy.
- Continue to advertise, promote, introduce products and how to process the Company's products at home... on social networks to reach and attract a large number of customers and consumers. The advertising, promotion and introduction of products on social networks will not be limited in quantity, space, time, content posted and minimize advertising costs for the Company.
- Continue to research to improve quality and diversify current products to meet many customer segments, continue to research, trade, process new products, essential and convenient products, consistent with new buying behavior – focusing on brand characteristics, product quality, food safety, meeting health needs and good service.
- Identifying specific competitive advantages, and implementing/expanding business ideas and projects in the country and in the international market.

In 2023, the Company expects to grow in net revenue and profit based on the Development Strategies of the BOM along with the initiative and efforts of the EB , the executives and the consensus of the BOM. All employees of the Company, the support of mass organizations in the Company, along with the enthusiastic contribution of shareholders, the support of State agencies and authorities at all levels.

Regarding the long-term outlook, we believe that the efforts implemented in 2022 will set the stage for the next phase of transformation and growth in the following years. The Company will continue to seize and make the most of opportunities and advantages, take the initiative in operating in accordance with the new context and situation, promptly respond to arising situations, and overcome difficulties. , weaknesses, risk reduction, positive changes, successful breakthroughs, dominating domestic market share, promoting and expanding export markets.

On behalf of the BOM, I would like to respectfully thank to all shareholders, customers, partners and organizations who have always supported, helped, and trusted us in the past time and hope to continue to receive your support and companionship in the near future .

We would like to express our sincere thanks to the members of the BOM for the past year, who have focused their efforts, and devotedly, and promptly directed all areas of the Company's production and business activities.

Thank you to the EB, Supervisory Board and all employees of the Company for their dedication, diligence, creativity and effort to perform assigned tasks .

We believe that with the support of our shareholders, the unity of the BOM, the Supervisory Board , the Executive Board, the support of inter-sectoral agencies and the unanimous determination of the employees, the Company will continue to thrive with many good results and new victories!

Best regards.

ON BEHALF OF THE BOM
CHAIRMAN

KHEK CHIN ANN



APPENDIX 01

(Report on the activities of the BOM at the Annual General Meeting of Shareholders year 2023)

1. Remuneration, operating expenses and other benefits of the BOM

- In 2022, the payment of remuneration to members of the BOM is made in accordance with Resolution No. 01/2022/NQ-ĐHĐCD approved at the 2022 Annual General Meeting of Shareholders.
- Operational expenses and other benefits of the BOM are implemented in accordance with the provisions of the Charter and internal regulations of the Company.

2. Summarize meetings of the BOM and decisions of the BOM.

In 2022, the BOM discussed and approved 39 resolutions. The crucial resolutions are as follows:

- Company:
 - o Promulgating the Regulation on Information Disclosure, Regulation on Financial Management, Regulation on Internal Audit
 - o Re-appointment of CEO and Chief Accountant
 - o Appointment of Deputy CEO
- Halong Canfoco – Danang Company Limited
 - o Issue the Charter and Regulations on financial management
 - o Change of Chief Accountant

Please refer to the details of the Resolutions of the BOM in 2022 in the Corporate Governance Report No. 02/2003/BC – HDQT dated January 27, 2023 disclosed by the Company.

3. Monitoring results of the BOM for the Executive Board of the Company

- Through the meetings of the BOM, the EB has seriously performed the reporting of the Company's operations and essential activities in Halong Canfoco – Danang Company Limited (Subsidiary); at the same time, strictly perform the tasks authorized by the Resolution of the BOM.
- The EB of the Company actively seizes opportunities, strives to perform well the tasks of production and business, mobilizes and uses capital effectively, manages costs well, develops markets, and market shares, and develop more modern distribution channels (offline, online) / improve the quality of existing products, develop more new products, specifically:
 - o About product distribution channels in 2022: In addition to maintaining and developing and expanding main sales channels such as GT Channel , MT Channel , Café Channel , Ha Long Mart, Ultimate Customers Channel, etc., the Company continues to promote sales through e-commerce channels, direct sales, etc. actively exploit new customers and develop new distribution forms in line with consumer trends.
 - o About new products: Year 2022 Company researched and launched 14 new products, Halong Canfoco – Danang Company Limited (Subsidiary) has launched more than 20 new products. The Company's products are increasingly diversified, suitable for many customer segments.
- Regarding the management activities of the Company, the Board of Management needs to continue to improve the management regulations to guide the operation, economic management... to further improve efficiency in production and business activities, preserving and developing capital, creating a driving force for the growth and development of the Company in the following years.

