



**2022**

**ANNUAL  
REPORT**

---

*FOR A VIETNAM ASPIRATION*



Bac Giang Lang Son Expressway

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# PART I - OVERVIEW



## 1.1. MESSAGES OF THE CHAIRMAN



### Dear our valued shareholders

First of all, on behalf of Deo Ca Traffic Infrastructure Investment JSC. (HHV), I would like to send our partners, precious shareholders, and all of the employees of the Company a respectful greeting and sincere thanks for your companionship and contributions to the company during the past years to establish Deo Ca brand as the foundation so that we can create and develop HHV as it is today. We are proud to be the leading investor in the field of transport infrastructure under the form of Public-Private Partnership with a total investment of ongoing projects up to more than **VND 50,000 billion** with

high technical requirements such as the tunnel chain Deo Ca - Co Ma - Cu Mong - Hai Van project, Phu Gia Phuoc Tuong tunnel project, expansion of National Highway 1 through Khanh Hoa province project, etc. These projects contribute to the reduction of fatal traffic accidents in the craggy passes along the central area of Vietnam. Throughout our development history, we have also successfully rebooted some stagnant projects such as **Bac Giang - Lang Son Expressway in the North, and Trung Luong - My Thuan Expressway in the South**, ... contributing to the momentum of the country's socioeconomic development.

In 2022, despite the unfavorable macroeconomic conditions, high inflation, and rising material prices causing many difficulties for our company's production and business activities, HHV still proved its capabilities thanks to flexibly applying many solutions, fully utilizing available resources to ensure uninterrupted activities, and fulfilling commitments with the Government and relevant authorities. Not only considering the business benefits of our company, HHV also participates in social activities and fulfills its responsibilities. Amid Covid 19 pandemic, HHV actively opened a tunnel system in the Central region that the company is operating, including Deo Ca, Co Ma, Cu Mong, Hai Van, Phuoc Tuong Phu Gia to support tens of thousands of people repatriated by motorbike via the tunnels safely (which is unprecedented). We also quickly repaired the roads when natural disasters and landslides hit, ensuring safe circulation for people and vehicles. Activities that show our gratitude to the locals are also among the main focuses of the Company. Utilizing the available advantages of modern machinery and equipment that have been invested while implementing PPP projects, HHV has recently been appointed as the general contractor for the construction of Phase 2 of the North-South expressway project, Quang Ngai - Hoai Nhon section, with a total estimated value of more than VND 13,000 billion.

With a centralized growth strategy and self-positioning in the aspiration of a prosperous Vietnam, our prioritized development is based on our strengths, in-depth capabilities, and core value of the business which is to invest in transport infrastructure, and build the "golden road that creates golden value". HHV has a clear orientation that it will focus on developing its main business activities: (1) Investment in traffic infrastructure projects; (2) General contractor of consultancy, project management, construction, and installation; (3) Management, operation, and exploitation of tunnels and highways; and (4) Expanding investment activities, real estate development and services associated with highways. In line with the Government's goal of completing an **additional 5,000 km of expressways** in 2021–2030, we have also prepared appropriate short, medium, and long-term plans. In the short term, HHV will promote construction and installation activities,

and manage and operate infrastructure projects to improve resources. We will continue researching and implementing infrastructure projects in the form of PPP in the medium and long term, ensuring a long-term and stable source of work and, in turn, increasing business value. Deploying the investment capital arrangement model for PPP projects according to the "3 P's" model includes going hand in hand with localities, proposing the central government budget to participate in the project (P1), being independent in terms of capital while optimizing production and business activities (P2), mobilizing investment capital via the stock market, bond issuance, business cooperation contract (BCC), domestic and foreign credit (P3). HHV is determined to maintain the position of **"leading domestic transport infrastructure investor with international vision"**. With the mindset of **"Think different; make a difference"**, HHV is building a corporate culture based on operating tools such as **"Concentration - Orientation - Quantification"** associated with the motto of **"Managing people - Managing work - Managing profits"**. Starting with a day-to-day calculation, HHV aims to create **"real value"** from specific projects and only **"adds real value"** from management optimization, cost reduction, public criticism, inadequate policies tackling, human resources planning, and investment for the future following the model of "a flock of birds overcoming the storm". With the available potential and strengths, the management and employees of Deo Ca Traffic Infrastructure Investment JSC. always seek, strive, and are determined to fulfill their commitment promptly when it comes to works, projects, and missions for a safe Vietnam and the life of its people. Sincerely thanks!

On behalf of the Board of Directors  
Chairman



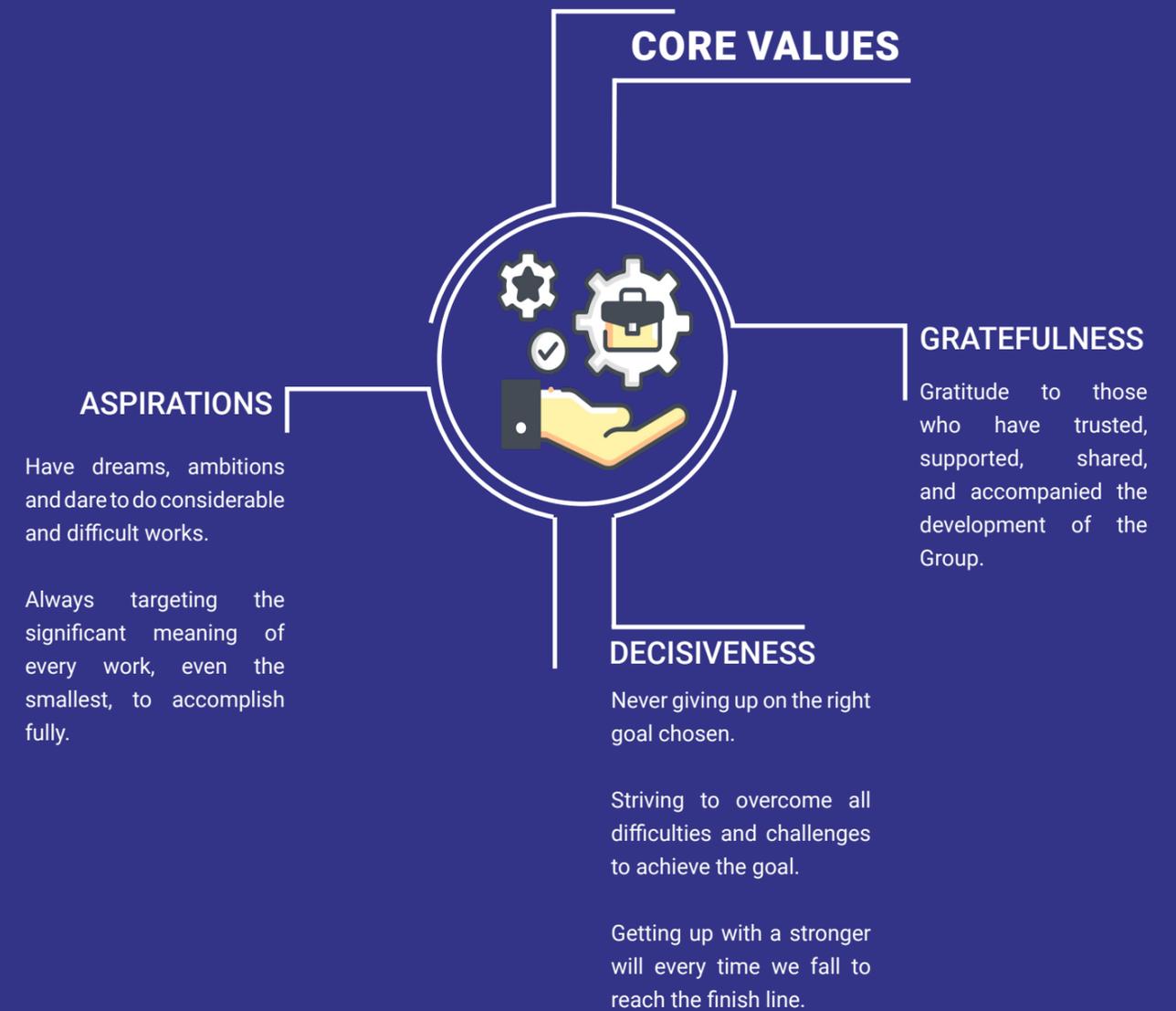
HO MINH HOANG

## VISION

TO BECOME THE LEADING TRANSPORT INFRASTRUCTURE INVESTOR,  
CONSTRUCTION AND INSTALLATION CONTRACTORS, AND MANAGEMENT  
AND OPERATION CONTRACTOR WITH AN INTERNATIONAL VISION.

## MISSION

FOR A SAFE LIFE FOR THE PEOPLE AND THE COUNTRY OF VIETNAM.



### 1.3. HIGHLIGHTS AND TYPICAL AWARDS



#### 1. The groundbreaking ceremony of Quang Ngai – Hoai Nhon Expressway project

##### Attending representatives:

Mr. Pham Minh Chinh–Prime Minister;  
Government delegation;  
Mrs. Bui Thi Quynh Van–Secretary of Quang Ngai Provincial Party Committee;  
Mr. Dang Van Minh–Chairman of Quang Ngai Provincial People’s Committee;  
Mr. Ho Quoc Dung–Secretary of Binh Dinh Provincial Party Committee;

##### The project scale

Quang Ngai–Hoai Nhon Expressway Project has a total construction investment of VND 20,470 billion with a total length of 88 km (Quang Ngai 60.3 km, Binh Dinh 27.7 km). The starting point of the project connects with Km127+720 of Da Nang - Quang Ngai highway (in Nghia Ky commune, Tu Nghia district) and the ending point intersects with Provincial Road 629, in Bong Son ward, Hoai Nhon town, Binh Dinh province. The project passes through the following districts: Tu Nghia, Nghia Hanh, Mo Duc, Duc Pho town, Quang Ngai Province, and Hoai Nhon town, Binh Dinh province.

The project is divided into 3 bidding packages: The first bidding package of the project is the VND 3,862-billion-package XL1 with a length of 30 km and a construction period of 34 months. The road is a first grade with 31 bridge works (4 second-grade bridges, 20 third-grade bridges, and 7 fourth-grade bridges). The contractors appointed to execute package XL1 are a joint venture of Deo Ca Group, JSC. - **Deo Ca Traffic Infrastructure Investment JSC.** (HHV) - Dacinco Construction Investment Co., Ltd.

Package XL2 with a value of VND 4,130 billion, and a length of 27.2 km, was constructed by the joint venture of Deo Ca Group JSC. - **Deo Ca Traffic Infrastructure Investment JSC.** (HHV) - Deo Ca Construction JSC.

Package XL3 with a value of VND 6,689 billion and a length of 30.8km, constructed by Deo Ca Group JSC - **Deo Ca Traffic Infrastructure Investment JSC (HHV)** - Deo Ca Construction JSC –Truong Long JSC.



## 2. The groundbreaking ceremony of Binh Dinh Province Coastal Road project

### Attending representatives

Mr. Nguyen Trong Nghia – Secretary of the Party Central Committee;  
 Mr. Ho Quoc Dung – Secretary of Binh Dinh Provincial Party Committee;  
 Mr. Nguyen Phi Long – Chairman of Binh Dinh Provincial People's Committee.

### Project scale

The starting point of the coastal road project is at the intersection between the backbone road of the Nhon Hoi economic zone and the road connecting to the spiritual area of Linh Phong pagoda in Cat Tien town, Phu Cat district. The ending point is adjacent to the Dien Bien Phu road project extending to Diem Van urban area, in Phuoc Thuan commune, Tuy Phuoc district.

The project has a total investment of more than VND 2,674 billion. This is a group A road traffic project, of which the central government budget is VND 1,800 billion while the rest is from the local budget. The expected construction period is 32 months.

Cat Tien–Diem Van Road is designed according to the standard of grade III delta road with a design speed of 80 km/h. The roadbed is 20.5 m wide, the asphalt road surface is 17.5 m wide with 2 lanes for motor vehicles and 2 mixed lanes. The median strip is 2 m wide and the curb is 1 m wide. The length of the road is 13.6 km, passing through Cat Tien town, Cat Chanh commune of Phu Cat district, and Phuoc Thang, Phuoc Hoa, Phuoc Son, and Phuoc Thuan communes of Tuy Phuoc district.



## 3. The groundbreaking ceremony of Prenn Pass project, Lam Dong province

### Attending representatives

Mr. Tran Duc Quan – Member of the Central Party Committee, Secretary of the Provincial Party Committee, Chairman of the Provincial People's Council;  
 Mr. Tran Dinh Van – Standing Deputy Secretary of the Provincial Party Committee, Head of the National Assembly Delegation of Lam VND Province;  
 Mr. Tran Van Hiep – Deputy Secretary of the Provincial Party Committee, Chairman of the Provincial People's Committee;  
 Comrades in the Standing Committee of the Provincial Party Committee and the Provincial Vietnamese Fatherland Front.

### Project scale

The investment project to upgrade and expand Prenn Pass in Da Lat city has a total investment value of VND 600 billion from the local budget. With a total length of 7.4km, 4 lanes, 15.5m wide roadbed, and 14.5m wide road surface (including reinforced curbs). Along the route, there is a redesigned viaduct at Km224+854, 4 car stops, and 2 lookout yards.



In the past, all the construction of large-scale tunnel works such as the Hai Van 1 tunnel required the help of foreign enterprises. However, Hai Van 2 which just inaugurated on January 11, 2021 has affirmed the position and wisdom of local scientists in mastering technology, design, construction, and operation of traffic works in general, bridges and tunnels in particular, on the basis of approaching and applying the achievements of the modern science and technology of the world. This is the longest tunnel in Southeast Asia connecting Thua Thien Hue province and Da Nang province, built entirely with Vietnamese technology by Vietnamese workers.

The operation of Hai Van 2 tunnel has made an important contribution to relieving Hai Van 1 tunnel and removing bottlenecks on the national arterial road; at the same time promoting socio-economic development, ensuring security and defense of the central key economic region. Therefore, the People's Committee of Thua Thien Hue province highly appreciated the achievements and directed the reward for HHV.

**Certificate of Merit from the Chairman of Thua Thien Hue People's Committee in the construction and expansion of Hai Van Tunnel Project.**



**Certificate of Merit from the Minister of Transport for recognition of achievements in the emulation movement "Spring of Year of the Tiger on traffic sites".**

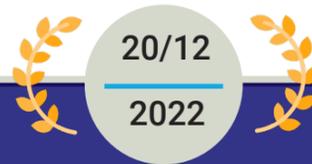
2022 was an important year, creating a foundation and motivation for the whole transport construction and investment industry to focus, implement and complete traffic infrastructure projects, especially key projects, on time, contributing to the successful implementation of the country's socio-economic development goals. Facing the complicated development of the Covid-19 epidemic that adversely affects the implementation of many transport infrastructure projects; to motivate and encourage all cadres, civil servants, public employees, workers, investors, project management boards, supervision consultants, contractors.. to save time and effort to overcome difficulties, striving to complete projects according to schedule, the Ministry of Transport launched the emulation movement "Spring of Year of the Tiger on traffic sites".

The emulation movement was deployed on all important national project sites of the Ministry of Transport, ensuring practicality, efficiency, and proper implementation of policies for individuals participating in the movement. The period of the emulation movement was from January 23rd, 2022 to the end of February 28th, 2022; The summarizing and rewarding ceremony was right after the end of the movement. HHV has directly participated in the construction of many key projects and attained many outstanding achievements, contributing to the overall success of the emulation movement.



After the completion and operation of Hai Van Tunnel 1 and 2, the operation and management unit of HHV has deployed to operate the tunnel and the route safely and effectively, ensuring safe traffic flow between Thua Thien Hue province and Da Nang City. To recognize the well-deserved achievements, the People's Committee of Thua Thien Hue Province issued a certificate of merit to encourage the staff of the company.

**Certificate of Merit from the Chairman of Thua Thien Hue Provincial People's Committee in the management and operation of the Hai Van Tunnel Project in 2022.**



**Certificate of Merit from the Director of Da Nang City Police Department for building the movement to protect national security in 2022.**

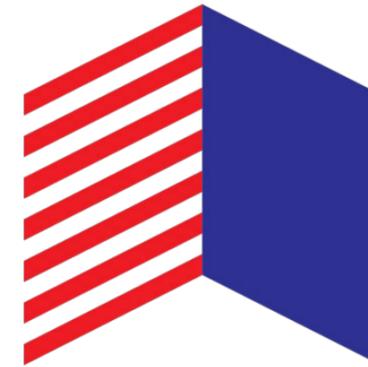
After the completion and operation of Hai Van Tunnels 1 and 2, the security and public order in the territory of the two provinces have also become more complicated. In particular, theft and drug injection started to take place more frequently. In light of the situation, HHV established numerous security groups in the areAs at Da Nang City and Thua Thien Hue province and issued documents to the local police to maintain local order and security together. In the process of cooperating with the authorities, HHV helped to arrest many subjects and eliminate many places of social evils injection. To commend the valuable achievements of HHV, the Director of Da Nang City Police Department decided to reward the Company with a certificate of merit.



## NOTABLE AWARDS OF 2022

After the completion and operation of Hai Van Tunnel 1 and 2, the operation and management unit of HHV operated the tunnel and the route safely and efficiently, ensuring the circulation of inter-connected traffic between Thua Thien Hue province and Da Nang City. In recognition of these achievements, the People's Committee of Da Nang City issued a certificate of merit to encourage and motivate the staff of the company.

### Certificate of Merit from the Chairman of Da Nang City People's Committee in the safe management and operation of the Hai Van tunnel in 2021 and 2022.



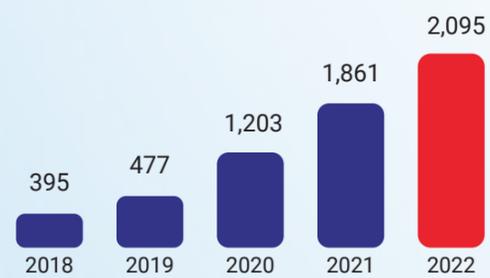
# DEOCA INFRASTRUCTURE



1.4. KEY PERFORMANCE INDICATORS (KPIs)

# Revenue increased by 5 times in 5 year

2018-2022 Net Revenue (Billion VND)



2018 - 2022 Profit after tax (Billion VND)

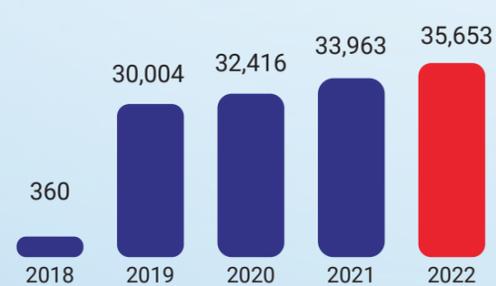


2018 - 2022 Owner's Equity (Billion VND)



2022 was a particularly difficult year for the economy in general and the construction industry in particular. In the first half of the year, construction enterprises faced a steep rise of construction material prices in which the prices of cement, iron and steel... increased simultaneously, causing construction projects to be severely affected. In the second half of the year, the corporate bond market was negatively affected due to the impaired confidence of investors caused by Tan Hoang Minh and Van Thinh Phat Group scandals. The bottleneck in the bond market elevated the capital pressure to many real estate investors and businesses. However, thanks to the immediate instructions and increased supervision of the Board of Directors, HHV has overcome the aforementioned difficulties and achieved certain achievements. Specifically, HHV still maintained excellent management, operation and regular maintenance of tunnels, conducted stable toll collection at 15 stations as well as implemented uninterrupted construction activities at projects site. In terms of business results, the 2022 consolidated net revenue of HHV reached VND 2.094,58 billion, increasing by 12.53% year over year (YoY) and achieving 83.25% of the proposed plan. Although HHV has proactively implemented countermeasures, the increased price of construction materials still diminish the gross profit margin of the Company by 1.16 percentage points to 48,53% in 2022. Financial expenses increased by 17.58% YoY, as the lending rates at banks simultaneously increased. Thanks to the competent control of business administration costs and other expenses, the company's net profit margin is only slightly affected. By the end of 2022, the Company's consolidated profit after tax reached VND 297 billion, corresponding to the growth rate of 2.33% YoY and 75.10% of the profit proposed plan.

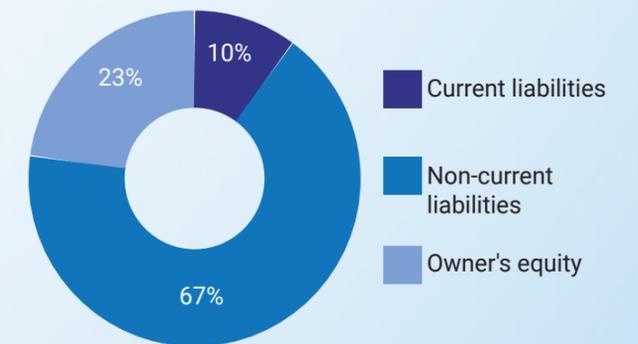
2018 - 2022 Total assets (Billion VND)



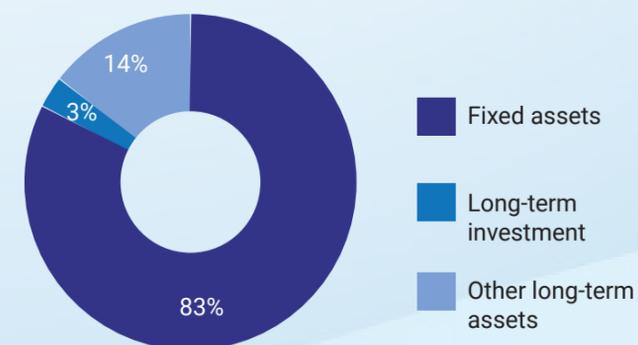
**ROE**  
8.33%

**ROA**  
0.83%

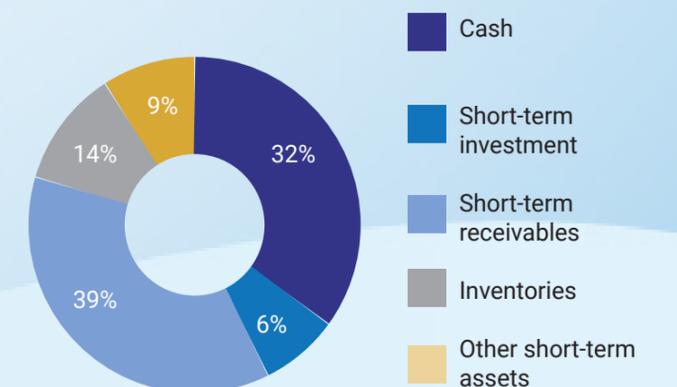
Capital Structure



Non-current asset structure



Current asset structure



## PART II - DEVELOPMENT STRATEGY



## 2.1. ABOUT DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC.

Company name	DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC.
Business registration certificate	0400101965, issued by the Department of Planning and Investment of Da Nang city on June 24, 2010, registered for the 31st change on March 24, 2023
English name	DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC.
Company logo	
Headquarters	Km11 + 500 routes leading to the south of Hai Van tunnel, Hoa Hiep Bac ward, Lien Chieu district, Da Nang city
Phone	(0236) 3730 574
Fax	(0236) 3842 713
Email	info@hhv.com.vn
Website	http://hhv.com.vn/
Ticker	HHV
Charter capital	3,078,044,500,000 VND (In words: Three thousand and seventy-eight billion, forty-four million and five hundred thousand VND)
Number of outstanding shares	307,804,450 shares
Legal representative	Mr. Nguyen Quang Huy – General Director

# 2,095

Revenue (billion VND)

# 297

Profit after tax (billion VND)

# 35,653

Total assets (billion VND)

# 1,285

Employees

# 07

Branches

# 02

Representative offices



## 2.2. HISTORY AND DEVELOPMENT

1974 - 2009

**1974:** The predecessor of the Company was Thong Nhat Workshop under the Construction Board 67 according to Decision No. 574/QĐ - TC dated May 10, 1974. In 1975, the company name was changed to Thong Nhat Automobile Overhaul Factory at the Cup bridge, Quang Binh Province with the main task is to overhaul and repair damaged and degraded cars during the war.

**2009:** After many changes of name, head office address, business type, management structure, and operation model, the Workshop became a state-owned enterprise with the name: Hai Van Tunnels Management and Operation One Member Co., Ltd.

2014 - 2015

**2014:** Implementing the plan to securitize state-owned enterprises according to Decision No. 3079/QĐ-BGTVT dated October 4, 2013 of the Ministry of Transport, Hai Van Tunnel Management and Operation One Member Co., Ltd. transformed into Hai Van Tunnel Management and Operation JSC. with the main function of managing, operating and regularly maintaining Hai Van tunnel - the longest tunnel in Southeast Asia.

**2015:** Hai Van Tunnel Management and Operation JSC. officially became a public company according to Official Letter No. 1516/UBCK-QLPH dated April 2, 2015 by the SSC. After that, the Company's shares were approved for first registration on UPCoM on November 24, 2015 with ticker symbol HHV. December 18, 2015 is the first trading day of HHV on UPCoM.

2019 - 2021

**2019:** Hai Van Tunnel Management and Operation JSC. officially changed its name to Deo Ca Traffic Infrastructure Investment JSC according to the decision of the AGM on July 26, 2019. At the same time, the AGM approved the policy of investing in transport infrastructure project enterprises.

**2020:** After many shares issuance to increase capital, the total charter capital of the Company reached VND 2,673,840.9 million.

**2021:** Overcoming difficulties and challenges of the Covid-19 pandemic and the general difficult situation of the economy, the Company's production and business activities achieved many positive results. HHV shares were approved for listing on HSX. January 20, 2022 is the first official trading day of HHV shares on HoSE.

2022 - Now

**2022:** After the conducting share offerings to existing shareholders, the charter capital increased to VND 3,078,044,500,000.

**Now:** The company is operating in a parent-subsidary model with 03 Subsidiaries and 03 Affiliates. With many years of experience in the field of investment and construction, management, operation and maintenance of the transport infrastructures, the Company is the main contractor of many transport infrastructure projects with large capital scale and national importance, of which are the tunnel projects via Ca Deo, Hai Van, Phuoc Tuong - Phu Gia tunnel, Bac Giang - Lang Son expressway, Trung Luong - My Thuan expressway, section of National Highway 1A via Khanh Hoa province, etc.



## 2.3. BUSINESS LINE

The company has registered a total of **86** business line across many different operating fields; in which, the main business lines, accounting for the majority of the total revenue of the Company are:

### 1. Investment activities in transport infrastructure projects

In 2019, HHV's General Meeting of Shareholders approved the policy of investing in BOT road transport infrastructure projects. At present, HHV is the direct investor of many projects across the country, including: (1) Tunnel project via Deo Ca, including: Deo Ca tunnel and Co Ma tunnel, Cu Mong tunnel, Hai Van tunnel; (2) Bac Giang – Lang Son Expressway; (3) Phuoc Tuong and Phu Gia tunnels; (4) Investment in construction and expansion of National Highway 1, section via Khanh Hoa province. All projects have been put into operation with toll revenue in 2022 reaching nearly VND 1,800 billion.

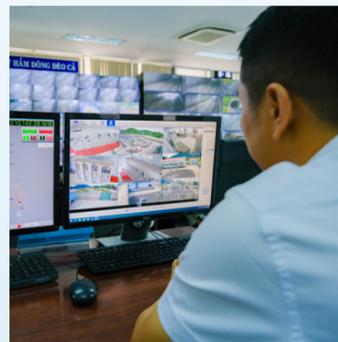


### 2. Construction of transport infrastructure projects

- Implementing the construction and installation of various traffic construction projects in the form of PPP: Hai Van 2 tunnel, Phuoc Tuong - Phu Gia tunnel, Trung Luong – My Thuan expressway, Cam Lo – La Son expressway, Cam Lam - Vinh Hao expressway project, etc.
- Implementing the construction and installation of public investment packages: Upgrading and expanding Prenn pass; Quang Ngai - Hoi Nhon expressway, North - South expressway packages, etc.
- HHV has numerous experience and capacity in constructing transport infrastructure projects and obtained the construction certificates of Grade III for Bridges, Grade II for Tunnels, and Grade I for Roads.

### 3. The leading operation, management and regular maintenance of traffic infrastructure in Vietnam

Currently, HHV is a leading unit in the field of operation, management and regular maintenance of traffic infrastructure project. Specifically, HHV has managed and operated safely and soundly for more than 25km of tunnels, more than 275km of highways and national highways, together with the management of 15 toll stations.



### 4. Other activities

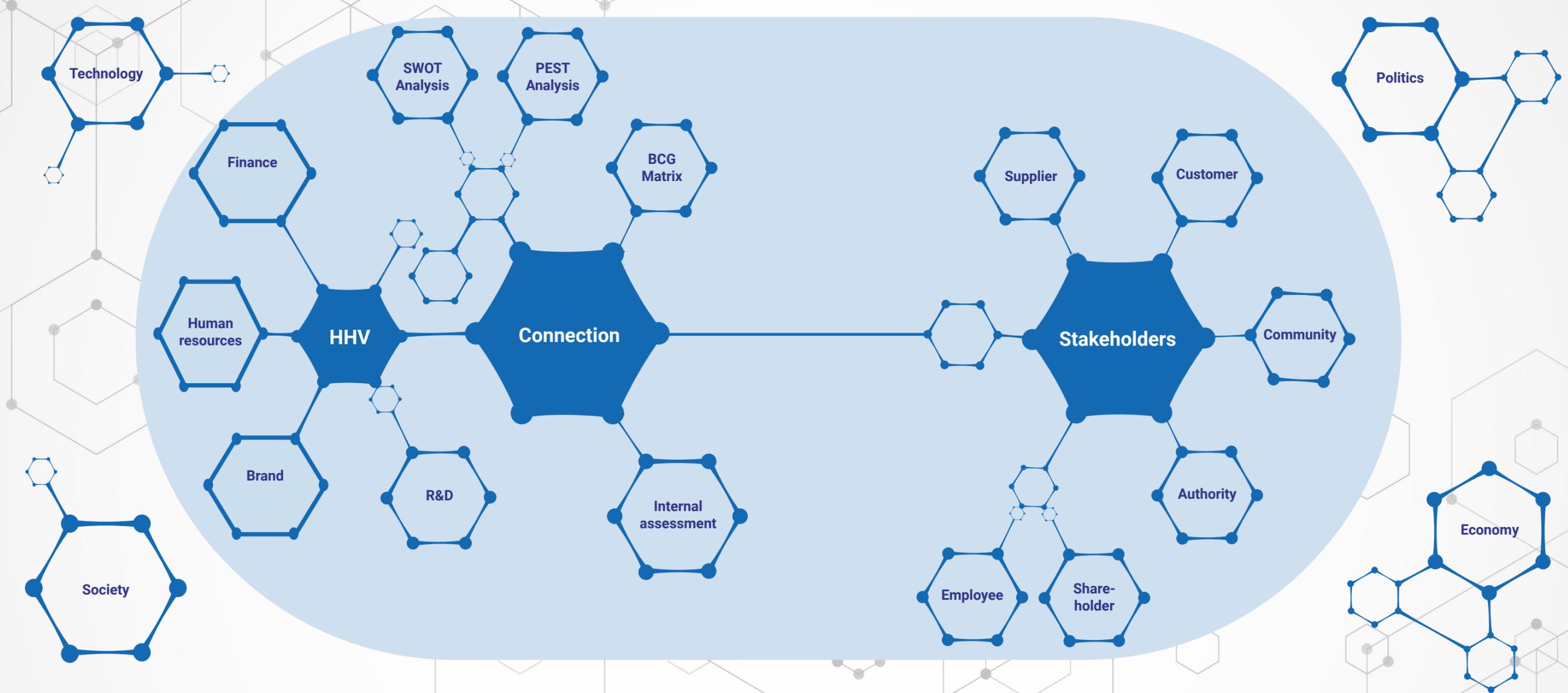
- Besides the main activities, the Company also operates in:
- Providing transit services for people and vehicles through the tunnel, specifically: transporting vehicles as well as driver and pedestrians through Hai Van tunnel by special-use vehicles;
  - Leasing real estate, i.e. apartments;
  - Processing and manufacturing a number of mechanical products such as bridge railings, soft guardrails, signs and other products;
  - Conducting other commercial activities (lease of equipment and machinery, supply of bottled drinking water, ..)

## BUSINESS AREA



The company has a wide business area and is constantly expanding to other provinces and cities across the country.

## BUSINESS MODELS, ASSESSMENT OF INTERNAL AND EXTERNAL FACTORS



### BUSINESS MODEL

HHV's management team is always proactive in forecasting and analyzing changes in the business environment to understand the factors that are creating opportunities or risks for the Company. The business model above describes a systematic research process to make cross-cutting strategic decisions for HHV's business over a five-year period (2021–2025).

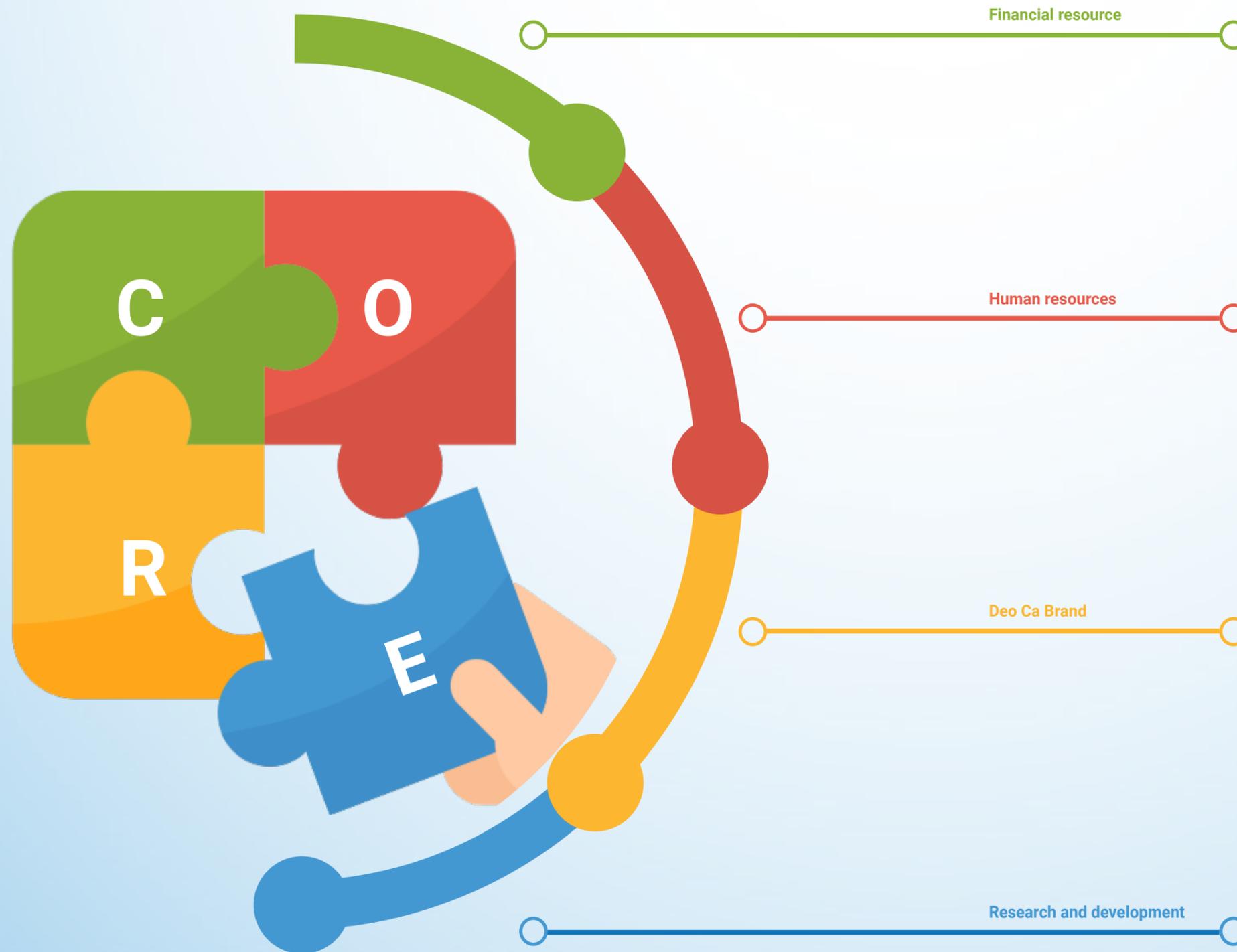
Firstly, the identification of internal and external factors is extremely important to assess the growth dynamics for HHV. This is the foundation to help the management make appropriate decisions related to distributing or focusing resources on developing key factors to promote the development of HHV in the future. During the production and operation process, the method to use inputs effectively is a decisive factor in creating value, including: Economic value

(solid growth in revenue and profit, dividends for shareholders); Value added for clients (superior construction products and services); Material and spiritual values for employees (welfare, working environment, income,...); Benefits for other stakeholders (society, environment,...).

For HHV, we determine the factors affecting the operation of the business including internal factors (financial resources, human resources, Deo Ca brand, experience in research and development of transport infrastructure projects, etc.) has been built and consolidated over the past 50 years, along with taking advantage of external factors such as politics, economy, society, technology, towards the goal of strong and sustainable growth of HHV in the future. Parts 2 and 3 below is a detailed assessment of the factors driving HHV's growth at the time this report being released.

## INTERNAL ASSESSMENT

04 main internal factors creating the driving force for HHV's growth include:



HHV advocates diversifying the capital structure to implement transport infrastructure projects in the form of PPP, at the same time successfully applied the 3P model, which in turn increases the project efficiency and reduces investment risk. Being listed on the Ho Chi Minh City Stock Exchange (HOSE), HHV has many opportunity to approach and raise fund from the public capital through many forms such as raising equity, issuing bonds, raising fund from cooperating with business partners, etc.

The Company build the workforce with high professional competence, high sense of responsibility, progressive, innovative and creative thinking. All members in the company is "tempered and honed" by the 7T culture: Sincerity – Devotion – Intellect – Confidence – Faithfulness – Pride – Gratefulness. These factors always associated and intermingled flexibly with each other in each activity, orientation and daily behavior and communication of each employee with work, partners, and clients. Determining the human factor is the important factor in the successful implementation of the development strategy, the Company always focuses on training human resources, collaborating with universities across the country to screen and recruit young workers with high quality. HHV also organize training courses regularly to improve personnel skills.

HHV is proud to be a member of Deo Ca Group ecosystem who has a sustainable development ground based on the brand position of the Group. For decades, "Deo Ca" brand has built a great reputation through successful rescue and implementation of difficult projects that are capital intensive and highly technical. To commemorate the key transportation infrastructure of the country in the reform period, it is impossible not to mention the Deo Ca brand with position of a leader in the industry. Each project completed by Deo Ca affirms the dedication and quality that has been our top priority. Being an inseparable from the general orientation, Deo Ca Traffic Infrastructure Investment JSC is also an extremely important piece in the Group's journey to create a great brand.

Currently, HHV is accompanying Deo Ca Group and other prestigious partners to promote the research and investment in large projects that are being put into early operation such as: Huu Nghi - Chi Lang Expressway, Dong Dang - Tra Linh Expressway, Tan Phu - Bao Loc Expressway, Metroline project, high-speed railway, real estate project, highway rest stops, ... The implementation of these projects in the near future will be the premise for the continuous development of the Company in the coming period. Every project contributes to the creation of abundant workload and seamlessly operation that will further enhance the corporate value, diversify the business activities and create jobs for local people. At the same time, these projects create essential products to serve the public demand and promote the development of the economy - culture - society between regions. R&D activities thus becomes a core activity that contributes to the creation and increment of value for the company.

## ASSESSMENT OF EXTERNAL FACTORS BY PEST ANALYSIS

Politics - Economy - Society and Technology are external factors that have a profound influence on HHV's business operations and strategic management decisions. PEST analysis is one of the tools applied by the Management to assess the importance of the external factors to the business activities of the enterprise in each period, thereby providing long-term strategic orientation. Along with the development of the country's economy, the PEST analysis below shows that the continued implementation of public investment projects in the period of 2023 - 2025 promises to bring long-term growth potential for the company.

### 1. Politics:

The regions across Vietnam territory is still HHV's main market, so that the company has many political advantages in conducting business activities because the public investment is being facilitated by the Vietnam government. Being one of the most important factors contributing to the aggregate demand in the recent years, the government has been giving drastic direction to the relevant ministry and divisions to give advice on promoting disbursement of public investment capital. **Not only acting as a stimulus tool for economic growth and performing the function of the state's investment, public investment is also an important link contributing to stable regulation of macroeconomic indicators in a market-oriented socialist economy.** Therefore, public investment is considered a regular task and a top priority of the government in the coming period. Currently, the biggest limitation is the disbursement progress of public investment capital. The statistical data over the past 5 years shows the disbursement ratio only reached 73% in 2017, 66% in 2018, 67% in 2019, 82% in 2020, 72% in 2021 and continued to decline to 67.27% in 2022. These numbers shows the actual disbursement of public investment was quite below the government's expectations. The main reason is that the investment plan did not follow the

actual implementation and the site clearance faced many difficulties. Besides, the appraisal and approval procedures were complicated while the market price of the production factors in general and raw materials in particular still fluctuated greatly due to the repercussion of the COVID-19 pandemic.... To tackle the above problem, many policies have been issued promptly and deployed drastically by the government. For example, the Resolution No. 39 of the Central Government that helps improve the efficiency of management, utilization and promotion of the economy's resources. The Law on Public Investment and detailed implementation decree; The Decree that stipulates the order and procedures for appraising national important projects, monitoring and evaluating investment; The Resolution of the Government on key assignments and solutions to promote economic growth, disbursement of public investment and sustainable exports in the late 2021 and early 2022; ...

Although there are still many challenges, with the determination of the whole political system to promote public investment and disbursement of public investment capital, the opportunities for HHV in particular and the public investment construction industry in general still has the potential for expansion.



Trung Tuong My Thuan Project

### 2. Economy

Vietnam's economy is forecasted to be strongly influenced by fluctuations of the world economy in the upcoming period, in which unfavorable factors include: the deceleration of the global economy, the impact of conflict between Russia and Ukraine, with the sign of high inflation in major economies around the world causing a series of central banks to hike interest rates sharply. Besides, although China no longer maintains a "zero Covid" policy, the full recovery of the trading activities between two countries still face many hindrance,...

However, HHV's management evaluates that the public investment in 2023 still has many rooms for growth for a number of reasons. First of all, many projects under the Economic-Society Recovery and Development Program has been under development. Until recently, these projects have fundamentally finished the preliminary

capital allocation while many others have completed the procedures. In the first days of 2023, there had been 12 component projects of the Phase-2 North-South expressway being simultaneously commenced. At this time, raw material prices and interest rates have also begun to show signs of cooling down, thus, reducing the burden of input costs and financial costs of the infrastructure construction businesses. Besides, the post-pandemic period opens up numerous great opportunities to welcome the wave of FDI into Vietnam. With past records of controlling the COVID-19 epidemic effectively, maintaining stable production and business activities in the country, Vietnam has been considered as a safe, potential and attractive investment destination for the foreign investors who wish to diversify the global supply chains and production.





Bac Giang - Lang Son Expressway

### 3. Society

With the Company's activities being closely associated with the infrastructure throughout Vietnam, each investment project of HHV has been considered to ensure both social security and benefits for people's lives. With profound awareness that public investment is a government tool for promotion of interregional society-economic development, HHV always focuses on bringing public investment to underdeveloped and disadvantaged areas with the purpose of closing the culture gap between regions.

Specifically, for each public investment project, a large amount of "prime capital" is injected into the locality, which in turn will awaken the great potential of social and economic development in each of those areas. HHV has been developing transport infrastructure,

helping create efficient synchronous transport network, covering from urban to rural areas, creating favorable conditions for the transportation of goods and passengers. In addition, the implementation of projects in these localities also helps to reduce unemployment rate, solve the employment issue for many local people and contribute to GDP growth.

With these practical contributions, HHV is proud to be an enterprise whose sustainable development goal is inseparable from the common goal of the society as a whole. HHV always accompanies the country towards new achievements in the journey to develop urban areas, builds new rural areas and ensures national security and defense.

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**With profound awareness that public investment is a government tool for promotion of interregional society - economic development, HHV always focuses on bringing public investment to underdeveloped and disadvantaged areas with the purpose of closing the culture gap between regions**

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### 4. Technology

Vietnam is a developing country whose technology background is still behind compared to most developed countries. Therefore, most local enterprises – including HHV – are still facing many difficulties in terms of operation and management process, expenses, human resources and business performance optimization.

Following the global general trend, the Party and Government is spending great care about promoting digital transformation in Vietnam. Resolution No. 52-NQ/TW of the Politburo emphasized the urgent requirement need to accelerate the digital transformation process. With the rapid development of the 4.0 industrial revolution, in order to build a smart infrastructure system and a smart nation, it is impossible not to apply the digital technology in the field of transportation infrastructure development.

**In line with the strategic direction of applying technology to improve the Group's business performance, Deo Ca's management had signed a cooperation agreement with the Construction Consultant A2Z, JSC. (A2Z) and Marine engineering & design consultancy, JSC. (Portcoast) on the application of digital technology in surveying, designing and managing transport infrastructure projects.** This technology is expected to help improve productivity, minimize the negativities, and standardize measurement, topographic control, construction quality management, etc. This is considered a new step for the Company in absorbing technological achievements into the research and development activities.



## 2.5. S.W.O.T. ANALYSIS

**S1 - Brand reputation:** HHV is a member of Deo Ca Group ecosystem. Over 35 years of establishment and development, "Deo Ca" is currently the leading brand in the field of investment, construction and project management of transport infrastructure in Vietnam. During the implementation and completion of complex projects, the Management has applied the theories and practices creatively, implementing a distinguish business model and applying intelligent management tools such as: The doctrine of Three, a Day-to-day Calculation, Story of Three, .. to create Deo Ca brand with the slogan "Think different; make a difference".

**S2 - Outstanding construction and project management capability:** HHV is a leading organization in the field of operation, management and regular maintenance of traffic infrastructure. Specifically, HHV is managing and operating safely and soundly more than 25km of tunnels, 275km of highways and national highways, along with 15 toll stations. In 2022, HHV took over the management of Mui Trau tunnel on La Son Tuy Loan expressway and more than 51km of Trung Luong - My Thuan expressway; thereby, affirming its professional strength in the field of management and operation of transport infrastructure, especially projects with high technical requirements such as tunnels and highways.

**S3 - Bidding strengths based on experience:** HHV has a wealth of experience and proven capability through the completion of many key projects, ranging from tunnels, highways, bridges, ... Therefore, it has a great advantage against other bidders when bidding for new infrastructure project.

**T1 - Economic risks:** Since the outbreak of the Covid-19 epidemic, the world has faced many challenges. Unprecedented risks appear more frequently, leading to the quick changes of many developed countries' policy. Tightened fiscal and monetary policies to curb inflation have affected the recovery and economic growth of many economies. Some have begun to show signs of recession.. Vietnam is an open economy with a great degree of connectivity with the world and, therefore, heavily affected by the above risks. The construction industry in general and HHV in particular, which has a close relationship with the growth cycle of the economy, is not an exception to this impact.

**T2 - Interest rate risk:** In the past year, market interest rate fluctuated constantly with many policies being issued such as: tightened monetary policy, interest rates ceiling, etc. With the common traits of the construction industry that debt accounts for a high proportion of total assets, the pressure to pay back interest every year is relatively substantial. Specifically, interest expense in the past 3 years has fluctuated around VND 450 - 650 billion, equivalent to 30% of the consolidated revenue. Interest rates have increased sharply since the end of October 2022 which, in turns, increased debt repayment pressure on the cash flow of the company. The 2023 outloo is still not very optimistic when even though inflation shows signs of cooling down, but at a slower rate than expected; the interest rate level can continue to remain at a high level for the whole year of 2023 while Global growth is gradually declining.

**T3 - Industry-specific risks:** Infrastructure investment typically requires large amount of capital and is dependent on the ability to raise capital from different sources. The total investment can be amount to tens of trillions. Therefore, businesses in the industry need significant additional funding sources to finance these projects.

**W1 - Long payback period:** The scale of transport infrastructure investment projects are substantial with pay-back period that can last up to 20-25 years. Cash flow from toll collection in the early years of the project is not abundant.

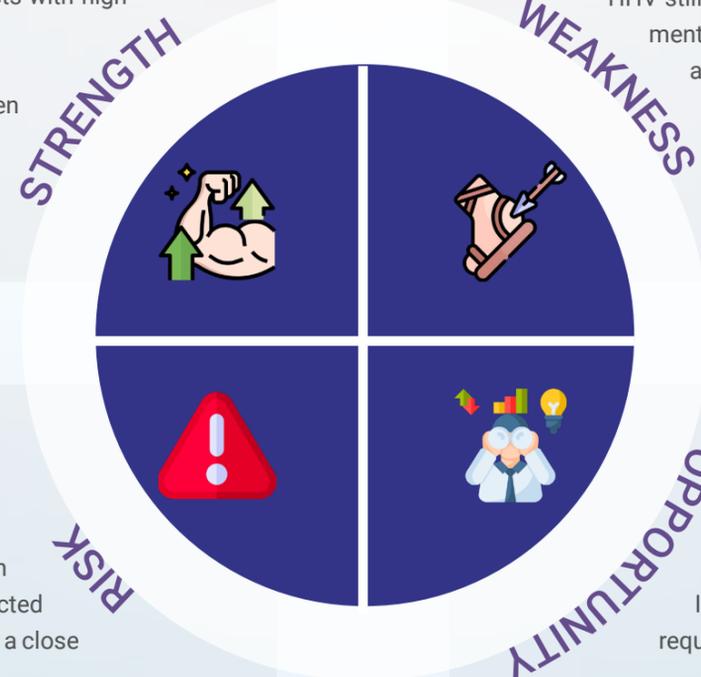
**W2 - Limited competitive advantage in tunnel construction:** Despite its strength in road construction, HHV still does not have much experience in tunnel construction, as this is still the dominant segment of the parent company, Deo Ca Group. HHV is actively participating in new bidding packages and accumulating experience to develop this field more in the future.

- 01 - **The increasing capital poured into public investment:** The National Assembly has approved the 2023 public investment plan with a total capital of VND 700,000 billion, an increase of about 25% (about 140,000 billion VND) compared to the 2022 plan and an increase of 260,000 billion VND compared to the 2021 plan (the first year of the 2021-2025 medium-term public investment plan). In 2023, the total capital of the Socio-economic Recovery and Development Program is required to disbursed entirely.

- 02- **The Government prioritizes the public investment roadmap expansion:** Traffic infrastructure is one of the key points of the public investment plan for 2023 as well as for the whole period of 2021 - 2025. The capital allocation for transport infrastructure development will continue to be prioritized (expected to be 52% of total investment capital from the central budget). Recently, the Ministry of Transport has issued a document requesting a number of localities to speed up site clearance for component projects the 2021-2025 North-South Expressway in the East.

The enormous capital poured into public investment projects bring about opportunities for public investment businesses, which is expected to create spillover effects to many other industries such as construction and real estate. Thereby, it is considered as the main driving force for the economy.

With these positive signals, investment in transport infrastructure is still considered a trend in Vietnam. Both the essential needs and the Government's orientation show that transport infrastructure development is necessary for the development of economy.





Quang Ninh Coastal Road Tunnel

## SOLUTIONS TO ENHANCE HHV'S POSITION IN 2021-2025

The immediate priority of the Management is to continue to promote the company's strengths, overcome weaknesses and take advantage of opportunities to overcome the common challenges of the economy as well as specific difficulties of the industry. By maintaining periodic SWOT analysis and ensuring the objectivity of information, the Management has a solid foundation for setting new goals and devise practical solutions to enhance its position. This is also one of the goals in development strategy for the period 2021-2025 and vision to 2030.

Specific solutions in the coming period are as follows:

**[S2 + S3]** Promote the exclusive strength in management and operation of tunnel projects and the leading position in the field of investment and construction of transport infrastructure in Vietnam: Being aware of its own strengths, HHV's development strategy is conformed in line with the Government's orientation to develop the country's transport infrastructure with a system of 5,000 km of North-South expressway and 1,545 km of North-South railway.

**[S2 + S3 - W2]** Based on internal strengths to overcome weaknesses in tunnel construction: With extensive experience in bidding as well as management and construction of the road projects, HHV will continue to receive technology transfer from the parent company, and at the same time, participate in tunnel projects to accumulate experience to improve construction capability and aim towards the implementation of larger and more complex projects in the future.

**[S1 + O1 - T1]** Capitalizing on opportunities to attract new capital and overcome the difficult period of the economy thanks to the existing reputation: HHV will continue to improve its construction capacity as well as build good relationships with local people and management agencies at where HHV is implementing projects. This will help HHV increase the probability of winning public investment projects that the government is planning, creating jobs for employees, and bringing more value to the community and its shareholders...

**[O1 - T2]** Seizing business opportunities in the public investment segment: The operational efficiency of the company has been proven in the past year and opportunities opened up by the Government at this stage shows that HHV has great potential if continuing to operate in the transport infrastructure industry. Specifically, in 2022, the consolidated financial data shows that the Company still demonstrates outstanding performance with consolidated revenue in 2022 growing 12.5% YoY and profit after tax reached nearly VND 300 billion, up by 2.5% YoY.

**[S3 - T3]** Applying management experience to avoid long-term financial risks: Facing the immediate risks, HHV has deployed appropriate policies and tools to control the input cost and improve the business operations efficiency. Also, the Company always allocates capital proactively and makes detailed plans before participating in investment projects to limit financial risks. For future projects, the Company will actively seek funding from credit institutions, conduct research on the economic conditions, and the legal framework thoroughly before making an investment decision. In addition, the Company also applied many measures in parallel to minimize financial risks such as seeking support on interest rates, debt restructuring and other support policies from banks and other financial institutions locally and abroad.

**[O2 - T2]** Benefiting from the government policy to minimize interest rate and bad debt risks: Currently, with the projects that has put into fee collection, the Company will adjust the fee collection time in the event of inflation, high interest rates,... to ensure the ability to recover the allocated capital (this is a condition specified in the BOT contract signed with the authorized state agency).

## 2.6. CONNECTING WITH KEY STAKEHOLDERS

HHV identifies stakeholders as valued partners. Feedback from these partners is an extremely important source of information for us to continue to develop and strengthen the business. HHV's principle is to build and develop relationships based on the mutual and sustainable benefits between the parties. The relationship between stakeholders with HHV is based on trust, transparency and ethics as well as corporate culture.

During the past year, HHV continued to engage with key stakeholders by listening to their opinions on the business's operations on all three aspects: economic, social and environmental. Through many exchanges and communications, HHV has drawn a list of issues of concern to each party and highly appreciates the importance of these issues for the operation of the Company. By assessing the importance of our stakeholders and their issues with HHV, we make investments and allocate resources appropriately to best meet stakeholder expectations as well as ensure a clear and sustainable development roadmap for the business.

Accordingly, HHV identifies 6 crucial groups that have significant dependencies and interactions with the business, including company shareholders, employees, clients, local communities, suppliers and the authority. Understanding the content of interest of these target groups will help HHV choose the appropriate approach as well as actions that HHV can take to create value for its stakeholders.

### a. Suppliers

The main activities of the Company are management, operation, maintenance and repair of transport infrastructure projects (tunnels, roads,...) and construction and installation. The main inputs are construction materials (cement, sand, gravel, iron and steel, soil, stone,...), and equipment related to the toll collection system, traffic safety system, fuel (gasoline, oil), electricity, water,... These are mainly provided by reputable enterprises such as Minh Lai General Company Limited, Saigon ASPHALT Investment JSC, Tri Nam Group JSC, ICV Vietnam Construction Investment JSC....

The number of suppliers of construction materials and machinery is large and diverse.

Prices and quality are extremely competitive. HHV

can use domestic goods or import from different countries in the world depending on the demand.

Low cost of switching suppliers: Normally, each project will be divided into many small bidding packages, the contract period signed with the supplier is short, so there are not many obstacles if HHV wants to pick a new supplier with a better price. However, in 2022, under the direct influence of the pandemic and the prolonged war between Russia and Ukraine, many countries around the world, including Vietnam, are facing a shortage of raw materials due to supply disruptions. This is a big problem that construction businesses have been facing. Fortunately, large enterprises such as Deo Ca Group and HHV, with a large set of suppliers, have many choices and bargaining power on prices. Before implementing a new project, HHV will contact with suppliers of materials to specify the signing terms on supply and mutual support and price stabilization.

### b. Shareholders

Each shareholder is an individual or entity that owns shares of HHV and is, therefore, the legal owner of the company. Shareholders are the most important stakeholders who have the rights to vote and decide on crucial activities of the Company as well as elect the member of the board of directors to enforce the Decision. According to the list of shareholders on closing date March 22, 2023, HHV had more than 31,000 shareholders in which Hai Thach BOT Investment JSC is the largest shareholder, holding 20.11% of voting shares of the Company

### c. Clients

- The main clients in the public investment and construction projects are the Government and the Ministry of Transport. Due to the characteristics of the industry, the level of client concentration is very high. However, the number of contractors who could meet the requirements of the State and the Ministry of Transport to participate in the bidding is relatively small. Especially with large-scale and highly technical packages such as those in the 2021-2025 North-South Expressway construction project in the East, contractors considered by the State must have potential, reputation, experience, and there are not many contractors who meet these criteria.

- Clients in the field of operation management BOT stations are the citizen, traffic participants and users of infrastructure. For this segment, the client base will be numerous and diverse while there is no substitution for our service, the need to move and use the infrastructure work is almost mandatory. Parallel routes (national roads, passes, detours, etc.) are usually not close substitutes due to the high difference in quality and client experience.

### d. Employees

The role of the staff is very important for the survival and development of the Company. Employees' intelligence and creativity are considered intangible assets but they bring great value for HHV as these very resources will create competitiveness as well as business efficiency. The training and support to help maximize their potential will create great internal strength for HHV at the present and in the future.

### e. Local community

Not only focusing on project implementation and contributing to the state budget, but HHV also promotes its role in social security activities, contributing to the development and innovation of local regions. Implementing social responsibility towards the local community will support HHV to fulfill its mission more effectively, towards the goal of sustainable economic development.

### f. The authorities

The cooperation with the authorities and the regulatory bodies will help ensure the legitimate rights and interests of HHV itself. As a listed company on the stock exchange, HHV needs to comply with regulations and is under the management of the State Securities Commission, Vietnam Securities Depository and Ho Chi Minh City Stock Exchange. The strict implementation and compliance with the Enterprise Law, the Securities Law and other relevant legal documents are the solid foundation for HHV to build its business culture, ensure favorable business operations and create a premise for sustainable development.



Quang Ninh Love Bridge Project

## CONNECTING WITH THE STAKEHOLDERS

Input factors (A)	How to use inputs to create value (B)	Output factors (C)	The beneficiaries (D)
<p>Sources of capital for project implementation:</p> <ul style="list-style-type: none"> <li>- State budget</li> <li>- Owner's Equity</li> <li>- Borrowings and</li> <li>- Other legal sources</li> </ul>	Using capital to construct the transport infrastructure project in Vietnam	<p>National key infrastructure projects such as chain of tunnels including Deo Ca - Co Ma - Cu Mong - Hai Van, Bac Giang - Lang Son expressway, Trung Luong - My Thuan expressway, etc.</p>	<p>Play an important role in the regional economic development of the country, increasing social security, improving the quality of people's life which has extremely important socio-economic meaning.</p>
		<p>Revenues and profit of the corporation</p>	<p>Bringing profits to HHV shareholders and investors who contributed capital to projects</p>
<p>Research and Development (R&amp;D)</p>	Proposing new projects	<p>Transport infrastructure products (bridges, roads,...), real estate, logistics,...</p>	<p>Contributing to the development of the country's economy, improving people's living standards, solving employment problems for thousands of workers in the local areas.</p>
			<p>Bringing profits to shareholders of HHV.</p>
<p>Human resources</p>	Using human resources to research and implement projects	<p>Transport infrastructure products (bridges, roads,...), real estate, logistics,...</p>	<p>Increasing income for employees.</p>
			<p>Tackling employment issue for people in the areas where the project is implemented.</p>
			<p>Creating high-quality transport infrastructure products for people, improving living standards and promoting socio-economic development.</p>



## EVALUATING THE INFLUENCE OF THE STAKEHOLDERS



CONNECTING ACTIVITIES WITH THE STAKEHOLDERS



Shareholders

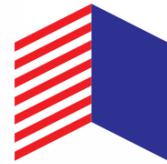
CONCERNED MATTERS

- Capital allocation efficiency
- Accurate and transparent information for the investors
- The quality of corporate governance
- The stock and corporate value



APPROACHING METHODS

- Annual general meeting of shareholders
- Website
- Analyst meeting
- Holding meetings to interact and communicate with investors



HHV

HHV'S RESPONSE

- Seeking profitable investing channels to enhance the capital efficiency
- Conducting transparent information publication and treating the shareholders equally
- Completing the corporate governance model. Deploying the risk management and operation monitoring system



Employees

CONCERNED MATTERS

- Training and promoting opportunities
- Outstanding welfare policy and increased benefits
- Decent working environment that strengthen the staffs' loyalty
- The staffs' contributions being recognized



APPROACHING METHODS

- Annual worker meeting
- Worker Supporting programs
- Training program



HHV

HHV'S RESPONSE

- Building a team with high technicality
- Conducting thematic training specifically for employees
- Encourage and facilitate the participation in community projects



Clients

CONCERNED MATTERS

- The reputation of the company
- The construction and installation of the project that could meet the client's demand
- The enhanced quality of the project and toll collection services



APPROACHING METHODS

- Head quarters and representative offices being placed at major cities
- 24/7 hotline
- Customer service on the website



HHV

HHV'S RESPONSE

- Promoting the reputation of HHV brand through rewards
- Enhancing the quality of the staffs and workers
- Investing in modern machinery and equipment



The authorities

CONCERNED MATTERS

- Implementing the guidelines of the government
- Fulfilling the duty with the state budget
- Conducting appropriate measures against climate change



APPROACHING METHODS

- Participating in Meeting held by government and others regulatory bodies
- Participating in organizations and associations such as Business Council for sustainable development; World Economic Forum; ...



HHV

HHV'S RESPONSE

- Complying to the agenda of the government such as the poverty alleviation program, 30A program, program to support fishermen, etc. fully and with deliberate attitude
- Being the pioneer in implementing the major agenda of the State

CONNECTING ACTIVITIES WITH THE STAKEHOLDERS



Local community

CONCERNED MATTERS

Building infrastructure for the community

Providing the essential needs for the local residents

Investing in education and scholarship programs.



APPROACHING METHODS

Cooperating with the local authority to get in touch with the local community



HHV

HHV'S RESPONSE

Providing basic living conditions to the local community,

Investing in education through propaganda and raising people's awareness towards long-term benefits by enabling poor children to go to school



Suppliers

CONCERNED MATTERS

Specific requests of the investment and construction projects

The responsibility of suppliers to the environment and society



APPROACHING METHODS

Direct meetings to supplement the bidding policy and cooperation contract.



HHV

HHV'S RESPONSE

Reviewing the working and environmental practices with 14/19 suppliers

Supplementing the social and environmental assessment in the investment procedures

Supplementing the social and environmental clauses in the contracts with major suppliers



## 2.7. THE 5-YEAR DEVELOPMENT STRATEGY

### OBJECTIVES AND STRATEGIC ORIENTATION FOR THE 5 YEAR PERIOD

During the 2021-2025 period, HHV will continue to focus on the transport infrastructure industry with the development strategy as followed:



#### Business plan

(Unit: Billion VND)

No.	Items	2022A	2023E	2024E	2025E
1	Revenue	2,094.58	2,478.17	2,914.97	3,326.12
2	Expense	1,798.83	2,101.19	2,464.45	2,715.38
3	Profit after tax	297.41	338.58	447.79	609.64

+ Beside business performance, HHV also identifies sustainable development goals associated with environmental protection for the prosperous future of the country. The company are fully aware and strictly organizes environmental protection at its offices, headquarters and project sites.. by: setting up rules on saving energy and resources (electricity, water, gasoline, etc.), directing the strict implementation of environmental protection measures at project sites (covering dust, reducing noise, ..)

+ The company also focuses on ensuring the lives of employees, building the goal of increasing periodic income for employees, and creating jobs for local workers.

+ Regarding community responsibility, HHV always directs the concern and responsibility of the company to the society by volunteering, supporting and encouraging people in difficult circumstances, etc.

### 2022 ACHIEVEMENTS:

#### 1. Toll collection (operations of subsidiaries)

In 2021, due to the impact of the Covid pandemic, social distancing and travel restrictions were implemented, leading to a decrease in vehicle traffic through projects. In 2022, with the epidemic situation under control, the commercial activities recovered and toll collection at Trung Luong My Thuan expressway project was conducted from April 2022, vehicle traffic through projects/stations toll collection recorded growth over the same period. The total flow of vehicle driving through toll booths were nearly 22 million vehicles, up 45% compared to 2021. Toll revenue in 2022 according to HHV's consolidated financial statements (including 03 projects: Deo Ca - Co Ma - Cu Mong - Hai Van tunnel chain; Phuoc Tuong Phu Gia tunnels; Bac Giang Lang Son expressway) recorded at VND 1,484 billion, an increase of VND 220 billion (+17.36% YoY). Total toll revenue of 04 projects that HHV is investing in (including the BOT project on National Highway 1 through Khanh Hoa province) in 2022 reached VND 1,782 billion, increasing 17.43% YoY

#### 2. Construction and installation activity

HHV's construction and installation revenue in 2022 grew strongly, mainly recorded in Cam Lam Vinh Hao Expressway projects, Binh Dinh coastal road project and traffic safety system construction packages in

Mai Son - National Highway 45 and My Thuan - Can Tho projects. In particular, the Company has actively participated in the Mai Son - National Highway 45 project to rescue the delayed work items at the request of the Ministry of Transport.

In 2022 and early 2023, the Company and its consortium of contractors have signed many contracts of great value, ensuring a stable source of work for the period 2022 - 2025.

#### 3. Regular operation and maintenance of tunnels and roads:

##### a. Management and operation of tunnels, roads and toll stations:

The Company continue to perform the operation & management (O&M), regular maintenance, toll station management for the projects the Company invests in, including: Hai Van, Deo Ca, Cu Mong, Co Ma, Phuoc Tuong - Phu Gia tunnels, Bac Giang - Lang Son expressway, National Highway 1 through Khanh Hoa province, Pass route and Hai Van tunnel, etc.

In addition to the O&M, regular maintenance and toll station management for projects that the Company has invested in for many years, in 2022, the Company has signed and implemented a number of O&M contracts of Mui Trau tunnel belongs to the La Son - Tuy Loan and Trung Luong - My Thuan expressways

#### The new construction and installation contracts

No.	Bidding package name	Investor	Contract value (billion VND)	Implementation date
1	Package No. 2: Binh Dinh coastal road project, Cat Tien Diem Van section	Binh Dinh Province Traffic Construction Investment Project Management Board	649	April 2022 - December 2024
2	Construction of traffic safety system, asphalt pavement of Cam Lam - Vinh Hao project	Cam Lam - Vinh Hao Expressway JSC.	219	May 2022 - September 2023
4	Package XL1: Construction of Quang Ngai - Hoai Nhon Expressway Km0+000-Km30+000	Project Management Board 2	3,682	January 2023 - October 2025
5	Package XL2: Quang Ngai - Hoai Nhon	Project Management Board 2	4,129	March 2023 - December 2025
6	Package XL3: Quang Ngai - Hoai Nhon	Project Management Board 2	6,686	March 2023 - September 2026
7	Upgrade and expansion of Prenn pass	Lam Dong Traffic Project Management Board	414	February 2023 - December 2023
<b>Total</b>			<b>15,780</b>	

**b. Periodic overhaul of tunnels and roads**

Completion of the preservation and settlement of road surface overhaul on National Highway 1, Deo Ca Khanh Hoa and Phuoc Tuong - Phu Gia projects.

In October 2022, storms and floods affected the structure of transport infrastructure in the Hai Van tunnel area. HHV has organized an overhaul to ensure safe operation.

**4. Other commercial and service provision activities:****a. Transfer service through Hai Van tunnel::**

In 2022, the transfer of motorbikes through Hai Van tunnel is unaffected by the Covid pandemic. Therefore, the revenue increased by 106% compared to the same period in 2021.

**b. Other activities:**

Mechanical processing: maintaining stable product delivery to meet the requirements of the projects.

Business cooperation activities at rest station with Petrolimex to coordinate and share profits.

Producing bottled water for internal systems, leasing machinery and equipment, building an executive office, etc., to promote maximum existing capacity and maintaining stability.

**2022 RESTRAINTS**

The business performance in 2022 did not meet the target due to the unfavorable macroeconomic situation: public investment projects are implemented slower than expected due to the Government's policy; scarcity and high price of raw materials, fuel (electricity, gasoline, oil..) and price compensation/price adjustment has not been timely implemented by investors, bank interest rates continued to increase and out of credit supply leading to input costs and financial costs increase,...

In addition, the negative performance of stock market has caused a loss of confidence of investors. Fundraising was delayed compared to the original plan and success rate was lower than originally expected. As a result, the Company's investment plans could not be implemented fully and on time, leading to undesirable level of revenue and profit targets as planned.

In the coming period, in order to achieve the business target, the Company will actively participate in bidding and implement construction on new public investment projects. Improved construction and installation activities will be the additional sources for HHV to continue implementing new projects, increasing its business value in the future.

For O&M, apart from the projects under the management of HHV (the chain of tunnels of Deo Ca - Co Ma - Cu Mong - Hai Van, Phuoc Tuong - Phu Gia, BG-LS, TL-MT..), HHV will also take over other projects of operating and managing bridges, roads, tunnels.. after the construction phase.

**5-YEAR STRATEGIC PLAN**

## PART III - BUSINESS PERFORMANCE



### 3.1. REPORT OF THE BOARD OF MANAGEMENT

#### I. 1. Evaluation of business performance

##### 2022 bussiness performance

The separate operating results

(Unit: Billion VND)

STT	Items	2021	2022		Growth rate (%)
			Plan	Actual	
1	Total production	995.76	1,390	958.76	-3.72%
2	Total revenue	981.27	1,470	953.23	-2.86%
3	Total expense	701.38	970	784.90	+11.91%
4	Profit before tax	279.89	500	200.52	-28.56%
5	Profit after tax	229.72	400	167.40	-27.13%

**The negative macroeconomic conditions in 2022 has caused many difficulties for the economy in general and HHV in particular. The scarcity and steep price of raw materials, goods and fuels, a slowdown in the real estate market, and a shortage of capital have caused many businesses in the industry to record negative growth**

The parent company's revenue in 2022 stayed at the same level as in 2021. However, the market condition during the past year caused many difficulties for businesses such as scarcity and price fluctuations of raw materials and fuel (electricity, gasoline, oil, ...) increased steeply. Also, the price compensation/price adjustment has not been timely implemented while bank interest rates continue to increase and credit supply is exhausted, etc. Therefore, even though HHV has actively taking measures to reduce costs and ensure work progress, the market factors above still affect the production and business efficiency of the Company. NPAT in 2022 decreased by 27% compared to 2021, profit margin decreased to 17.6%.

In addition, the negative performance of stock market has caused a loss of confidence of investors. Fundraising was delayed compared to the original plan and success rate was lower than originally expected. As a result, the Company's investment plans could not be implemented fully and on time, leading to undesirable level of revenue and profit targets as planned.

The consolidated operating results

(Unit: Billion VND)

STT	Items	2021	2022		Growth rate (%)
			Plan	Actual	
1	Total production	1,821.25	2,532	2,076.42	+11.4%
2	Total revenue	1,861.34	2,516	2,094.58	+12.53%
3	Total expense	1,528.15	2,019	1,798.83	+17.71%
4	Profit before tax	333.19	496	353.25	+6.02%
5	Profit after tax	290.64	396	297.41	+2.33%

The negative macroeconomic conditions in 2022 has caused many difficulties for the economy in general and HHV in particular. The scarcity of raw materials, high prices of goods and fuels, a slowdown in the real estate market, and a shortage of capital have caused many businesses in the industry to record negative growth. Despite the difficulties, thanks to the efforts of the management and drastic measures to reduce costs, the consolidated financial statements of HHV still recorded positive results. Net revenue in 2022 increased by more than VND 233 billion (+12.53% YoY). Profit after tax also increased by 2.33%,

reaching VND 297 billion. Revenue from toll collection activities of BOT projects still accounts for the largest proportion of consolidated revenue. Currently, these projects are conducting stable toll collection which help revenue to growth consistently in the recent years. Public investment projects on the North-South expressway, which are expected to help HHV increase its construction revenue in the period of 2022, have been implemented later than the government's initial plan. Thus, the total estimate of output, revenue and profit from the beginning of the year are higher than the actual results. However, these projects were eventually implemented in the beginning of 2023. Along with the Government's efforts in promoting disbursement of public investment, this is a good sign for a growth period for HHV.

##### Total consolidated production (billion VND)



## The business plan in the 2023-2025 period

(Unit: Billion VND)

No	Items	2022A	2023E	2024E	2025E
1	Total revenue	953.23	1,440.00	1,534.77	1,637.23
2	Total expense	784.90	1,232.36	1,286.14	1,374.14
3	Profit after tax	167.40	190.84	238.05	249.62
<b>2025 Separate revenue</b>		<b>2025 Separate PAT</b>			
<b>VND 1,637.23 billion</b>		<b>VND 249.62 billion</b>			
<b>CAGR = 19.7%</b>		<b>CAGR = 13.5%</b>			

(Unit: Billion VND)

No	Items	2022A	2023E	2024E	2025E
1	Total revenue	2,094.58	2,478.17	2,914.97	3,326.12
2	Total expense	1,798.83	2,145.88	2,464.45	2,715.38
3	Profit after tax	297.41	338.58	447.79	609.64
<b>2025 Consolidated revenue</b>		<b>2025 Consolidated PAT</b>			
<b>VND 3,326.12 billion</b>		<b>VND 609.64 billion</b>			
<b>CAGR = 16.7%</b>		<b>CAGR = 24.6%</b>			



Phuoc Tuong Phu Gia tunnel

## II. Financial resources and cash flows

HHV is currently the direct investor in 04 large-scale transport infrastructure projects, with a total amount of capital contributed reaching nearly VND 3,000 billion. In addition, the Company is also researching and implementing new PPP projects in various fields such as expressway projects, high-speed rail projects, Metroline projects, etc.

To ensure the capital for investment activities and regular production and business activities, in 2022, the Company implemented a public offering to existing shareholders and received more than VND 400 billion

At the moment, the Company's charter capital achieved VND 3,078,044,500,000, meeting the basic needs of production and investment.



## VI. ENVIRONMENTAL AND SOCIAL RESPONSIBILITIES ASSESSMENT REPORT

### The environmental responsibility assessment:

In the past year, the Company did not initiate any environmental agenda due to the nature of the business, mainly focusing on the management, operation and construction of traffic projects in different locations. However, the Company has deliberately implemented the environmental regulations, standards and targets (GRI 300) as followed:

Emissions (GRI 305) for transport vehicles: always equip with modern transport vehicles and work equipment, ensure emission standards and registration in accordance to State regulations. In addition, perform periodic maintenance/repair of transport vehicles to ensure safety and fuel efficiency. Review and evaluate the quality of every vehicles annually to promptly replace old vehicles that do not meet the standards. For emissions from the air conditioning system, always choose modern, environmentally friendly generator that meets the highest standards for emissions and noise. Perform maintenance according to the supplier's schedule and techniques to ensure high performance, energy saving, minimum waste generation, and promptly repair and replace outdated or damaged equipment. For solid and hazardous waste in tunnels, the company has signed a contract with the specialized agency to classify, collect and handle in accordance with the procedure. The average volume of hazardous waste storage tanks during the operation and management of tunnel projects is 60 tons/year/4 tunnels. The average cost of hazardous waste treatment is VND 370 million per year.

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The average volume of hazardous waste storage tanks during the operation and management of tunnel projects is 60 tons/year/4 tunnels. The average cost of hazardous waste treatment is VND 370 million per year.

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At the project sites, the construction and installation activities does not generate hazardous wastes for the surrounding environment. The operating equipment is maintained and overhauled regularly, ensuring noise generation at a minimum degree, maintaining the safe and comfortable working environment for workers and minimize the impact on neighboring residents. The company also focuses on energy saving through the application of technological innovations, savings initiatives in production and construction activities. The company always pays attention to environmental protection and signs contract with professional agencies yearly to carry out environmental monitoring with an average cost of VND 1 billion/year/4 tunnels. Monitoring results are within the permits. At construction sites, HHV always comply with the implementation of a green, clean and neat working environment. The waste collection is carried out daily and without any negative impact on the surrounding environment.

The company owns a clean water factory the provide for 100% of the staffs. At the construction site, the main source of water supply is from local water processing plants. The company encourages officials, employees and workers to use sparingly to maintain sufficient supply. 100% of wastewater is then treated accordingly before being discharged into the environment. The water treatment system is periodically inspected, evaluated and monitored to prevent and detect any risks during operation.

Currently, treatment measures to protect the environment for domestic wastewater is by collecting

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**The operating equipment is maintained and overhauled regularly, ensuring noise generation at a minimum degree, maintaining the safe and comfortable working environment for workers and minimize the impact on neighboring residents.**

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it through a treatment tank and then pumping through a settling tank. These measures have distinct advantages in controlling environmental pollution, ensuring labor safety, etc.

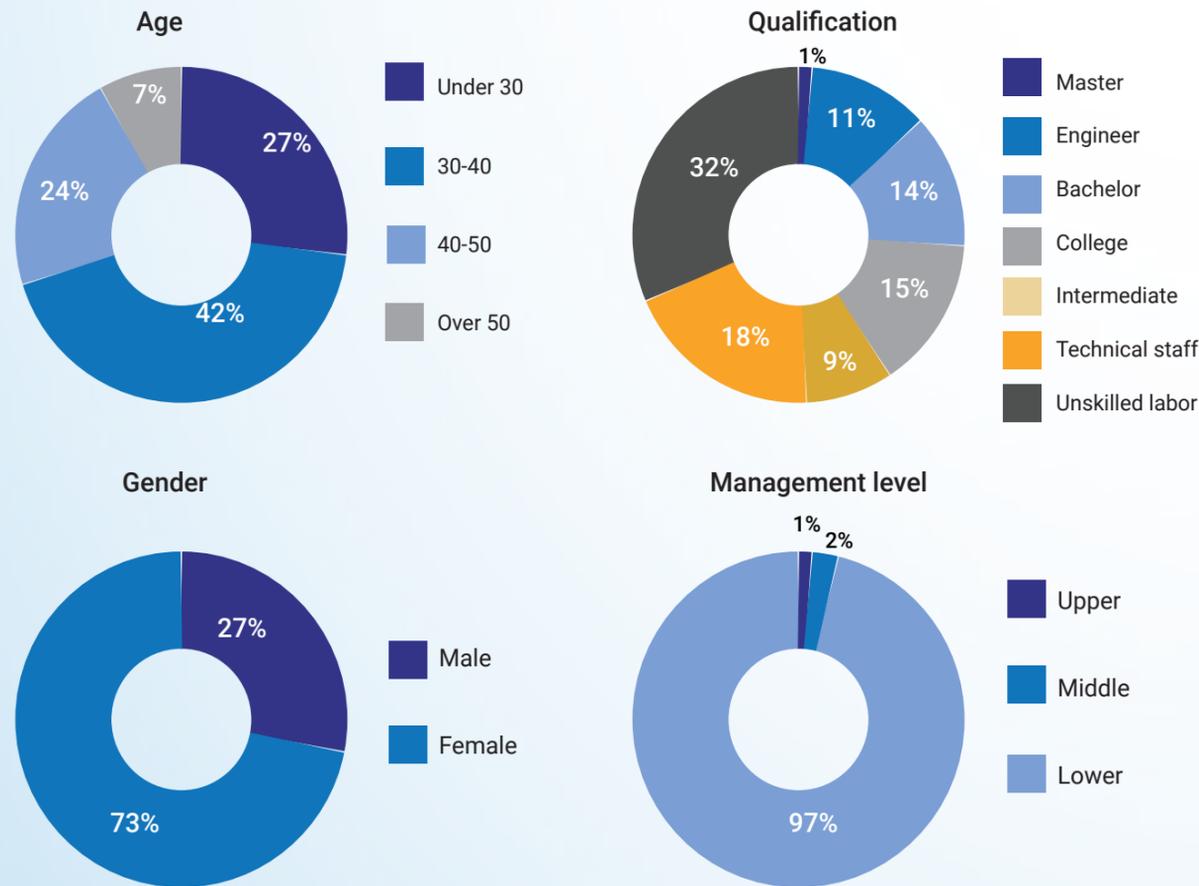
Regarding the statistical data collection related to HHV's environmental responsibility, the Company is currently in the preparation stage to acquire the index measurement and appoint internal experts to study the issues:

- Total direct and indirect greenhouse gas (GHG) emissions, the initiatives and measures to reduce greenhouse gas emissions: no measuring tool;
- Raw materials management: The data on total amount of materials used to execute projects is difficult to collect as the projects are scattered in many locations with different construction progress. Therefore, the collection, measurement and management of raw materials is not feasible with HHV at this time.
- Energy and water consumption: Similar to the raw materials management, HHV has not implemented the management of data on energy and water consumption of all projects synchronously.



### Human resources responsibility assessment

Labor statistics at HHV in 2022



**The basic salary and compensation ratio between male and female at managerial/employee level**  
 Basic salary is determined by job position and title, not based on gender. The company treats men and women equally.

**Non-discrimination**  
 In 2022, no cases of discrimination were incurred by the Company.

**Freedom of association, the right to join trade unions and collective bargaining**  
 The company organized trade unions and divisional trade unions in accordance with regulations. The union promotes the protection of legitimate legal rights for employees.  
 Employees of the Company have the right to freedom of expression, freedom to join groups/organizations in accordance with the provisions of Law.

**Child labour**  
 The company does not employ child labor at all and strongly opposes the illegal use of child labor..

### Local community responsibility assessment

HHV provides transportation infrastructure products (bridges, tunnels, roads..) for the community. These are all essential products that are important in developing the regional economy and improving social security:

- Infrastructure projects help increase regional connectivity, promote commercial, trading activities, and servicing activities in the project areas, especially in mountainous, remote and border areas ... thereby creating more job opportunities and increasing income for the local residents.
- The construction projects also play an important role in helping people to commute more easily, shorten travel time, increase safety and minimize traffic accidents, congestion..

*More details can be found in the Sustainable Development Section of this Report.*

### Report on the green capital market

The green capital market is one of the basic framework for green investment, orienting the development of financial products. Operational regulations for the green capital market serve the capital mobilization for the environmental friendly programs, projects, production and business activities, environmental protection measures and climate change response. At the same time, the operational regulations for the green capital market also serve the policy needs in orienting the flow and use of capital resources towards the goal of green/sustainable development; contribute to raising awareness and creating good practices for investors, issuers, and market intermediaries about the responsibility and conduct of business activities in toward the green market.

HHV is currently in the research phase and plans to enter this potential market in the future.



### 3.2. REPORT OF THE BOARD OF DIRECTORS

#### I. Report of the BoD on every aspect of the Company

In the context of difficulties and advantages intertwined, with high spirit and responsibility based on principle of the Three management model: "Managing people - Managing works - Managing profits", the BoD promptly and decisively implemented governance and management solutions with the main task of stabilizing personnel, overcoming difficulties to maintain and develop production and business, facilitate and maximize the initiative and flexibility in handling the workload of the Management, officers, employees and workers.

2022 is a year of great difficulties and challenges that directly affect many aspects of HHV's operation, especially the prolonged impact of the epidemic, the economic decline, and natural disasters such as storms and floods with complicated and irregular developments; the price increment of goods, supplies and raw materials for production (petroleum, construction materials of all kinds, etc.), transportation, input costs, etc. have negatively and comprehensively affected all aspects of HHV's operations. However, besides difficulties and challenges, there are also many opportunities and favorable conditions that make a positive and important contribution to the existence and development of enterprises such as the quick and timely implementation of supporting policies of the State for businesses on tax exemption and reduction, speeding up capital disbursement, reducing loan interest rates in combination with extending loan repayment time, strengthening control and coordination of market prices, ... In the context of intertwined difficulties and opportunities, with high spirit and responsibility on the basis of the principle of the Three management model: "Managing people - Managing works - Managing profits" - a strategic management model has proved the effectiveness via HHV's actual operations, the Board of Directors promptly and decisively implemented governance and management solutions with the main task of stabilizing personnel, overcoming difficulties to maintain and develop production and business, facilitate and maximize the initiative and flexibility in performing tasks and handling the workload of the Management, officers, employees and workers of the Company. As a result, the corporate governance and activities of the Board of Directors achieved many positive results in 2022.

Unit: Billion VND

No.	Seperated figures	2021A	2022E	2022E	Growth rate	Completion level
1	Net Revenue	981.27	1,470	953.23	-2.86%	65%
2	Profit after tax	229.72	400	167.40	-27.13%	42%

#### a. Results of implementing the resolution of the 2022 AGM production and business plan

In the implementation of the Resolution of the AGM No. 01/2022/NQ-DHDCD dated April 24, 2022, the BoD has given many in-depth and timely instructions with the BoM to propose solutions to overcome difficulties, focus on the implementation of the business plans approved by the AGM.

Although the revenue and profit after tax have not been achieved as planned due to the general impact of the macroeconomic situation (scarce raw materials for production, rising transportation expenses, high lending rates and tightened lending policies, difficult capital mobilization due to negative development in the stock market, etc.) as well as natural disasters, epidemics, etc. However, in the main business area, HHV has achieved many encouraging results such as: The construction and installation of bidding packages at projects (Cam Lam - Vinh Hao, Trung Luong - My Thuan, Cam Lo - La Son,... ) was on schedule and with committed quality. The operation & management, toll collection, maintenance of traffic infrastructure (Deo Ca, Cu Mong, Hai Van, Phuoc Tuong - Phu Gia tunnel, National Highway 1A section through Khanh Hoa province, etc.) have been implemented well and in accordance to the plan. The operation of branches (Enterprise), trade and services, mechanical processing, etc. was continuously and effectively. Thanks to the promoted implementation of administration and other expenses reduction policy, the costs to revenue ratio does not fluctuate greatly compared to 2021. In addition, at the beginning of 2023, the Company has achieved many positive results such as winning the bid for the construction project to upgrade and expand Prenn Pass (VND 400 billion), winning the XL packages 1-2-3 Quang Ngai - Hoai Nhon projects (VND 14,000 billion), signals business growth for the coming period.

#### b. Results of implementating other resolutions/decisions of the 2022 AGM

Implementing the Resolution No. 08/2021/NQ-DHDCD and Resolution No. 09/2021/NQ-DHDCD dated November 1, 2021 of the 2021 Extraordinary General Meeting of Shareholders in on increasing charter capital by share offering to existing shareholders, the Board of Directors directed and carried out the registration and relevant procedures. At the end of the public offering, the total charter capital of HHV increased to VND 3,078,044,500,000. The additional capital fundamentally met the capital needs for investment activities and other operational segments of HHV.

On the basis of Resolution No. 01/2022/NQ-DHDCD dated April 24, 2022 of the 2022 AGM, HHV has selected and signed an audit contract with the Southern Auditing & Accounting Financial Consulting Services (AASCS) to perform independent audit of the Financial Statement(s) for the year 2022. The signing of the audit contract as well as the audited financial statements are publicly disclosed and reports are sent to state authority to ensure compliance with current regulations.

Regarding the distribution of profits and dividends in 2021, according to the Resolution No. 01/2022/NQ-DHDCD dated April 24, 2022 of the 2022 AGM, due to the objective reason that the company was implementing the offering plan to existing shareholders to increase capital, it was not possible to implement the stock dividend payment in 2021, approved by the 2022 AGM. Therefore, the BoD submitted the Proposal No. 08/2023/TTr-HDQT dated April 01, 2023 to the General Meeting of Shareholders for consideration and approval of the profits and dividends distribution in 2022 and the profit distribution plan in 2023 so that the Management have a basis for implementing the profits and dividends distribution in accordance to regulations and ensuring the benefits of shareholders.

Unit: Billion VND

No.	Consolidated figures	2021A	2022E	2022E	Growth rate	Completion level
1	Net Revenue	1,861.34	2,516	2,094.58	+12.53%	83%
2	Profit after tax	290.64	396	297.41	+2.33%	75%



## II. Assessment on the environmental and social responsibility

Apart from the implementation of operational plan, HHV also focuses on the responsibility of businesses to the welfare of the community and society by adhering to regulations on environmental protection and social security deliberately and fully. HHV aware that environmental protection and social security activities as an important task associated with production and business activities, towards the goal of sustainable development, creating a happy and safe life for the people and a prosperous future for the country. With the motto that production and operation must be efficient and profitable, but without adverse impacts on the environment, the Management has regularly and thoroughly implemented environmental protection measures at the office, headquarters, project sites and business locations of the Company such as: promulgating and applying rules on prudent and preserving use of energy, natural resources (electricity, water, fuel, etc.); strictly implement environmental protection measures at project sites where the company is operating (dust coverage, noise reduction,

hazardous wastes collection and treatment,...). Every year, inspection teams of Ministries, central branches and localities have inspected and highly appreciated the environmental protection measures at HHV. There are no cases where individuals or affiliated divisions of the company violate regulations on environmental protection.

Throughout the formation and development history of the company, HHV always accompanies localities to perform social security with a high sense of responsibility. In 2022, HHV spent nearly VND 2 billion to implement social security responsibility to support and accompany the Government and local authorities by construction activities, monetary contributions, distribution of utensils, vehicles, houses, ... in the area where the Company's projects are located, to assist people in preventing and overcoming natural disasters; support the poor and distressed households during the Lunar New Year; support disabled workers and underprivileged families, ...

## III. Assessment of the BoD on the activities of the BoM

Through the implementation of governance and supervision in 2022, the BoD unanimously appreciated the sense of responsibility and efforts of the BoM and the CEO personally in managing and administering the Company's operation. Although 2022 started with many difficulties and challenges, with a high sense of responsibility, the CEO, Vice CEOs and other managers have developed specific plans and proposed many measures to fully and synchronously implement the resolutions and decisions of the BoD. In the process of management and administration, the BoM has complied with the provisions of the Charter, the Regulation on corporate governance and other internal management regulations of the Company. The CEO has performed well in playing the role of the exercising authority and responsibility as the head of the company; proactively and promptly direct and organize the implementation of orientations, and plan objectives approved by the AGM and the BoD. The management and operation of the BoM were considered the effective and efficient. The Vice CEOs have promptly implemented and fulfilled the assigned tasks accordingly. In general, the BoM has successfully accomplished

the assigned tasks. Under the management and administration of the BoM, HHV's operating activities are maintained continuously and have developed in accordance with the guidelines and orientations of the BoD and the actual condition of the economy; make the decisive contribution to the completion of the basic objectives approved by the AGM. HHV and its subsidiaries have organized and maintained a fair, reasonable and competitive working environment; taken good care for the lives of all officers, employees and workers of the Company; salaries and other benefits have been paid in full and on time. The financial reporting system in 2022 is prepared, audited and disclosed in compliance with the regulations and current accounting standards. The Company's system of management and control was maintained, and strengthened continuously. Investor relations and information disclosure were performed well and in accordance to regulations. The BoM has well maintained the close relationship between shareholders - the owners of the company and HHV. Important information, which directly reflects the Company's operating results, was fully and promptly disclosed to the Company's shareholders and investors.

#### IV. Plans and orientations of the Board of Directors in the following year

Although 2023 is a period of continued strong recovery after the epidemic, the socio-economic situation of Vietnam is forecasted to face many difficulties with the risk of slow economic recovery, an weakened growth, elevated inflation, urgent employment and social security problems, erratic and unpredictable natural disasters,.. However, 2023 also opens up many opportunities for businesses when the incumbent government is speeding up the disbursement of capital, accelerating the implementation of supportive development policies, and drastically directing the early implementation of infrastructure projects, especially the Eastern North-South Expressway Construction Project phase 2, as well as the strong restructuring of the workforce which, in turns, creates a high-quality workforce for HHV. In this context, the Board of Directors set out specific orientations, goals and operational plans in 2023 as follows:

##### 1. General orientation for business operation

Strengthening of governance and operational management of the Company; continuing to construct and implement solutions to improve the quality of corporate governance; setting practical goals that are suitable to the actual condition and internal capability of the company so that HHV can safely and flexibly adapt to the new situation, while operating with the objective of implementing the 5-year development strategy approved by the AGM on the basis of extensive, flexible and persistent application of the "Three management model: Managing people - Managing works - Managing profits" and "Three Assignment model: Assigning people - Assigning works - Assigning targets", aiming to increase profit, optimize costs, increase real value in a sustainable manner and harmonize the benefits

**Promoting investment in transport infrastructure projects approved by the AGM, especially the construction projects of the Eastern North-South Expressway Phase 2, expressway projects in the Northern provinces, Central Highlands, Southeast and other key projects.**

between Shareholders and Stakeholders.

Following closely, directing promptly and deliberately the resolutions, orientations and development plan of production and business activities. Promoting investment in transport infrastructure projects approved by the AGM, especially the construction projects of the Eastern North-South Expressway Phase 2, expressway projects in the Northern provinces, Central Highlands, Southeast and other key projects. This will create a solid foundation for HHV to affirm and improve its capability, towards the goal of becoming a leading contractor that can undertake the major domestic and international transport infrastructure projects, typically Vietnam - Laos railways and many other large-scale projects.

Strengthening the supervision of the BoD, especially monitoring and prompting the main production and business activities. The projects that have been, are and will be implemented in close coordination with the supervision and direction activities of the BoM. Controlling over cost and investment efficiency will help reduce expenses while ensure efficient and systematic operation, creating benefits and increasing the real value for the Company and its shareholders. In addition, the inspection and supervision must be associated with the adjustment, supplementation, amendment and completion of the internal regulations and institutions of the Company (such as the Company's Charter, internal regulations of corporate governance, other regulations, ...) so that it will address the shortcomings, prevent risks, and contribute to improving the efficiency of corporate governance and administration.

Continuing to restructure the personnel in accordance with the actual situation and management requirements on the basis of promoting decentralization and delegation to the BoM in order to improve the organizational structure of management. Ensuring the management and authorization to operate quickly and effectively. Assigning appropriate tasks to maximize the capability of each manager in accordance to their professional area.

Continuing to maintain the adequate information disclosure and investor relations activities. The BoD determined that one of the important and decisive factors for the company's strong and sustainable development is to always comply with the provisions of the law and ensure publicity and transparency with state authority and shareholders.



##### 2. Objectives for 2023

Based on the results of investment, production and business activities of HHV in 2022 and the plans, projects, contracts the Company has been implementing as well as new projects and contracts, the Board of Directors set out the production and business targets for 2023 are as follows:

Objectives	Unit	The target
Total revenue	Billion VND	2,478
Total expense	Billion VND	2,101
Profit after tax	Billion VND	339
Stock dividend payment		7%

Job security and average income for employees of 9,115,574 VND/person/month

## SUBSIDIARIES

## Deo Ca Investment JSC.

Head office address: 32 Thach Thi Thanh, Tan Dinh Ward, District 1, Ho Chi Minh City

Main business line: General contractor of Deo Ca Road tunnel construction project

Charter capital: 2.172.792.730.000 VND.

HHV ownership: 72.09%



## AFFILIATES

## ICV Vietnam Construction and Investment JSC

Head office address: No. 44 Tran Hung Dao, Ward 1, Tuy Hoa City, Phu Yen Province

Main business lines: Wholesale of machinery, equipment, machine spare parts and other trading activities

Charter capital: VND 61,500,000,000.

HHV ownership: 21.95%



## Phuoc Tuong - Phu Gia BOT JSC.

Head office address: Lot 4 BT1, Me Tri Ha Urban Area, Me Tri, Nam Tu Liem, Hanoi City

Main business line: General contractor of Phuoc Tuong - Phu Gia road tunnel construction project

Charter capital: 273.786.000.000 VND.

HHV ownership: 99.47%



## Bac Giang - Lang Son BOT JSC

Head office address: 16th Floor, Office Tower, 265 Cau Giay Building, Dich Vong Ward, Cau Giay District, Hanoi City, Vietnam

Main business line: General contractor of Bac Giang - Lang Son expressway

Charter capital: 1,495,847,400,000 VND.

HHV ownership: 68.34%



## Bac Giang - Lang Son - Huu Nghi BOT JSC

Head office address: 20th Floor, No. 109 Tran Hung Dao, Cua Nam Ward, Hoan Kiem District, Hanoi City

Main business line: General contractor of Huu Nghi - Chi Lang expressway project

Charter capital: 424,000,000,000 VND.

HHV ownership: 31.60%



## Deo Ca - Khanh Hoa BOT Investment JSC.

Head office address: 16th Floor, Office Tower, 265 Cau Giay Building, Dich Vong Ward, Cau Giay District, Hanoi City, Vietnam

Main business line: General contractor of the National Highway 1 expansion, Khanh Hoa province

Charter capital: 305,000,000,000 VND.

HHV ownership: 47.21%



## 3.3. REPORTS OF THE MEMBER UNITS

# 01 BAC GIANG - LANG SON BOT JSC



REVENUE

286.35

Billion VND



PROFIT AFTER TAX

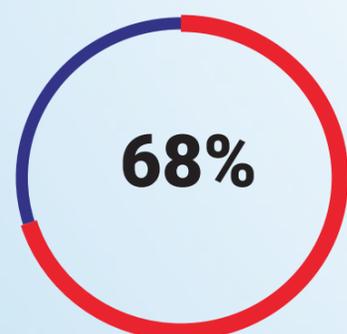
49.54

Billion VND



84%

EARNINGS TARGET



HHV'S  
OWNERSHIP

Total Assets (billion VND)

11,984

12,758



2021



2022

## About the Enterprise

Date of establishment: September 11, 2015

Key products/services: Operation and management of Bac Giang - Lang Son expressway

## Summary of objectives and key solutions for 2023

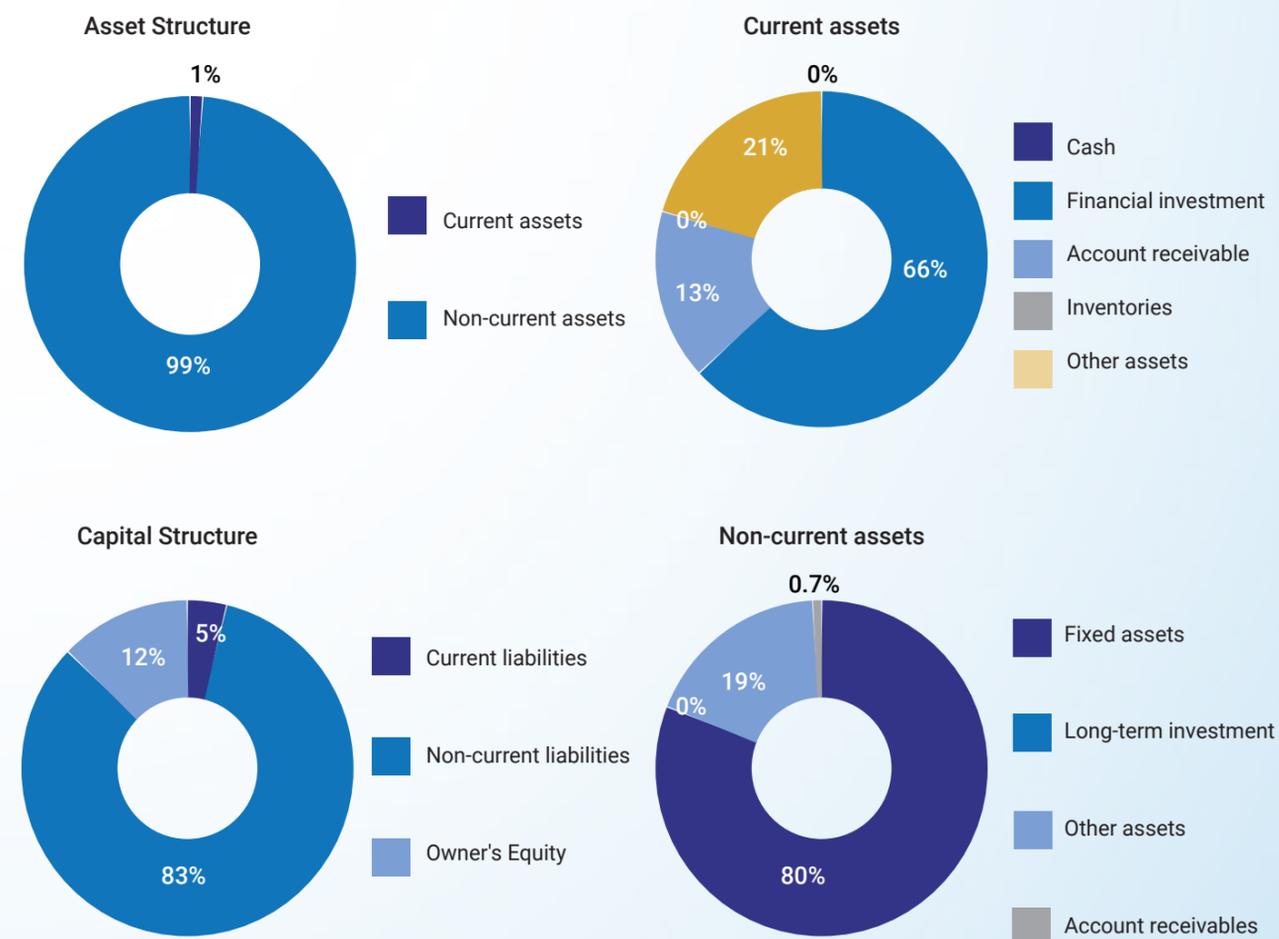
Completion of project settlement with People's Committee of Lang Son Province. Maintaining the toll collection to payback for the project

## Revenue assessment

The enterprise's net revenue in 2022 reached VND 286 billion, down 7,7% YoY and completed 87% of the plan. The reason is due to:

Decree No. 15/2022/ND-CP dated January 28, 2022 stipulating tax exemption and reduction policies under Resolution No. 43/2022/QH15 guiding on reducing VAT from 10% to 8% from February 1, 2022. Accordingly, the fares and tolls across stations are reduced.

With the "Zero Covid" strategy, China has tightened and closed its borders for nearly 3 years. This directly affected vehicle traffic through the Bac Giang - Lang Son expressway, especially vehicle category 4 and 5 (cargo trucks, container trucks, ..), which is the group of vehicles with the highest toll rates, causing toll revenue of BG-LS station to decrease.



Summary of business performance (Unit: VND)

ITEMS	2022	2021
Net Revenue	286,349,845,288	309,685,779,091
Cost of goods sold	144,479,692,149	137,295,411,031
Gross profit	141,870,153,139	172,390,368,060
Profit before tax	49,542,687,126	55,737,110,756
Profit after tax	49,542,687,126	55,737,110,756

## Earnings assessment

Although COGS increased in the context of declining revenue, thanks to good control of financial and administrative expenses, the company's net profit margin only decreased slightly by 1 percentage point compared to 2021. The company's profit after tax in 2022 reached VND 49.5 billion and completed 84% of the plan.

## 02

DEO CA  
INVESTMENT JSC.

REVENUE

994.09

Billion VND



PROFIT AFTER TAX

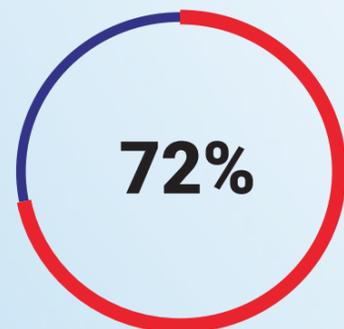
41.81

Billion VND



73%

EARNINGS TARGET

HHV'S  
OWNERSHIP

Total Assets (billion VND)

18,995

19,516



2021



2022

## About the Enterprise

Date of establishment: April 5, 2010

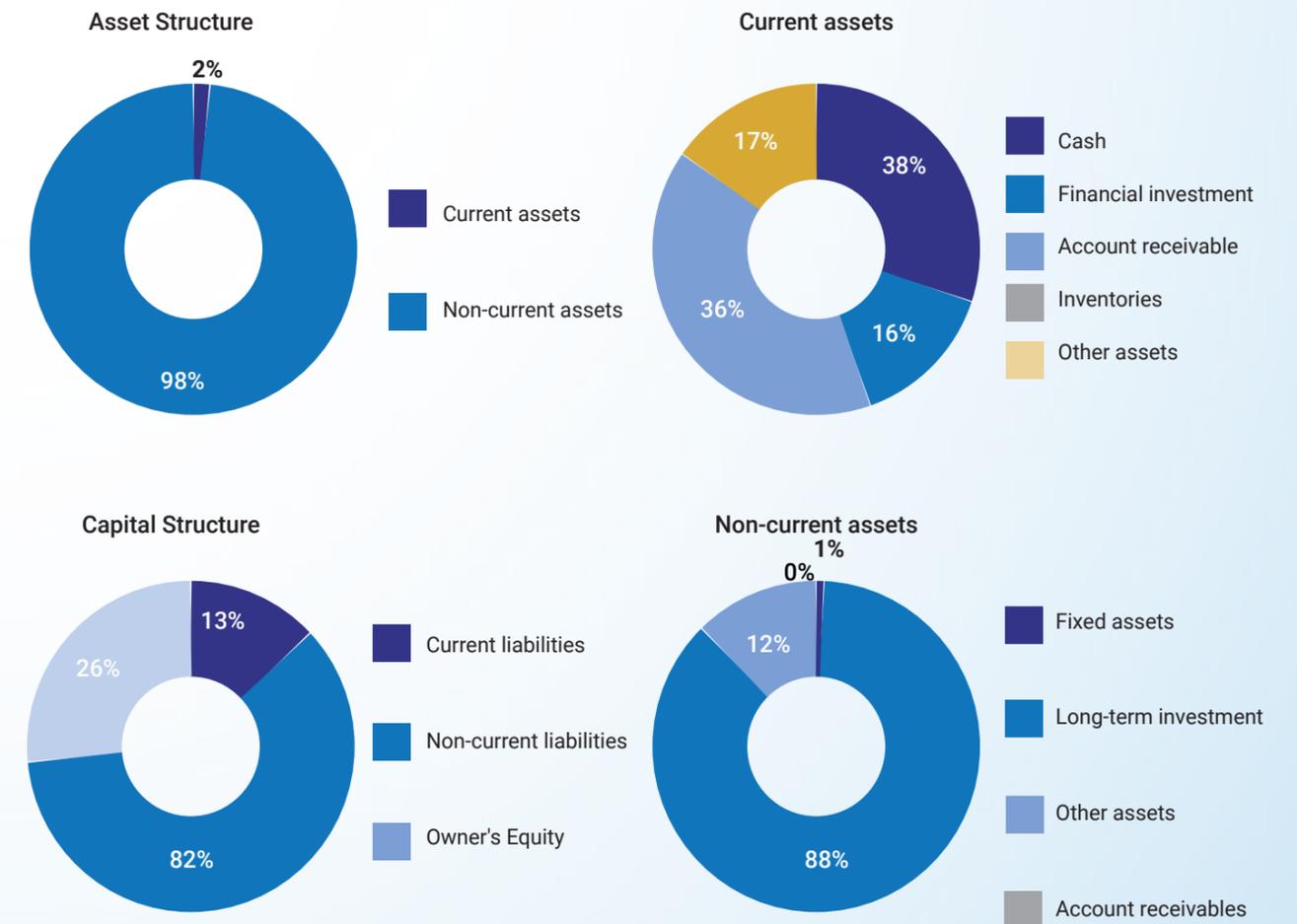
Key products/services: Operation and management of Deo Ca road tunnels (including Deo Ca, Co Ma, Cu Mong, Hai Van tunnels)

## Summary of objectives and key solutions for 2023

Completing the project's settlement with authorized state agencies. Continue the operation of toll collection to reimburse the capital of the project.

## Revenue assessment

The enterprise's net revenue in 2022 recorded a positive growth of 28.4% over the same period, reaching VND 994 billion after 12 months of operation and exceeding the target. The factor that helps revenue to grow was that the epidemic situation has gradually been controlled, traffic volume was stabilized and recovered, so toll revenue increased over the same period.



Summary of business performance (Unit: VND)

ITEMS	2022	2021
Net Revenue	994,093,148,147	773,630,454,543
Cost of goods sold	464,714,129,485	360,519,817,917
Gross profit	529,379,018,662	413,110,636,626
Profit before tax	64,757,827,746	26,772,038,222
Profit after tax	41,805,597,875	26,772,038,222

## Earnings assessment

The adequate control of administration costs helps partially offset the increased financial costs in the context of increasing lending interest rates. The company's net profit margin improve modestly to 6% in 2022. For the whole year, the company's profit after tax reached VND 65 billion, 2.4 times higher than in 2021 and completed 114% of the target.

03

# KHANH HOA DEO CA BOT INVESTMENT JSC.



REVENUE

297.60

Billion VND



PROFIT AFTER TAX

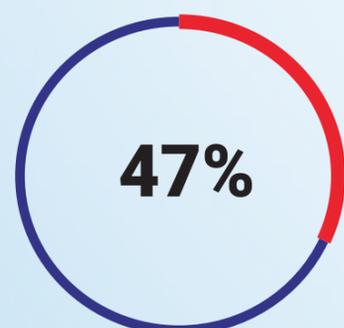
100.5

Billion VND



157%

EARNINGS TARGET



## HHV'S OWNERSHIP

Total Assets (billion VND)

1,893      1,841



2021      2022

### About the Enterprise

Date of establishment: April 22, 2013.

Key products/services: Toll collection on the National Highway 1 expansion project through Khanh Hoa province

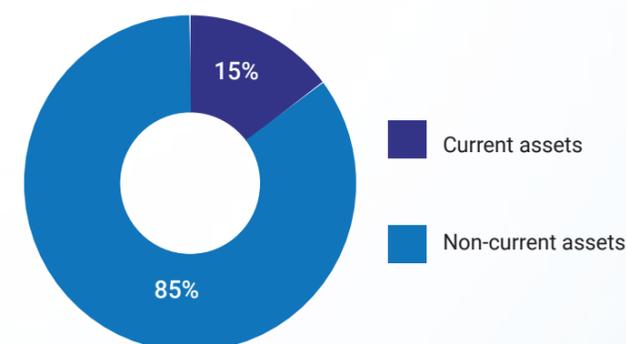
### Summary of objectives and key solutions for 2023

Reaching an agreement on finalization of remaining items of the project. Continue to conduct toll collection to reimburse the investor's capital, fulfill obligations to credit institutions.

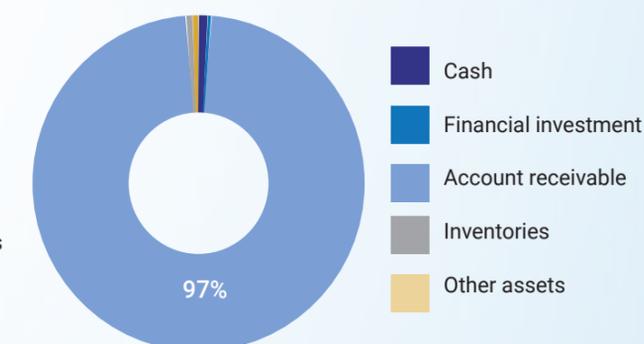
### Revenue assessment

The enterprise's net revenue in 2022 reached VND 298 billion, up 17.8% over the same period and successfully exceeded the plan.

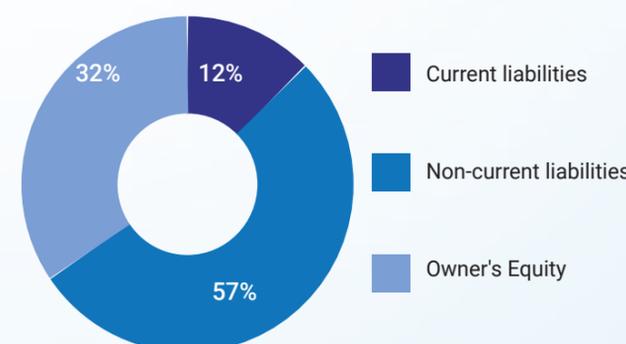
Asset Structure



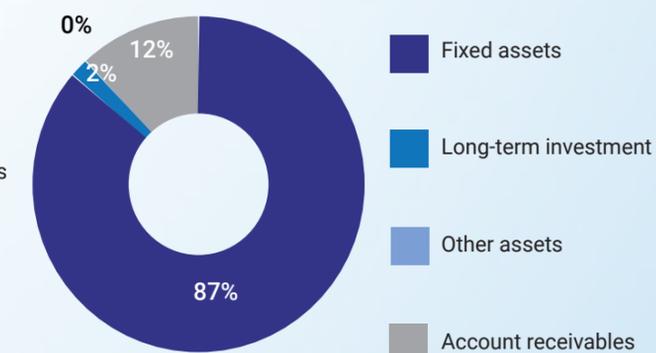
Current assets



Capital Structure



Non-current assets



Summary of business performance (Unit: VND)

ITEMS	2022	2021
Net Revenue	297,602,725,928	252,610,963,636
Cost of goods sold	100,479,059,024	113,101,740,626
Gross profit	197,123,666,904	139,509,223,010
Profit before tax	105,781,165,113	64,212,766,668
Profit after tax	100,492,106,857	61,002,128,334

### Earnings assessment

Competent cost control has helped the company's gross profit margin improve positively, from 55.1% in 2021 to 66.3% in 2022. This partly offsets the increased financial expenses and declined financial revenue. By the end of 2022, the enterprise's profit after tax reached VND 100.5 billion, up 63.9% over the same period and completed 157.6% of the target.

## 04

PHUOC TUONG PHU GIA  
BOT JSC.

REVENUE  
203.6  
Billion VND

PROFIT AFTER TAX  
27.9  
Billion VND

103%  
EARNINGS TARGET

99%

HHV'S  
OWNERSHIP

Total Assets (billion VND)  
1,391 2021  
1,386 2022

### About the Enterprise

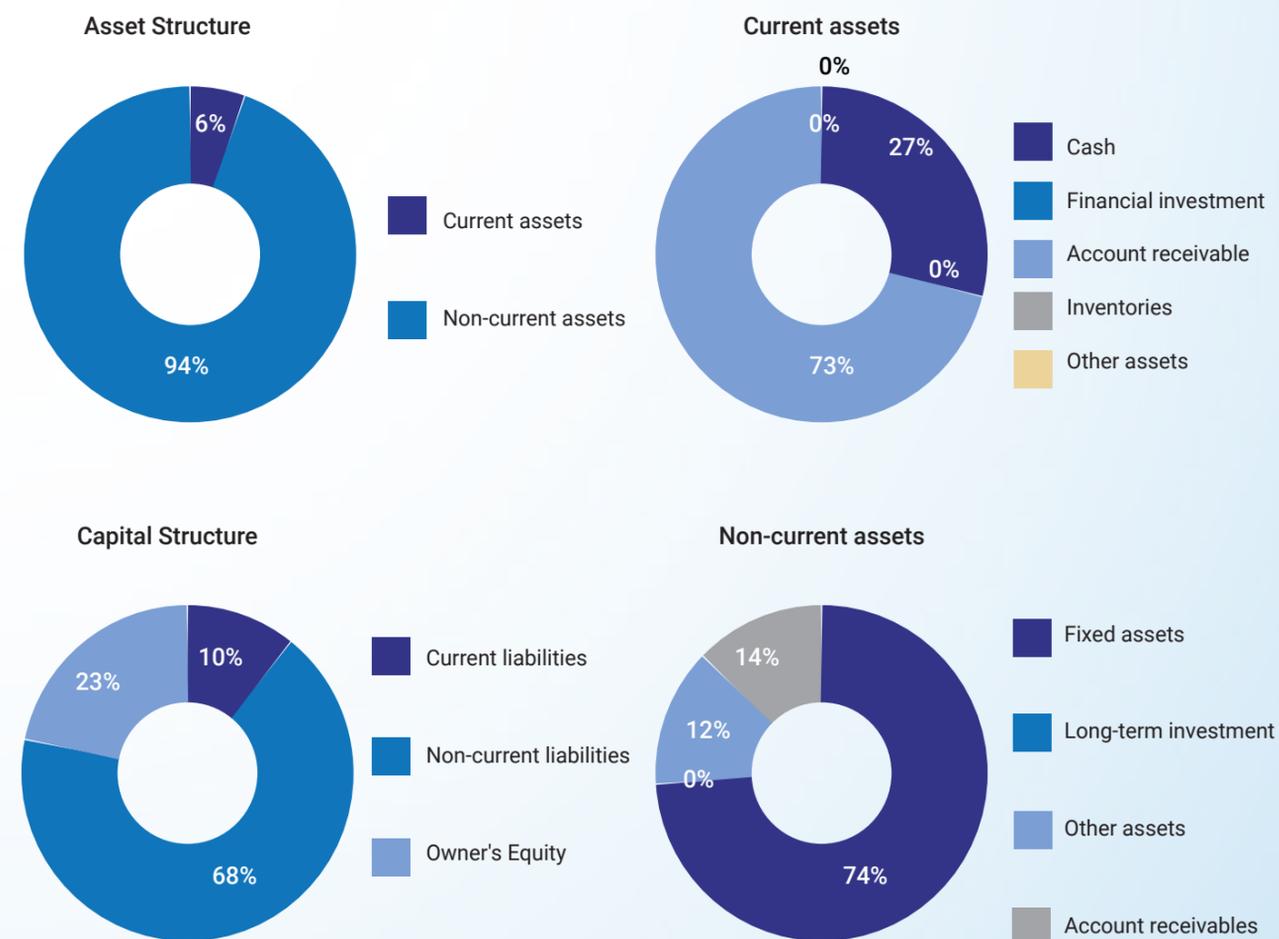
Date of establishment: 12/06/2013  
Key products/services: Operation and management of Phuoc Tuong Phu Gia road tunnel

### Summary of objectives and key solutions for 2023

In 2023, continuing to complete the project settlement with the State Administration of Vietnam, conduct the stable toll collection to reimburse investors' capital and fulfill obligations with credit institutions.

### Revenue assessment

The enterprise's net revenue in 2022 reached VND 204 billion, up 12.7% over the same period and completing 102% of the target.



Summary of business performance (Unit: VND)

ITEMS	2022	2021
Net Revenue	203,663,165,080	181,263,572,734
Cost of goods sold	82,347,618,022	73,380,648,591
Gross profit	121,315,547,058	107,882,924,143
Profit before tax	30,569,559,337	26,569,040,243
Profit after tax	27,873,878,633	26,569,040,243

### Earnings assessment

Eventhough the net revenue grew positively, COGS increased accordingly and made the company's gross profit margin relatively unchanged. For the whole year of 2022, the company's profit after tax reached VND 27.8 billion, increasing by 4.9% over the same period and exceeding the target.

## PART IV - CORPORATE GOVERNANCE



## 4.1. STOCK INFORMATION AND SHAREHOLDERS STRUCTURE

### I. Stock information

Content	
Charter Capital	3,078,044,500,000 VND
Number of listed shares	307,804,450
Stock Type	Common share
Number of outstanding shares	307,804,450
Treasury shares	None
Denominations	10,000 VND

2022 transactions statistics	
Total sessions	240
Total volume traded	743,593,756
Daily average trading volume (1 year)	3,302,287
The highest trading volume of the year	14,754,400 shares (February 21, 2023)
Lowest trading volume of the year	559,900 shares (September 12, 2022)

### II. Shareholder structure

- + State shareholders: none
- + Founding shareholders (domestic - foreign): none
- + Socio-political organization: Currently, the Labor union (formerly the Labor Union of Hai Van Tunnel Operation and Maintenance JSC. under the Union of Labor of Lien Chieu District, Da Nang City) is holding 84,800 shares (accounting for 0.027% of charter capital).
- + Treasury shares: none
- + Preferred shareholders: none
- + Major shareholders (domestic - foreign) and internal shareholders:

No.	Capital contributing members	Number of shares owned (shares)	Capital contribution rate (%)
1	Hai Thach Investment JSC. BOT	61,900,000	20.11%
2	Mr. Pham Dinh Thang	20,010,000	6.5%
3	Deo Ca Group JSC.	3,789,255	1.23%
4	Mr. Ho Minh Hoang (Chairman of the BoD)	1,800,000	0.58%
5	Mr. Nguyen Quang Huy (CEO)	230,000	0.07%
6	Mr. Nguyen Tan Dong (Vice Chairman)	120,000	0.04%
7	Other shareholders	219,955,195	71.47%
	Total	307,804,450	100%

No.	Capital contributing members	Number of shares owned (shares)	Capital contribution rate (%)
1	Foreign shareholders	11,201,786	3.64%

(Based on the list of shareholders provided by VSD As at March 22, 2023)

+ Change in owner's capital:

Number of charter capital increment within a year: Once.

Specifically, on December 19, 2022, the Board of Directors issued Resolution No. 57/NQ-HDQT on changing charter capital and amending and supplementing the Company's Charter from VND 2,673,840,900,000 to VND 3,078,044,500,000, (an increase of VND 404,203,600,000) effective immediately.



## 4.2. INTRODUCTION OF THE MANAGEMENT

### BOARD OF DIRECTORS



**Mr. HO MINH HOANG**  
Chairman of the Board of Directors

Year of birth: 1972  
Nationality: Vietnamese  
Qualification: Electrical Engineer, Master of Business Administration

Work experience:  
+ 04/2010 - 06/2019: CEO of Deo Ca Investment JSC.  
+ 12/2017 - 01/2020: Chairman of the Board of Directors of Deo Ca Investment JSC.  
+ 05/2018 - present: Chairman of Deo Ca Capital Co., Ltd  
+ 06/2018 - present: Chairman of the Board of Directors of Deo Ca Group JSC.  
+ 01/2019 - present: Chairman of the Board of Directors of Trung Luong - My Thuan BOT JSC.  
+ 08/2019 - present: Chairman of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.  
+ 02/2021 - 10/2021: Vice Chairman of the Board of Directors of Hung Thinh Incons JSC.

HHV share ownership ratio: 1,800,000 shares, accounting for 0.58% of the total number of voting shares.



**Mr. NGUYEN TAN DONG**  
Vice Chairman of the Board of Directors

Year of birth: 1977  
Nationality: Vietnamese  
Qualification: Road and Bridge Construction Engineer, Executive Master of Business Administration (EMBA)

Work experience:  
+ 07/2016 - 01/2017: Member of the Board of Directors of Hai Van Tunnel Operation and Maintenance JSC.  
+ 2013 - 2019: Vice CEO of Deo Ca Investment JSC.  
+ 06/2019 - present: Chairman of the Board of Directors of Phuoc Tuong Phu Gia BOT JSC.  
+ 07/2019 - present: Member of the Board of Directors of Saigon - Phu Yen Bridge Construction Investment Group JSC.  
+ 2019 - present: Vice Chairman of the Board of Directors of Deo Ca Group JSC.  
+ 2019 - present: Vice Chairman of the Board of Directors and CEO of Trung Luong - My Thuan BOT JSC.  
+ 08/2019 - present: Vice Chairman of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.

HHV share ownership ratio: 3,909,255 shares (representative ownership: 3,789,255 shares, individual ownership: 120,000 shares), accounting for 1.27% of total number of voting shares.



**Mr. NGUYEN HUU HUNG**  
Vice Chairman of the Board of Directors

Year of birth: 1983  
Nationality: Vietnamese  
Qualification: Bachelor of Accounting & Economic Information, Executive Master of Business Administration (EMBA)

Work experience:  
+ 2017 - 2018: Deputy Head of Finance Department of Deo Ca Group JSC.  
+ 2017 - 2018: Chief Accountant of ICV Vietnam Construction and Investment JSC.  
+ 2018 - 2019: Chief Accountant of Deo Ca Group JSC.  
+ 12/2021 - present: Vice Chairman of the Board of Directors of Deo Ca Group JSC.  
+ 02/2020 - present: Member of the Board of Directors of Ha Thanh International Trade Investment JSC.  
+ 08/2020 - present: Head of Board of Supervisors of Deo Ca Construction JSC.  
+ 10/2021 - present: Member of the Board of Directors of Deo Ca Khanh Hoa BOT Investment JSC.  
+ 10/2021 - present: Member of the Board of Directors of Hai Thach BOT Investment JSC.  
+ 04/2022 - present: Vice Chairman of the BoD of Deo Ca Traffic Infrastructure Investment JSC.  
+ 12/2022 - 02/2023: Vice Chairman of the BoD of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership ratio: 0 shares, accounting for 0% of the total number of voting shares.



**Mr. VO THUY LINH**  
Member of the Board of Directors

Year of birth: 1971  
Nationality: Vietnamese  
Qualification: Electrical Engineer, Executive Master of Business Administration (EMBA)

Work experience:  
+ 2009 - 2015: CEO of Hai Thach Group JSC.  
+ 03/2016 - 09/2016: Member of the Board of Directors, Vice CEO of Hai Van Tunnel Operation and Maintenance JSC.  
+ 07/2015 - present: Member of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.  
+ 2018 - present: Vice Chairman of the Board of Directors of Deo Ca Group JSC.  
+ 12/2009 - present: Chairman of the Board of Directors, CEO of Hai Thach BOT Investment JSC.  
+ 03/2010 - present: Member of the Board of Directors of Deo Ca Investment JSC.  
+ 06/2016 - present: Member of Board of Supervisors of Hai Thach Group JSC.  
+ 12/2022 - present: Vice Chairman of the Board of Directors of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership rate: 61,900,000 shares (representative ownership: 61,900,000 shares, individual ownership: 0 shares), accounting for 20.11% of the total number of voting shares.

## BOARD OF DIRECTORS



**Mr. NGUYEN QUANG HUY**  
Member of the Board of Directors, CEO

Year of birth: 1990  
Nationality: Vietnamese  
Qualification: Master of Traffic Construction Engineering, Executive Master of Business Administration (EMBA)

Work experience:  
+ 12/2020 - present: Vice CEO of Deo Ca Group JSC.  
+ 06/2020 - 12/2020: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.  
+ 12/2020 - present: CEO of Deo Ca Traffic Infrastructure Investment JSC.  
+ 11/2021 - present: Member of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.  
+ 06/2019 - 03/2022: Member of the Board of Directors of Hoang Long Construction Consulting JSC.  
+ 10/2020 - present: Chairman of the Board of Directors of Nam Quang Ngai Urban Area Development and Investment JSC.  
+ 04/2021 - present: Vice Chairman of the Board of Directors of VINALOG Investment JSC.  
+ 12/2022 - present: Chairman of the Board of Directors of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership ratio: 230,000 shares, accounting for 0.075% of the company's total number of voting shares.



**Mr. TRAN CHUNG**  
Non-executive member of the Board

Year of birth: 1947  
Nationality: Vietnamese  
Qualification: Associate professor/Doctor of Construction, Bachelor of Construction.

Work experience:  
+ 2015 - 2019: Senior advisor of Deo Ca Group JSC.  
+ 06/2020 - present: Member of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.  
+ 01/2020 - present: Member of the Board of Directors of Deo Ca Investment JSC.  
+ 05/2017 - present: Member of the Board of Directors of Bac Giang - Lang Son BOT JSC.  
+ 03/2023 - present: Member of the Board of Directors of ICV Vietnam Construction and Investment JSC.

HHV share ownership ratio: 0 shares, accounting for 0% of the company's total number of voting shares.



**Mr. HOANG VAN HAI**  
Independent member of the Board

Year of birth: 1966  
Nationality: Vietnamese  
Qualification: Associate Professor/Doctor of Economics, Bachelor of Commercial Economics.

Work experience:  
+ 1989 - 1998: Lecturer of Corporate Affairs Faculty, University of Commerce  
+ 1998 - 2000: Deputy Head of Business Economics Department, University of Commerce  
+ 2000 - 2002: Vice Dean of Corporate Governance Faculty, University of Commerce  
+ 2002 - 2007: Head of Corporate Governance Department, University of Commerce  
+ 2007 - 02/2012: Vice Dean of Business Administration Faculty, University of Economics, Vietnam National University, Hanoi  
+ 02/2012 - 07/2016: Dean of Business Administration Faculty, Vietnam National University,  
+ 07/2016 - present: Director of Business Administration Institute, Vietnam National University  
+ 06/2020 - present: Independent member of the BoD of Deo Ca Traffic Infrastructure Investment JSC.

HHV share ownership ratio: 0 shares, accounting for 0% of the company's total number of voting shares.



**Mr. HO QUANG LOI**  
Independent member of the Board

Year of birth: 1956  
Nationality: Vietnamese  
Qualification: Bachelor

Work experience:  
+ 1980 - 2008: Colonel, Deputy Editor-in-Chief of the People's Army Newspaper  
+ 2008 - 2010: Editor-in-Chief of "New Hanoi" Newspaper  
+ 2008 - 2010: Chairman of Hanoi Journalists Association  
+ 2010 - 2015: Member of the Standing City Committee of the Party, Head of the Propaganda Department of the Hanoi Committee of the Party.  
+ 2015 - 2021: Standing Vice President, Deputy Secretary of the Party Union of Vietnam Journalists Association  
+ 2021 - present: Chairman of Vietnam - Romania Friendship Association  
+ 04/2022 - present: Independent member of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.

HHV share ownership ratio: 0 shares, accounting for 0% of the company's total number of voting shares.

## BOARD OF MANAGEMENT



**Mr. NGUYEN QUANG HUY**  
Member of the Board of Directors, CEO

Year of birth: 1990  
Nationality: Vietnamese  
Qualification: Master of Traffic Construction Engineering, Executive Master of Business Administration (EMBA)

Work experience:

- + 12/2020 - present: Vice CEO of Deo Ca Group JSC.
- + 06/2020 - 12/2020: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.
- + 12/2020 - present: CEO of Deo Ca Traffic Infrastructure Investment JSC.
- + 11/2021 - present: Member of the Board of Directors of Deo Ca Traffic Infrastructure Investment JSC.
- + 06/2019 - 03/2022: Member of the Board of Directors of Hoang Long Construction Consulting JSC.
- + 10/2020 - present: Chairman of the Board of Directors of Nam Quang Ngai Urban Area Development and Investment JSC.
- + 04/2021 - present: Vice Chairman of the Board of Directors of VINALOG Investment JSC.
- + 12/2022 - present: Chairman of the Board of Directors of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership ratio: 230,000 shares, accounting for 0.075% of the company's total number of voting shares.



**Mr. TRAN VAN CHI**  
Permanent Vice CEO

Year of birth: 1976  
Nationality: Vietnamese  
Qualification: Road and Bridge Construction Engineer

Work experience:

- + 05/2004 - 02/2008: Technical staff, Chief commander of Ha Viet Construction Construction Company
- + 03/2008 - 09/2013: Deputy Head of Executive Board of VINACONEX E&C
- + 10/2013 - 02/2018: Head of the Executive Board of Hai Thach Group JSC.
- + 03/2018 - 01/2022: Deputy Director of Lam Viet Construction Investment Co., Ltd
- + 02/2022 - present: Permanent Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.
- + 01/2023 - present: Vice CEO of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.



**Mr. LE CHAU THANG**  
Vice CEO

Year of birth: 1978  
Nationality: Vietnamese  
Qualification: Electrical Engineer

Work experience:

- + 05/2003 - 12/2014: Staff of Hai Van Tunnel Operation and Maintenance JSC.
- + 01/2015 - 01/2022: Director of Hai Van Tunnel Management Enterprise, Deo Ca tunnel, Cu Mong tunnel under Hai Van Tunnel Operation and Maintenance JSC. (later changed as Deo Ca Traffic Infrastructure Investment JSC.)
- + 02/2022 - present: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.
- + 03/2018 - 01/2022: Deputy Director of Lam Viet Construction Investment Co., Ltd
- + 03/2022 - present: CEO of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership ratio: 2,000 shares, accounting for 0.000006 % of the company's total number of voting shares.

## BOARD OF MANAGEMENT



**Mr. VO NGOC TRUNG**  
Vice CEO

Year of birth: 1981  
Nationality: Vietnamese  
Qualification: Electronics and Telecommunications Engineer, Executive Master of Business Administration (EMBA)

Work experience:  
+ 04/2005-04/2006: Vice captain of General Information Team of Hai Van Tunnel Management Company  
+ 05/2006 - 05/2008: Specialist in Traffic Engineering Department of Hai Van Tunnel Maintenance and Operation Company  
+ 01/2009 - 01/2010: Head of Electromechanical Engineering Department of Hai Van Tunnel Management and Operation JSC.  
+ 02/2010 - 03/2019: Head of Electromechanical Engineering Department, Deputy Director of Hai Van Tunnel Management and Operation JSC  
+ 04/2019 - 06/2020: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.  
+ 08/2020 - 11/2020: Director of the Deo Ca Tunnel and Cu Mong Tunnel Management and Operation JSC  
+ 12/2020 - present: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.

HHV share ownership ratio: 3,067 shares, accounting for 0.00001 % of total number of voting shares of the company.



**Mr. TRAN VAN DUNG**  
Vice CEO

Year of birth: 1977  
Nationality: Vietnamese  
Qualification: Bridge and Road Construction Engineer

Work experience:  
+ 2012 - 04/2017: Deputy Head of Project Management and Supervision Consulting Division of Road Engineering Center III under the Hai Van Tunnel Management and Operation Company  
+ 04/2017 - 01/2021: Deputy Director, Leader of Tunnel Project Management Team, Hai Van 2 Tunnel Expansion Project Management Board  
+ 01/2021 - present: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.



**Mrs. NGUYEN QUYNH MAI**  
Vice CEO

Year of birth: 1993  
Nationality: Vietnamese  
Qualification: Bachelor of Banking & Finance

Work experience:  
+ 2016 - 2019: Credit approval officer of Vietnam Joint Stock Commercial Bank for Industry and Trade  
+ 02/2020 - 02/2021: Deputy Head of Finance Department of Deo Ca Traffic Infrastructure Investment JSC.  
+ 03/2021 - present: Vice CEO of Deo Ca Traffic Infrastructure Investment JSC.  
+ 12/2022 - present: Head of Board of Supervisors of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.



**Mr. NGUYEN VAN AN**  
Chief Accountant

Year of birth: 1982  
Nationality: Vietnamese  
Qualification: Bachelor of Accounting

Work experience:  
+ 12/2015 - 04/2019: Chief Accountant of Hai Van Tunnel Operation and Maintenance JSC.  
+ 04/2019 - 01/2022: Member of the Board of Supervisors of Hung Phat BOT JSC.  
+ 08/2020 - present: Chief Accountant of the South of Quang Ngai Urban Area Development Investment JSC.  
+ 06/2020 - present: Chief Accountant of Deo Ca Traffic Infrastructure Investment JSC.  
+ 12/2022 - present: Member of Board of Supervisors of Deo Ca Expressway Operation and Maintenance JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.

## BOARD OF SUPERVISORS



**Mr. NGUYEN MINH GIANG**  
Head of Board of Supervisors

Year of birth: 1980  
Nationality: Vietnamese  
Qualification: Bachelor of Finance – Accounting, Executive Master of Business Administration (EMBA)

Work experience:

- + 04/2018– 03/2023: Head of Board of Supervisors of Deo Ca Investment JSC.
- + 11/2018 - present: Chairman of the Board of Directors of Investment Consulting Co., Ltd., Finance, Accounting, Taxation - Auditing Com. PT
- + 04/2019 - 01/2022: Member of the Board of Supervisors of Hung Phat BOT JSC.
- + 01/2019 - present: Head of Board of Supervisors of Trung Luong - My Thuan BOT JSC.
- + 07/2021 - present: Chairman of the Board of Directors, CEO of Deo Ca Real Estate JSC.
- + 08/2019 - 09/2021: Head of Board of Supervisors of Northern Infrastructure Investment JSC.
- + 05/2020 - present: Head of Board of Supervisors of Deo Ca Khanh Hoa BOT Investment JSC.
- + 12/2020 - present: Member of the Board of Directors, CEO of Deo Ca Security JSC.
- + 01/2021 - present: CEO of Nam Quang Ngai Urban Area Development Investment JSC.
- + 01/2018 - present: Head of Board of Supervisors of Deo Ca Traffic Infrastructure Investment JSC.
- + 06/2022 - present: Member of the Board of Directors, CEO of Saigon - Phu Yen Bridge & Road Construction Investment Group JSC.
- + 02/2022 - present: Vice Chairman of BUSSIMED+ Medical Services and Investment JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.



**Mrs. CAM THI MINH HAI**  
Member of the Board of Supervisors

Year of birth: 1984  
Nationality: Vietnamese  
Qualification: Bachelor of Business Accounting

Work experience:

- + 02/2020 - 05/2021: Chief Accountant of Deo Ca Group JSC.
- + 06/2020 - present: Member of Board of Supervisors of Deo Ca Traffic Infrastructure Investment JSC.
- + 01/2022– 03/2023: Chief Accountant of Deo Ca Construction JSC.

HHV share ownership rate: 0 shares, accounting for 0% of the total number of voting shares of the company.



**Mrs. PHAN THI MAI**  
Member of the Board of Supervisors

Year of birth: 1989  
Nationality: Vietnamese  
Qualification: Bachelor of Laws

Work experience:

- + 05/2018 - present: Member of Board of Supervisors of Deo Ca Khanh Hoa BOT JSC.
- + December 2018 - June 2022: Member of Board of Supervisors of Deo Ca Expressway Operation and Maintenance JSC.
- + 08/2019 - 04/2022: Member of the Board of Supervisors of A2Z Construction Consulting JSC.
- + 04/2021 - present: Member of Board of Supervisors of Deo Ca Traffic Infrastructure Investment JSC.
- + 01/2022 - present: Head of Board of Supervisors of Phuoc Tuong Phu Gia BOT JSC.

HHV share ownership ratio: 0 shares, accounting for 0% of the company's total number of voting shares.

### 4.3. ACTIVITIES OF THE GENERAL MEETING OF SHAREHOLDERS (AGM)

#### RESOLUTIONS/DECISIONS OF THE GENERAL MEETING OF SHAREHOLDERS

Resolution No	Date	Content
01/2022/NQ-DHDCD	April 24, 2022	<ul style="list-style-type: none"> <li>- Approval of the Report of the Board of Management on production and business results in 2021 and the production and business plan in 2022; Report on operation results in 2021 and operation plan in 2022 of the Board of Directors and Board of Supervisors;</li> <li>- Approval of the payment of remuneration to the Board of Directors and the Board of Supervisors in 2022;</li> <li>- Approval of the 2021 Audited Separate Financial Statements and Consolidated Financial Statements of the Company;</li> <li>- Approval of the selection of an independent auditing firm and authorizing the Board of Directors on the decision to select another auditing firm (if necessary) to audit the 2022 financial statements;</li> <li>- Approval of profit distribution, dividend payment in 2021 and profit distribution plan in 2022;</li> </ul>
02/2022/NQ-DHDCD	April 24, 2022	Resignation and election of members of the Board of Directors.
03/2022/NQ-DHDCD	April 24, 2022	Approval of amendments and supplements to a number of articles of the Company's Charter
04/2022/NQ-DHDCD	April 24, 2022	Approval of amendments and supplements to a number of Articles of the Internal Regulations on Corporate Governance

### 4.4. ACTIVITIES OF THE BOARD OF DIRECTORS

#### I. The implementation of AGM's resolutions

2022 is a year with many difficulties and challenges for HHV's production and business activities. However, with the high spirit and responsibility on the basis of the strategic management principle of "Managing people - Managing works - Managing profits", the Board BoD has timely and flexibly deployed solutions to manage business activities, direct and administer with the main task of overcoming difficulties to maintain and develop production and operation. In which, the outstanding activities of the BoD are:

- Directing the implementation of reviewing, amending and supplementing internal regulations to serve as the basis for management and administration activities of the company such as: Charter, internal regulations on corporate governance; Internal spending governance; Regulations on personnel management; Internal audit regulations;....

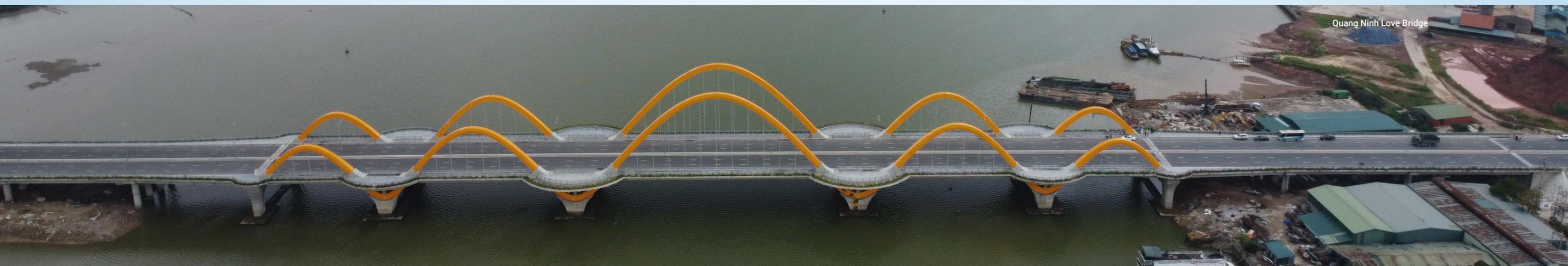
- Directing the successful organization of the 2022 online AGM in accordance with the provisions of law and the Company's Regulations. This form of online meeting not only helps to carry out the epidemic prevention and control, but also ensures the organization of the AGM on time to approve important contents for the company's production and operation.

- On the basis of the development policy and orientation approved by the AGM, the BoD has assigned the 2022 targets to the Board of Management (BoM), as well as closely monitoring and supervising the progress of the implementation. At the same time, the BoD has promoted decentralization and delegation of powers to the CEO and the BoM to maximize self-determination,

initiative and flexibility in performing and solving tasks of the Management but still ensuring the regular direction and supervision mechanism of the BoD still.

- The BoD has closely, regularly and promptly coordinated with the BoM and the Board of Supervisors in directing the implementation of the Resolutions of the General Meeting of Shareholders and the BoD. The resolutions of the AGM and the BoD were promptly implemented by the BoM and achieved many encouraging results: fundamentally completed the Company's main production and business targets such as: The construction and installation of packages at projects (Cam Lam - Vinh Hao highway, Cam Lo - La Son highway, etc.) on schedule and with committed quality; the operation and management of toll collection, maintenance and overhaul of traffic infrastructure (Hai Van, Deo Ca, Cu Mong, Phuoc Tuong - Phu Gia tunnel, Bac Giang - Lang Son expressway, National Highway 1A section through Khanh province, ...) were well maintained, ensuring the predetermined plan; the operation of branches (services trading Enterprise, mechanical processing,...) were ensured with continuity and efficiency; the completion the additional shares issuance to increase charter capital to more than VND 3,000 billion contributes to the capital mobilization for the development of the company.

The organization, management and control system of the Company were maintained and strengthened continuously while the professional capacity and operational effectiveness were constantly improved. The restructuring of the organizational model, personnel





under the authority of the BoD were performed well: Rearranging the organizational structure, duties and authority of the Departments/Divisions; appointing new personnel in the BoD to ensure that the team of leaders at all levels were suitable and met the requirements of management and administration activities of the company during the year.

- Approving policies, investment activities, purchasing, trading, and liquidation.... of assets between the Company, its partners and related parties to ensure compliance with the provisions of law and the Company's Charter and Regulations.

- Proposing many practical plans and solutions to secure the capital and financial conditions to serve the operation during the year. Capital has been mobilized from many different sources, fundamentally ensuring the continuous production and operation of the Company.

- Deliberately directing the information disclosure and shareholder relations activities in full and in accordance with the law and HHV's Regulation on information disclosure with the goal of ensuring transparency and timely communication to the shareholders and investors.

- Activities of independent members of the BoD: In 2022, independent members of the BoD have properly performed their assigned duties and authorities, fully participated in meetings; giving opinions and casting votes independently on issues under the authority of the BoD, especially the decisions of the BoD regarding transactions between HHV and related stakeholders to ensure the legitimacy, transparency, avoid conflicts of interests and protects the rights of the shareholders; at the same time, participating in the supervision of the activities of the BoM in order to cooperate with the BoD to give appropriate directions and management solutions.

## II. Resolutions/Decisions of the Board of Directors in 2022

In 2022, under the leadership of the Chairman of the Board of Directors (BoD), the BoD held 32 meetings to discuss and decide on issues under its authority. Compared to 2021, the number of meetings of the BoD increased by more than 170%, showing that the BoD has increasingly strengthened its roles and responsibilities in the management and administration of the Company's activities, regularly monitoring and grasping the situation and promptly taking accurate and appropriate policies and decisions to help the Company overcome difficulties, boost production and operation,

especially during the post-pandemic recovery period and progress toward sustainable development.

Meetings of the BoD were held in accordance with the prescribed procedures. Minutes of the meeting were made fully and resolutions are approved in compliance with the Charter, Regulations of the Company and the provisions of the Law. Through the meetings, the Board of Directors unanimously issued 57 Resolutions to implement the passed decisions. Resolutions of the Board of Directors were required to be disclosed in full and on time, specifically as followed:

Resolution No	Date	Content
Resolution No. 01/2022/NQ-HDQT	January 10, 2022	Approval of the reference price of HHV shares on the first trading day at the Ho Chi Minh City Stock Exchange.
Resolution No. 02/2022/NQ-HDQT	January 20, 2022	Promulgation of the Company's Internal Audit Regulations
Resolution No. 03/2022/NQ-HDQT	January 20, 2022	Approval of changing the number of official seals of the Company
Resolution No. 04/2022/NQ-HDQT	January 20, 2022	Appointment of person in charge of corporate governance
Resolution No. 05/2022/NQ-HDQT	January 20, 2022	Appointment of a representative of the Company to attend and vote at the General Meeting of Shareholders of Phuoc Tuong Phu Gia BOT JSC
Resolution No. 06/2022/NQ-HDQT	January 24, 2022	Approval of the policy of investment and procurement of assets and equipment of the Company
Resolution No. 07/2022/NQ-HDQT	January 24, 2022	Approval of the signing/implementation of contracts and transactions between the Company and Deo Ca Group JSC. - parent company, related parties of HHV BoD member (related to Cam Lam - Vinh Hao Expressway Construction Project)

Resolution No	Date	Content
Resolution No. 08/2022/NQ-HDQT	February 14, 2022	Appointment of the title "Permanent Vice CEO" to Mr. Tran Van Chi
Resolution No. 09/2022/NQ-HDQT	February 14, 2022	Appointment of title "Vice CEO" for Mr. Le Chau Thang
Resolution No. 10/2022/NQ-HDQT	February 24, 2022	Approval of the convening of the Annual General Meeting of Shareholders in 2022
Resolution No. 11/2022/NQ-HDQT	February 28, 2022	Through the establishment of the Management and operation of Trung Luong - My Thuan Expressway Enterprise - Branch of Deo Ca Traffic Infrastructure Investment JSC. in Tien Giang province
Resolution No. 12/2022/NQ-HDQT	March 03, 2022	Approval of the new seal form of the Company
Resolution No. 13/2022/NQ-HDQT	March 18, 2022	Appointment of a representative of the Company to attend and vote at the Extraordinary General Meeting of Shareholders in 2022 of Bac Giang - Lang Son - Huu Nghi BOT JSC
Resolution No. 14/2022/NQ-HDQT	March 28, 2022	Approval of the Regulation on organizing the 2022 Annual General Meeting of Shareholders by online and electronic voting
Resolution No. 15/2022/NQ-HDQT	March 28, 2022	Approval of the agenda and documents of the 2022 Annual General Meeting of Shareholders
Resolution No. 16/2022/NQ-HDQT	April 14, 2022	Approval of the list of candidates to be elected to the Board of Directors at the Annual General Meeting of Shareholders in 2022
Resolution No. 17/2022/NQ-HDQT	April 29, 2022	Election of Vice Chairman of the BoD for Mr. Nguyen Huu Hung

Resolution No	Date	Content
Resolution No. 18/2022/NQ-HDQT	April 29, 2022	Establishment of the Company's Internal Audit Committee
Resolution No. 19/2022/NQ-HDQT	April 29, 2022	Approval of the contract and transaction between the Company and Deo Ca Group JSC. - the parent company, the related party of the member of the BoD (business cooperation contract on Trung Luong - My Thuan Expressway Project)
Resolution No. 20/2022/NQ-HDQT	April 29, 2022	Approval of the contract and transaction between the Company and Deo Ca Construction JSC. - a related party of the member of BoD (the contract to the transfer of land use rights and assets attached to the land)
Resolution No. 21/2022/NQ-HDQT	April 29, 2022	Approval of the contract and transaction between the Company and Deo Ca Real Estate JSC. - a related party of the member of the BoD of HHV (the contract for the transfer of land use rights and assets attached to the land)
Resolution No. 22/2022/NQ-HDQT	April 29, 2022	Approval of the detailed plan of shares offering to existing shareholders
Resolution No. 23/2022/NQ-HDQT	May 13, 2022	Approval of the nomination of candidates for election to the BoD and the Board of Supervisors; appoint a representative of the Company to attend and vote at the 2022 Annual General Meeting of Shareholders of Bac Giang - Lang Son BOT JSC
Resolution No. 24/2022/NQ-HDQT	May 13, 2022	Approval of all registration documents for shares offering to existing shareholders
Resolution No. 25/2022/NQ-HDQT	May 16, 2022	Approval of the contract and transaction between the Company and Deo Ca Group JSC. - the parent company, the related party of the member of the BoD of HHV (the contract is related to Package 2 of the coastal road construction project in Binh Dinh province, Cat Tien - Diem Van section)
Resolution No. 26/2022/NQ-HDQT	May 16, 2022	Approval of the nomination of candidates for election to the BoD and the Board of Supervisors; appointment of a representative of the Company to attend and vote at the 2022 Annual General Meeting of Shareholders of Deo Ca Investment JSC.
Resolution No. 27/2022/NQ-HDQT	May 16, 2022	Appoint a representative of the Company to attend and vote at the 2022 Annual General Meeting of Shareholders of Deo Ca Khanh Hoa BOT Investment JSC.

Resolution No	Date	Content
Resolution No. 28/2022/NQ-HDQT	May 27, 2022	Approval of the contract and transaction between the Company and Deo Ca Group JSC. - parent company, related party of HHV BoD member (property lease contract)
Resolution No. 29/2022/NQ-HDQT	May 27, 2022	Approval of contracts and transactions between the Company and ICV Vietnam Construction and Investment JSC. - an associate company, related party of HHV members of the BoD (commodity purchase and sale contract)
Resolution No. 30/2022/NQ-HDQT	May 27, 2022	Approval of contracts and transactions between the Company and ICV Vietnam Construction and Investment JSC. - an associate company, related parties of HHV members of the BoD (processing contract)
Resolution No. 31/2022/NQ-HDQT	May 31, 2022	Approval of the contract and transaction between the Company and Deo Ca Group JSC. - the parent company, the related party of the member of the BoD of HHV (the contract for the sale and purchase of mechanical products for the construction of Package 12-XL under Mai Son - National Highway 45 project)
Resolution No. 32/2022/NQ-HDQT	May 31, 2022	Approval of the contract and transaction between the Company and the Bac Giang - Lang Son BOT JSC. - a subsidiary and related party of the member of the BoD of HHV (the contract related to the Bac Giang - Lang Son Expressway Project combined with enhancing the pavement of National highway 1)
Resolution No. 33/2022/NQ-HDQT	June 2, 2022	Approval of the Regulation on salary and other compensation to the employees
Resolution No. 34/2022/NQ-HDQT	June 9, 2022	Approval of contracts and transactions between the Company and related party: Deo Ca Investment JSC, Bac Giang - Lang Son BOT JSC, Phuoc Tuong Phu Gia BOT JSC, Deo Ca Construction JSC, Trung Luong - My BOT JSC Thuan, Deo Ca Khanh Hoa BOT Investment JSC. (contract for repair, operation and maintenance of traffic works)
Resolution No. 35/2022/NQ-HDQT	June 9, 2022	Approval of contracts and transactions between the Company and related parties: Hai Thach Group JSC., Deo Ca Construction JSC. (car rental contract)
Resolution No. 36/2022/NQ-HDQT	June 10, 2022	Approval of the detailed plan for shares offerings to existing shareholders (amended and supplemented)
Resolution No. 37/2022/NQ-HDQT	June 16, 2022	Approval of the borrowing from related party to serve production and operation: Deo Ca Group JSC, Hai Thach BOT Investment JSC, Northern Infrastructure Investment JSC

Resolution No	Date	Content
Resolution No. 38/2022/NQ-HDQT	June 16, 2022	Approval of the organization the internal audit; Internal audit plan for the last 7 months of 2022 of the Internal Audit Committee
Resolution No. 39/2022/NQ-HDQT	June 17, 2022	Approval of the company signing/implementing a business cooperation contract with Cam Lam - Vinh Hao Expressway JSC.
Resolution No. 40/2022/NQ-HDQT	June 20, 2022	Approval of the detailed plan for shares offering to existing shareholders (amended and supplemented)
Resolution No. 41/2022/NQ-HDQT	June 21, 2022	Approval of the registration documents for the public offering
Resolution No. 42/2022/NQ-HDQT	June 23, 2022	Approval of the Company's signing/implementing of contracts and transactions between the Company and Deo Ca Construction JSC. - a related party of HHV's BOD members (construction contract, sale and rental contract)
Resolution No. 43/2022/NQ-HDQT	July 1, 2022	Approval of the Company's signing/implementing of contracts and transactions between the Company and Deo Ca Construction JSC. - related parties of members of Bo (construction contract, sale contract, rental contract and related service contract for Cam Lam - Vinh Hao expressway construction project)
Resolution No. 44/2022/NQ-HDQT	August 22, 2022	Approval of the investment policy in the company's fixed assets
Resolution No. 45/2022/NQ-HDQT	August 22, 2022	Approval of the policy of signing/implementing contracts and transactions between the company and related parties
Resolution No. 46/2022/NQ-HDQT	August 22, 2022	Approval of contract and transaction between the company and Deo Ca Security JSC.
Resolution No. 47/2022/NQ-HDQT	August 22, 2022	Approval of the establishment of a representative office in Hanoi

Resolution No	Date	Content
Resolution No. 48/2022/NQ-HDQT	August 22, 2022	Approval of the establishment of a representative office in Ho Chi Minh City
Resolution No. 49/2022/NQ-HDQT	September 14, 2022	Approval of the signing/implementing the appendix of the business cooperation contract between the company and Cam Lam - Vinh Hao Expressway JSC.
Resolution No. 50/2022/NQ-HDQT	October 06, 2022	Approval of the selection of the last registration date to close the list of shareholders exercising the rights of public offering
Resolution No. 51/2022/NQ-HDQT	October 26, 2022	Approval of the seal sample of the company's representative office in Hanoi
Resolution No. 52/2022/NQ-HDQT	October 26, 2022	Approval of the seal sample of the company's representative office in Ho Chi Minh City.
Resolution No. 53/2022/NQ-HDQT	October 26, 2022	Approval of the purchase of uniforms between the company and Deo Ca Group JSC
Resolution No. 54/2022/NQ-HDQT	October 26, 2022	Approval of processing contract between the company and ICV Vietnam Construction and Investment JSC.
Resolution No. 55/2022/NQ-HDQT	November 23, 2022	Approval of contracts/transaction between the company and Deo Ca Group JSC. related to the construction of Mai Son - NH45 Expressway project
Resolution No. 56/2022/NQ-HDQT	December 10, 2022	Approval of the results of the public offering to existing shareholders and canceling the issuance of all undistributed shares
Resolution No. 57/2022/NQ-HDQT	December 19, 2022	Approval of the change of charter capital, amendment and supplement the company's charter

### III. Supervision activities of the BoD on the BoM

Since the beginning of 2022, the Chairman of the Board of Directors (BoD) convened a meeting to summarize and evaluate the results of the management activities of the BoD in 2021. The BoD developed and assigned the management and supervision tasks of the BoD in 2022 to ensure compliance with the provisions of the law, the Company's Charter, Regulations, and Resolutions/Decisions of the AGM and the BoD and be consistent with the actual situation of the company at each stage of development. The management and supervision activities of the BoD towards the Board of Management (BoM) are carried out through the following contents: Directing, supervising and enforcing the BoM to implement projects, investment activities, production and business development plans in 2022 of HHV in accordance with the Resolutions and Decisions of the AGM and the BoD. At the same time, strengthening the management of production and business activities of subsidiaries and divisions to ensure compliance with the objectives and conditions of each unit.

The BoD has requested the BoM to strictly implement the regime of periodical and extraordinary reports on the company's operation in order to promptly detect, direct and overcome shortcomings, improve operating efficiency and completing the approved targets.

Implementing management and supervision through the activities of the members of the BoD: From November 1, 2021, the AGM approved to elect Mr. Nguyen Quang Huy - CEO as a Member of the BoD. Thus, through the management, administration and reporting of the CEO, the BoD monitored, directed and supervised the activities of the BoM directly and continuously. In addition, the BoD has assigned members to attend regular and ad hoc briefings and other important meetings of the BoM to check and evaluate their performance. The BoD also discussed and gave opinions on guidance and criticism to the BoM so that they could promptly adjust orientation and overcome difficulties to achieve the targets;

Oversighting through the activities of the Internal Audit Committee, Administrator: Strictly implementing current regulations on corporate governance and internal audit of listed companies, the BoD has appointed the Administrator and established the Internal Audit Committee, promulgating the Company's Internal Audit Regulations and Procedures. Through the activities and reports of the Internal Audit Committee and the

The BoD has requested the BoM to strictly implement the regime of periodical and extraordinary reports on the company's operation in order to promptly detect, direct and overcome shortcomings, improve operating efficiency and completing the approved targets.

Administrator, the BoD has regularly monitored and supervised the activities of the BoM and the activities of the departments, divisions and units affiliated to the company. Thereby, helping the BoD to check and detect the limitations and difficulties in all aspects of the Company's activities in order to promptly give appropriate directions and decisions to help improve the effectiveness and operation of the Company.

Directing and closely supervising the preparation, auditing and issuance of information disclosure of Quarterly, Semi-Annual and Annual Financial Statements for 2022; Report on corporate governance in 2021 and the first 6 months of 2022; Annual report for 2021 and other important reports of the Company. Proposing to select a qualified and reputable auditing firm to audit the financial statements and other reports of the company to ensure compliance with regulations. Directing the preparation and organization of the 2022 AGM and other activities related to shareholders. The assigned members of the BoD have regularly monitored the information disclosure and shareholder relations activities of the BoM in accordance with the provisions of the Laws and Regulations on information disclosure. Ensuring relevant information was publicized transparently and timely for shareholders and investors to participate in supervising the company.

Directing and supervising the organization and arrangement of apparatus and personnel in the BoM and in departments, divisions and affiliated units. In 2022, in response to the requirements of the management and administration of production and operation aspects of the Company, the Board of Directors agreed to appoint 02 additional Vice CEOs to strengthen the management capability of the Company. As a result, it has helped to further improve the management and administration capability of the BoM, to meet the goal of expanding the scale and developing HHV's advantageous aspects which are investment in transport infrastructure projects, construction, installation and O&M of large transport infrastructure works.



## ĐẠI HỘI ĐỒNG CỔ ĐÔNG THƯỜNG NIÊN NĂM 2023 CÔNG TY CỔ PHẦN ĐẦU TƯ HẠ TẦNG GIAO THÔNG ĐÈO CẢ

Mã chứng khoán: HHV

📍 Đà Nẵng

📅 24.4.2023



### IV. Change of the BOD personnel

In 2022, the Annual General Meeting of Shareholders approved the dismissal and election of 02 replacement members of the Board of Directors according to the Resolution No. 02/2022/NQ-DHDCD dated April 24, 2022, specifically as followed:

- Dismissing the titles of members of BOD for Mr. Tran Van The - Vice Chairman of the BoD and Mr. Ha Huy Hung - Independent member of the BoD.
- Electing Mr. Nguyen Huu Hung and Mr. Ho Quang Loi as members of the Board of Directors to replace members who have been dismissed. In which: Mr. Ho Quang Loi is the independent member of the Board of Directors and Mr. Nguyen Huu Hung was elected as Vice Chairman of the Board of Directors by the Board of Directors according to Resolution No. 17/2022/NQ-HDQT dated April 29, 2022.

### V. Activities of internal audit committee

Currently, the BoD has 01 sub-committee, namely, the Internal Audit Committee. The BoD has approved and promulgated the Internal Audit Regulation, the process of organizing the internal audit and the internal audit plan for the last 7 months of 2022, setting the foundation for the operation of the Internal Audit Committee. According to the Regulations, processes and plans approved by the BoD, the Internal Audit Committee has well implemented its assigned roles and tasks. The thematic audits are carried out to ensure completeness, focus and meet the set requirements. Through the auditing, the Internal Audit Department promptly detected shortcomings and warned of risks, thereby making recommendations for remedial measures to ensure the company's internal control system was established and operated reasonably, in accordance with the actual conditions of the Company.



Co Ma Tunnel

## 4.5. ACTIVITIES OF THE BOARD OF SUPERVISORS

### I. Supervision activities on the Board of Directors

Right from the beginning of 2022, the BoD, the BoM and the BoS held a meeting to discuss the results of the actual conditions, policy and orientation of corporate governance, management, investment and production activities, financial affairs and other regular activities of the Company in order to help the BoS monitor and grasp the situation, promptly develop an appropriate inspection and supervision plan during the year. Through the process of inspection and review, the BoS assessed that the BoD in general and each individual member of the BoD in particular had properly and deliberately performed their duties, functions and authority in accordance with the Laws, Charter and Regulations of the Company and assigned by the AGM. The Company's governance and management activities were precise and in timely manner to improvise with the requirements of the actual situation, ensuring consistency and efficiency, in line with the interests of shareholders and the development of the Company, demonstrating through the results:

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**The BoD successfully held the online Extraordinary General Meeting of Shareholders in 2022, while ensuring good compliance with regulations on prevention of the epidemic. The company was able to maintain uninterrupted operation plan as important decisions are still approved by the General Meeting of Shareholders in a timely manner.**

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a) In 2022, the BoD convened the AGM to approve important guidelines and decisions in production and business activities of the Company. The AGM was convened and organized in accordance with the order and procedures as prescribed by law and the Company's Charter. In particular, due to the influence of the Covid-19 epidemic situation, the BoD decided and successfully held the online Extraordinary General Meeting of Shareholders in 2022, while ensuring good compliance with regulations on prevention and control of the epidemic. The company has maintained uninterrupted operation plan as important decisions were still approved by the AGM in a timely manner.

b) Resolutions and Decisions approved by the AGM during the year were directed and organized by the BoD to ensure compliance with regulations. Currently, the resolutions of the AGM on investment, production and business development plans in 2022, amendments and supplements to the Charter, internal regulations on corporate governance, etc. have been implemented and completed on time. The resolution on increasing charter capital by shares offering to existing shareholders has been implemented, increasing the company's charter capital to 3,078,044,500,000 VND. There are no cases where the Resolutions and Decisions of the AGM during the year was not implemented.

c) All meetings of the BoD and other meetings of the Company in 2022 were notified and relevant documents was sent to the BoS to ensure integrity and timeliness as prescribed in the internal regulations on corporate governance. The BoS sent representatives to attend the meeting in full to supervise, participate in exchanges and discussions at the meetings to ensure the compliance, legality and rationality of the adopted resolutions and decisions. At the meetings of the BoD, the BoS highly appreciated the deliberate, straightforward and independent working spirit of the members of the BoD. The resolutions and decisions of the BoD were approved in accordance with the prescribed order and procedures, ensuring the accuracy, systematic, and suitability with the actual situation. Discussions by members of the BoD were highly professional and considerate in every aspects of the matter.

### II. Supervision activities on the Board of Management

In the past year, the Board of Management (BoM) has deliberately and promptly implemented the guidelines and resolutions of the AGM, the resolutions, decisions and directions of the BoD in production, business and management activities. During the performance of assigned tasks and authority, the BoM regularly cooperated and created favorable conditions for the BoS to supervise and inspect the operation regularly and continuously. Through inspection and supervision, the BoS assessed as follows:

The CEO and members of the BoM have properly performed their functions, tasks and authority, ensuring the deliberation and strict compliance with the law and the Charter and Regulations in operation, management and organization of investment, production and business development activities. Investment activities, contracts, transactions of great value, which directly affect the financial position of the Company and other important issues are reported to the AGM or the BoD for approval in accordance with assigned authority prior to implementing. It helped ensure the principles and fiduciary duty, honesty and avoid conflicts of interest in corporate governance activities.

The BoM has deliberately and promptly implemented the principles in coordinating activities with the BoS; created essential and sufficient conditions for the BoS to perform its duties and powers in inspecting and supervising the Company's operations and other tasks assigned in accordance with the Company's Charter and legal regulations.

### III. Supervision on the shareholders

During the past year, the BoS did not receive any complaints of shareholders about the operation of the company, the BoD or the Management in general.

### IV. Summary of meetings of the Board of Supervisors

The BoS held 02 meetings to discuss and reach an agreement on the contents of the strategic supervision every 6 months to tackle the shortcomings in the supervisory tasks.

The BoS members attended fully and performed their roles deliberately and responsibly.



## 4.6. ACTIVITIES OF INTERNAL AUDIT COMMITTEE

### I. The Committee structure

As at December 31, 2022, the Internal Audit Committee consists of 03 personnel, including: 01 head and 02 members, specifically as follows:

Name	Position
Ms. Vi Thi Mai	Head of Internal Audit Department
Mr. Nguyen Hoang Hai	Member of Internal Audit
Mr. Nguyen Manh Cuong	Member of Internal Audit

### II. Duty of the Committee

Develop and update internal audit regulations and procedures of the enterprise to submit to the Board of Directors for approval.

Prepare annual internal audit plan and submit it to the Board of Directors for approval.

Carry out internal audits and internal audit consulting according to the approved plan.

Report the results of the internal audit and recommend measures to remedy errors and propose measures to improve the effectiveness and efficiency of the governance, risk management and internal control processes.

Monitor the implementation of audit recommendations

Regularly develop, edit, supplement and complete the internal audit methods and scope of internal audit activities to be able to update and keep up with the development of the business.

### III. Key activities in 2022

In 2022, the Internal Audit Department carried out the following main activities:

- Participate in drafting and promulgating Internal Audit Regulations and Procedures for implementation at the Company in accordance with the general provisions of Internal Auditing Standards.
- Perform internal audit according to the audit plan approved by the Board of Directors and report on audit results, monitor and evaluate corrective actions at the relevant Departments and Enterprise.
- Conduct independent consultations of the Board on issues related to issues and difficulties in the regular operation of the Company for the Management and specialized Departments.
- Reviewing the regulations, policy and professional processes of the Audited Departments and Enterprises. At the same time, propose amendments and adjustments to the contents to be consistent with the provisions of the current Law and the actual operation situation at the Departments and Enterprise.

### IV. Change of the committee personnel

Name	Position	Note
Mrs. Vi Thi Mai	Head of Internal Audit	Appointed on April 29, 2022
Mr. Nguyen Hoang Hai	Member of Internal Audit	Appointed on April 29, 2022
Mr. Nguyen Cong Cuong	Member of Internal Audit	Appointed on April 29, 2022 Resigned on September 6, 2022
Mr. Nguyen Manh Cuong	Member of Internal Audit	Appointed on June 27, 2022

## 4.7. TRANSACTIONS, REMUNERATION AND BENEFITS OF BOD, BOM, BOS

### TRANSACTIONS, REMUNERATION AND BENEFITS

No.	Name	Position	Remuneration (VND/month)	No. of months	Remuneration in 2022 (VND)
<b>I BOARD OF DIRECTORS</b>					<b>1,739,000,000</b>
1	Mr. Ho Minh Hoang	Chairman	30,000,000	12	360,000,000
2	Mr. Nguyen Tan Dong	Vice Chairman	20,000,000	12	240,000,000
3	Mr. Tran Van The	Vice Chairman	20,000,000	3.8	76,000,000
4	Mr. Nguyen Huu Hung	Vice Chairman	20,000,000	6.2	163,000,000
5	Mr. Vo Thuy Linh	Member	15,000,000	12	180,000,000
6	Mr. Tran Chung	Member	15,000,000	12	180,000,000
7	Mr. Nguyen Quang Huy	Member	15,000,000	12	180,000,000
8	Mr. Ha Huy Hung	Independent member	15,000,000	3.8	57,000,000
9	Mr. Hoang Van Hai	Independent member	15,000,000	12	180,000,000
10	Mr. Ho Quang Loi	Independent member	15,000,000	8.2	123,000,000
<b>II BOARD OF SUPERVISORS</b>					<b>348,000,000</b>
1	Mr. Nguyen Minh Giang	Head	15,000,000	12	180,000,000
2	Mrs. Cam Thi Minh Hai	Member	7,000,000	12	84,000,000
3	Mrs. Phan Thi Mai	Member	7,000,000	12	84,000,000
<b>Total remuneration in 2022 of the BoD and the BoS:</b>					<b>2,087,000,000</b>

## TRANSACTION OF THE INSIDERS

No.	Name	Relations with insiders	No. of shares at the beginning		No. of shares at the end		Reason for change
			No. of shares	Ratio	No. of shares	Ratio	
1	Nguyen Quang Huy	Insider holding the position of Member of the Board of Directors, CEO, Legal representative of HHV	0	0%	230,000	0.07%	Buy shares
2	Nguyen Tan Dong	Insider holding the position of Vice Chairman of the Board of Directors of HHV	0	0%	120,000	0.04%	Buy shares
3	Phan Thi Mai	Insider holding the position of Member of Board of Supervisors HHV	0	0%	4,000	0.00013%	Buy shares
4	Tran Tan Huy	Insider holding the position in charge of corporate governance	0	0%	500	0.000001%	Buy shares
5	Hai Thach Investment BOT JSC.	Major shareholder and related partie of HHV insider	67.783.125	25.35%	103,666,250	33.68%	Exercising the right to buy additional shares
6	Tran Thi Thu Hien	Related partie of Mr. Ho Minh Hoang – Chairman of the Board of Directors of HHV	0	0%	45,000	0.01%	Buy shares
7	Truong Minh Don	Related partie of Mr. Tran Van Dung – Vice CEO of HHV	0	0%	15,400	0.005%	Buy shares

## TRANSACTION BETWEEN HHV AND RELATED PARTIES; OR HHV WITH MAJOR SHAREHOLDERS, INSIDERS AND RELATED PARTIES OF INSIDER

No.	Name of organization/ individual	Relationship with the company	Transaction content
1	Hai Thach Investment BOT JSC	Major shareholder and the related partie of HHV insiders	+ Interest expense incurred: VND 10,125,677,282; + Hai Thach Investment BOT JSC contributes capital to HHV through the exercise of the right to buy shares according to the offering for shares, existing shareholders: VND 358,831,250,000; + HHV loan repayment: VND 69,288,600,000.
2	Deo Ca Group JSC	Parent company and the related partie of HHV insiders	+ Sales revenue: VND 83,256,826,074; + Payment of expenses for buying goods and services: VND 68,932,268,995.
3	Deo Ca Group JSC	Parent company and the related partie of HHV insiders	+ HHV borrowing: VND 70,300,000,000; + HHV loan repayment: VND 51,995,000,000; + Interest expense: VND 4,195,368,235; + Business cooperation: VND 221,530,970,000.
4	ICV Vietnam Construction and Investment JSC	Associated Company	Payment for purchasing materials (stones, concrete, and other construction materials): VND 22,067,076,702.
5	Bac Giang - Lang Son BOT JSC	Subsidiary and the related partie of HHV insiders	+ Revenue from maintenance and overhaul of tunnels and roads: VND 28,697,745,236; + Revenue from operating toll stations: VND 28,594,007,275; + Revenue from construction and installation: VND 3,495,650,926.
6	Bac Giang - Lang Son BOT JSC	Subsidiary and the related partie of HHV insiders	+ Long-term investment: VND 120,011,400,000; + Deposit capital contribution: VND 102,000,000,000.
7	Deo Ca Investment JSC	Subsidiary and the related partie of HHV insiders	+ Revenue from operating toll stations: VND 23,867,680,132; + Revenue from tunnel maintenance and overhaul: VND 228,324,365,253.
8	Deo Ca Investment JSC	Subsidiary and the related partie of HHV insiders	HHV contributed capital to Deo Ca Investment JSC: VND 80,342,730,000.
9	Phuoc Tuong Phu Gia BOT JSC	Subsidiary and the related partie of HHV insiders	+ Revenue from maintenance and overhaul of tunnels and roads: VND 20,997,974,074; + Revenue from construction and installation activities: VND 2,714,947,222; + Revenue from operating toll stations: VND 6,064,235,944; + Advance dividend: VND 30,474,062,712.

No.	Name of organization/ individual	Relationship with the company	Content, quantity, total transaction value
10	Phuoc Tuong Phu Gia JSC BOT	Subsidiary and the related partie of HHV insiders	+ Revenue from tunnel and road maintenance and overhaul activities: VND 5,894,700,000; + Revenue from operating toll booths: VND 7,251,628,470; + Revenue from middle school activities: VND 7,129,715,519.
11	Deo Ca Investment JSC	Subsidiary and the related partie of HHV insiders	Car rental revenue: VND 95,454,546.
12	Phuoc Tuong Phu Gia BOT JSC	Subsidiary and the related partie of HHV insiders	Security service fee: VND 27,149,203,000.
13	Hoang Long Construction Consulting JSC	The related partie of Member of the BoD, CEO Nguyen Quang Huy until March 24, 2022	Business car rental: VND 106,363,638.
14	Trung Luong My Thuan BOT JSC	The related partie of Chairman of the BoD Ho Minh Hoang, Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang	+ Car rental revenue: VND 109,090,908; + Revenue from maintenance and overhaul of tunnels and roads: VND 23,861,084,943; + Revenue from operating toll stations: VND 6,226,212,504.
15	Deo Ca Expressway Management and Exploitation JSC	The related partie of Vice Chairman of the BoD Nguyen Huu Hung, Member of the BoD Vo Thuy Linh, CEO Nguyen Quang Huy, Standing Vice CEO Tran Van Chi, Vice CEO Le Chau Thang, Chief Accountant Nguyen Van An, Vice CEO Nguyen Quynh Mai, Administrator Tran Tan Huy	+ Revenue from construction and installation activities: VND 2,332,030,555; + Revenue from processing products, supplying materials and all kinds of goods: VND 65,480,163.
16	Deo Ca Construction JSC	The related partie of Vice Chairman Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	+ Revenue from construction and installation activities: VND 87,608,092,712; + Equipment and vehicle rental revenue: VND 569,528,620; + Cost of materials and labor: VND 58,149,428,473; + Equipment and vehicle rental cost: VND 2,902,503,412.

### TRANSACTIONS BETWEEN HHV INTERNAL PEOPLE AND ITS SUBSIDIARIES & AFFILIATED COMPANIES

No.	Name of organization/ individual	Title	Relationship with the company	Name of subsidiary, affiliates	Contents of transactions
1	Nguyen Tan Dong	Vice Chairman of the BoD	Insider	Phuoc Tuong Phu Gia BOT JSC	Remuneration of the BoD: 60,000,000 VND
2	Nguyen Huu Hung	Vice Chairman of the BoD	Insider was elected as a member of the BoD from April 24, 2022	Deo Ca Khanh Hoa BOT Investment JSC:	Remuneration of the BoD: 369,000,000 VND
3	Tran Van The	Vice Chairman of the Board	Insider ceased to be members of the BoD from April 24, 2022	Phuoc Tuong Phu Gia BOT JSC	Remuneration of the BoD: 3,333,333 VND
4	Vo Thuy Linh	Member of the BoD	Insider	Deo Ca Investment JSC	Remuneration of the BoD: 144,000,000 VND
5	Tran Chung	Member of the BoD	Insider	Deo Ca Investment JSC	Remuneration of the BoD: 144,000,000 VND
6	Nguyen Minh Giang	Head of BoS	Insider	Deo Ca Khanh Hoa BOT Investment JSC:	Remuneration of the BoS: 180,000,000 VND
7	Phan Thi Mai	Member of BoS	Insider	Phuoc Tuong Phu Gia BOT JSC	Remuneration of the BoS: 56,666,667 VND
				Deo Ca Khanh Hoa BOT Investment JSC:	Remuneration of the BoS: 120,000,000 VND

**TRANSACTIONS BETWEEN INSIDERS, RELATED PARTY OF INSIDER,  
AND HHV'S SUBSIDIARIES & ASSOCIATES**

No.	The entity	Relations with insiders	The insider position	Name of subsidiary, company controlled by HHV	Transaction content	Transaction value (VND)
1	Deo Ca Investment JSC	Vo Thuy Linh	Member of the BoD		Revenue sharing	303,013,804,713
		Tran Chung	Member of the BoD			
		Nguyen Minh Giang	Head of BoS			
2	Deo Ca Group JSC	Ho Minh Hoang	Chairman of the Board	Phuoc Tuong Phu Gia BOT JSC	Cost of Air Tickets	29,747,265
		Nguyen Tan Dong	Vice Chairman of the BoD			
		Vo Thuy Linh	Member of the BoD			
		Nguyen Quang Huy	CEO, Member of the BoD			
3	Deo Ca Group JSC	Nguyen Huu Hung	Vice Chairman of the BoD		Cost of surrendering and training staff	47,366,000
		Ho Minh Hoang	Chairman of the BoD			
		Nguyen Tan Dong	Vice Chairman of the BoD			
3	Deo Ca Group JSC	Vo Thuy Linh	Member of the BoD	Deo Ca Investment JSC	Advance payment, payment for construction and services	23,075,659,000
		Nguyen Quang Huy	CEO, Member of the BoD			
		Nguyen Huu Hung	Vice Chairman of the BoD			
		Nguyen Tan Dong	Vice Chairman of the BoD			
4	Phuoc Tuong Phu Gia BOT	Nguyen Tan Dong	Vice Chairman of the BoD		Shared BOT fee revenue	327,820,000,000
		Nguyen Quang Huy	Member of BoD, CEO			
		Phan Thi Mai	Member of BoS			

No.	The entity	Relations with insiders	The insider position	Name of subsidiary, company controlled by HHV	Transaction content	Transaction value (VND)
5	Deo Ca Group JSC	Ho Minh Hoang	Chairman of the Board	Bac Giang Lang Son BOT JSC	Airfare, other expenses	1,610,903,384
		Nguyen Tan Dong	Vice Chairman of the BoD			
		Vo Thuy Linh	Member of the BoD			
		Nguyen Quang Huy	CEO, Member of the BoD			
6	Deo Ca Group JSC	Nguyen Huu Hung	Vice Chairman of the BoD	ICV Vietnam Construction and Investment JSC	Production, trade and service revenue	157,540,831,333
		Ho Minh Hoang	Chairman of the Board			
		Nguyen Tan Dong	Vice Chairman of the BoD			
7	Deo Ca Construction JSC	Vo Thuy Linh	Member of the BoD		Total sales of production, trade and services	16,579,210,535
		Nguyen Quang Huy	CEO, Member of the BoD			
		Nguyen Huu Hung	Vice Chairman of the BoD			
8	Deo Ca Group JSC	Cam Thi Minh Hai	Member of BKS	Deo Ca - Khanh Hoa BOT JSC	Cost of Air Tickets	311,194,886
		Ho Minh Hoang	Chairman of the Board			
		Nguyen Tan Dong	Vice Chairman of the BoD			
		Vo Thuy Linh	Member of the BoD			
		Nguyen Quang Huy	CEO, Member of the BoD			
		Nguyen Huu Hung	Vice Chairman of the BoD			

## 4.8. THE ASSESSMENT OF CORPORATE GOVERNANCE BASED ON THE ASEAN SCORECARD

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
<b>A Shareholders' rights</b>					
A.1.1	Does the company pay dividends (annual interim and year-end) on an equal and timely basis; that is, all shareholders are treated equally and are paid within 30 days after being announced (i) for midterm dividends and (ii) approved by shareholders at the General Meeting of Shareholders (GMS) for year-end dividend? In case the company announces the option to pay stock dividends, does the company pay dividends within 60 days from the date of announcement?	x	x	x	
A.2.1	Change of company regulations?	x	x	x	
A.2.2	Voting to issue more shares?	x	x	x	
A.2.3	Transfer of all or a majority of the company's assets, resulting in the sale of the company?	x	x	x	
A.3.1	Shareholders have the opportunity to approve the remuneration (fees, remuneration, other forms of benefits or other perks) or any increase in remuneration for members of the BoD?	x	x	x	
A.3.2	Does the company allow non-controlling shareholders the right to nominate members of the BoD?	x	x	x	
A.3.3	Does the company allow shareholders to elect member of the BoD?	x	x	x	
A.3.4	Does the company disclose the voting procedure used before the meeting?	x	x	x	
A.3.5	Do the minutes of the latest AGM record that shareholders have a chance to ask questions. Are questions and answers recorded?	x	x	x	
A.3.6	Does the company announce the voting results including the number of votes for, against, and abstained for each draft content of the latest AGM?	x	x	x	
A.3.7	Has the company announced the list of members of the BoD attending the latest AGM?	x	x	x	
A.3.8	Does the company disclose that all members of the BoD and CEO (if CEO is not a member of the BoD) attended the most recent AGM?	x	x	x	
A.3.9	Does the company allow absentee voting?	x	x	x	
A.3.10	Does the company use voting based on the number of votes of shareholders (not by show of hands) for all resolutions at the latest AGM?	x	x	x	
A.3.11	Has the company announced the appointment of an independent party (inspector, supervisor) to join the vote counting committee to count and/or appraise votes at the AGM?	x	x	x	
A.3.12	Does the company publicly announce on the next working day the voting results for all resolutions in the most recent AGM?	x	x	x	
A.3.13	Does the company notify the date of AGM and the Extraordinary GMS at least 21 days in advance?	x	x	x	

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
A.3.14	Does the company provide the basis and explanations for each item in the Draft of Resolution that needs to be approved by shareholders in the notice of the AGM/documents of the AGM/Draft and/or attached reports?	x	x	x	
A.3.15	Are shareholders given the opportunity to contribute the content(s) to the agenda of the AGM?	x	x	x	
A.1.16	Does the Company announced the appointment of an independent party to count and/or assess votes at the AGM	x	x	x	
A.3.17	Does the Company have at least 21 days' notice for all resolutions	x	x	x	
A3.19	The Company shall provide the basis, information and explanation for each item in the draft resolution voted by shareholders in the notice of the AGM/AGM document/Draft and/or attached docs	x	x	x	
A.5.1	Does the company publicly disclose policies/practices to encourage shareholders including institutional shareholders to attend the AGM or participate and contribute to the Company's activities?	x	x	x	
<b>B Equal treatment of shareholders</b>					
B.1.1	Does each company's common stock have one vote?	x	x	x	
B.1.2	In case the company has more than one class of shares, does the company disclose the number of votes equal to each class of shares (eg, through the website/report/stock exchange/website of the regulatory authority)?				
B.2.1	Each resolution in the most recent GMS is only related to one content of the draft resolution, that is, not to include many contents in the same resolution?	x	x	x	
B.2.2	Was the notice and document of the most recent AGM fully translated into English and published on the same day as the local language document?	x	x	x	
B.2.3	Biographies of the member of the BoD to be elected/re-elected are provided (minimum age, training level, expertise, date of first appointment, experience, and position in other listed companies)?	x	x	x	
B.2.4	Is the auditor/audit firm to be elected/re-elected clearly identified?	x	x	x	
B.2.5	Power of attorney to attend the GMS is provided easily?	x	x	x	
B.3.1	Does the company have a policy that prohibits board members and employees from profiting from undisclosed knowledge?	x	x	x	
B.3.2	Are BOD members required to report transactions of company shares within 3 working days?	x	x	x	
B.5.2	In the event that shareholder approval is required through related party transactions, the voting for approval must be voted on by unrelated shareholders.				

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
<b>C The role of stakeholders</b>					
C.1.1	Disclose policies and practices to protect customer interests?	x	x		
C.1.2	Disclose the policies, practices and procedures for supplier/contractor selection?	x	x	x	
C.1.3	Disclose policies and practices, describing the company's efforts to ensure its value chain is environmentally friendly or consistent with promoting sustainable development?				
C.1.4	Disclose policies and practices, describe the company's efforts to engage with the communities in which it operates?	x	x	x	
C.1.5	Disclose the company's anti-corruption policy and practices?	x	x	x	
C.1.6	Disclose the policies and practices, describe how to protect the interests of creditors?	x	x	x	
C.1.7	Does the company write its own report/content describing its efforts on environmental/ economic and social issues?				
C.2.1	Does the company provide contact information on the company's website or the Annual Report so that stakeholders (eg: customers, suppliers, the public...) can use to speak up. about concerns and/or complaints about possible violations of their rights?	x	x	x	
C.3.1	Does the company clearly disclose its policies and practices, health, safety, and welfare efforts for its employees?	x	x	x	
C.3.2	Does the company clearly disclose policies and practices, efforts on training and development programs for employees?	x	x	x	
C.3.3	Does the company have a reward policy associated with the company's performance in the long term rather than in the short term?	x	x	x	
C.4.1	The Company has a whistleblower policy that includes a complaint process for employees and stakeholders about illegal (including corrupt) or unethical behavior and provides detailed complaint contact information. details mentioned on the company website or annual report?	x	x		
C.4.2	Does the company have a policy or procedure to protect employees/individuals from retaliation for disclosing illegal/unethical behavior?	x	x		
<b>D Information disclosure and transparency</b>					
D.1.1	Does shareholder information reveal the identities of owners holding 5% or more shares?	x	x	x	x
D.1.5	Does the company disclose details of parent company, subsidiary, associate, joint venture and special purpose enterprise/vehicle (SPE)/ (SPV)?	x	x	x	
D.2.1	The company's goals	x	x	x	x
D.2.2	Financial performance ratio	x	x	x	x
D.2.3	Non-financial performance metrics	x	x	x	
D.2.4	Dividend Policy	x	x	x	

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
D.2.5	Biographical details (minimum age, training level, expertise, first date of appointment, relevant experience, and any other positions held at other listed companies) of members of the BoD	x	x	x	
D.2.7	Total remuneration of each member of the BoD	x	x	x	x
D.2.8	The annual report contains a statement that affirms the company's full compliance with the corporate governance code and, in the event of non-compliance, clearly identifies and explains the reasons for the failure?				
D.3.2	Does the company disclose the name of the related parties, relationship, nature, and value for each material/important transaction?	x	x	x	
D.4.1	Does the company disclose transactions of its shares by insiders of the company?	x	x	x	
D.5.1	Are audit and non-audit fees publicly available?				
D.6.1	Quarterly report	x	x	x	
D.6.2	Company website	x	x	x	x
D.6.4	Media information/press conference	x	x	x	
D.7.1	Are the audited annual financial statements disclosed to the public within 120 days from the end of the financial year?	x	x	x	x
D.7.2	Is the annual report made publicly available within 120 days of the end of the financial year?	x	x	x	x
D.7.3	Is the truthfulness and integrity of the annual FS confirmed by a member of the BoD and/or an authorized executive member?	x	x	x	x
D.8.1	Financial Statements (most recent quarter)	x	x	x	x
D.8.2	Documentation of analysts and media outlets	x	x	x	
D.8.3	The annual report can be downloaded	x	x	x	x
D.8.4	Notice and documents of the GMS and/or Extraordinary GMS	x	x	x	
D.8.5	Minutes of the GMS and/or Extraordinary GMS	x	x	x	
D.8.6	The company charter can be downloaded	x	x	x	
D.9.1	Does the company disclose contact information (eg phone number, fax, and email) of the officer/department responsible for investor relations?	x	x	x	
<b>E The responsibility of the Board of Directors</b>					
E.1.1	Does the company disclose the corporate governance regulations /operating charter of the BoD?	x	x	x	
E.1.2	Are the decisions that require the approval of members of the BoD to be made public?	x	x	x	
E.1.3	Are the roles and responsibilities of members of the BoD clearly defined and disclosed?	x	x		
E.1.4	Has the company announced its vision and mission reviewed and updated?	x	x	x	x

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
E.1.5	Does the BOD member play a leadership role in developing/monitoring the company's strategy for at least one year?	x	x		
E.1.6	Do members of the BoD have a process to review, monitor and monitor the implementation of the company's strategy?	x	x		
E.2.1	Are details of the Code of Ethics or Conduct publicly available?	x	x	x	
E.2.2	Does the company disclose that all members of the BoD, senior management and employees must comply with the code?	x	x		
E.2.3	Does the company disclose how to implement and monitor compliance with the Code of Ethics or Conduct?	x	x		
E.3.2	Do members of the BoD meet at least six times a year?	x	x	x	
E.3.3	Does each member of the BoD attend at least 75% of the BoD meetings during the year?	x	x	x	
E.3.4	Does the company have a requirement that the number of delegates to attend must be at least 2/3 of the number of members of the BoD for meetings that need to make decisions of the BoD?	x	x	x	
E.3.5	Does the company's non-executive BOD members meet privately at least once a year without the presence of executive members?				
E.3.6	Are documents for Board meetings provided to the Board at least five working days prior to the Board meeting?	x	x		
E.3.8	Is the company secretary trained in legal, accounting or corporate secretarial practices and updated with new issues related to the above contents?				
E.3.12	Does the company disclose its remuneration policy/practice (fees, remuneration, forms of in-kind benefits or other perks) (i.e. the use of incentive policies and short-term and long-term performance indicators) for members of the BoD and the CEO?	x	x	x	
E.3.13	Is the remuneration structure for non-executive BOD members publicly disclosed?	x	x	x	
E.3.14	Does the shareholder or the BoD approve the remuneration of executive board members and/or senior leaders?	x	x	x	
E.3.19	Does the company disclose its internal control process/risk management system and periodically review the effectiveness of these system?	x	x	x	
E.3.20	Does the Annual Report/Corporate Governance Report disclose that the BoD has reviewed the company's key control points (including operational, financial and compliance controls) and its risk management system?	x	x	x	
E.3.21	Does the company disclose how it manages significant risks (such as financial, operational including information technology, environment, social and economic)?	x	x		
E.3.22	Does the Annual Report/Corporate Governance Report present a statement by a member of the BoD or the Audit Committee on the adequacy of the company's internal control points/risk management system?				

No.	Question	Is this Policy available?	Is this Policy practiced?	Is this practice announced?	Is this practice published in English?
E.4.4	Are the chairman's roles and responsibilities publicly available?	x	x		
E.4.5	If the chairman is not an independent member of the BoD, does the BoD elect the Lead independent director and is the role of this position clearly defined?				
E.5.2	Does the company have a policy to encourage BOD members to participate in continuing or professional training programs?	x	x		
<b>Bonus Bonus Questions</b>					
(B)B.1.1	Does the company issue a notice on the GMS (with detailed agenda and explanatory notice), as notified to the Exchange, at least 28 days before the meeting date?	x	x	x	
(B)D.1.1	Are the audited annual financial statements made publicly available within 60 days of the end of the financial year?	x	x	x	x
<b>Penalty Penalty questions</b>					
(P)A.1.1	Does the company negligently treat all shareholders fairly with regard to share repurchases?				
(P)A.2.1	Is there any evidence of barriers to shareholders not communicating or consulting with other shareholders?				
(P)A.3.1	Does the company include additional and unannounced content on the agenda in the notice of the AGM/Extraordinary GMS?	x	x	x	



## PART V - SUSTAINABLE DEVELOPMENT

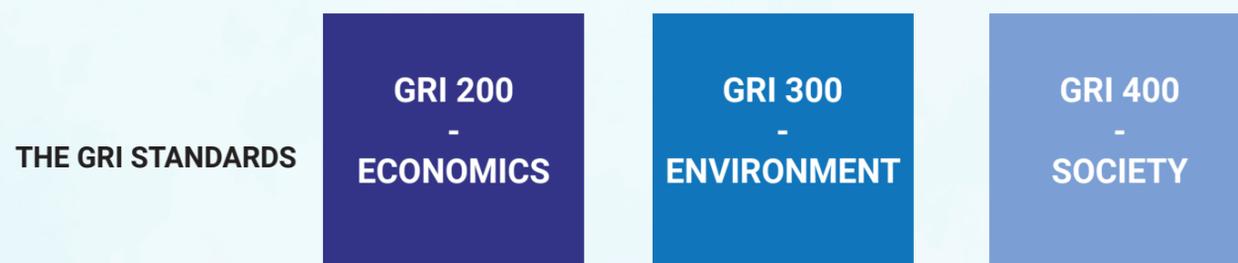


## 5.1. HIGHLIGHTS OF 2022 REPORT

This is the first time HHV's Board of Directors has decided to include GRI in its 2022 Annual Report with the desire to provide transparent information and clear direction on corporate governance, inseparable from the goal of sustainable development.

Section 5 - Sustainable development in the 2022 Annual Report of Deo Ca Traffic Infrastructure Investment JSC follows closely the set of international standards for sustainable development reporting (GRI Sustainability Reporting Standards) - the latest version and the highest international standard on sustainability reporting published by the Global Sustainability Standards Board (GSSB) that are being widely applied in many countries around the world.

The content in this subsection is divided into 3 segments corresponding to 03 sets of standards including GRI 200 - economic standards, GRI 300 - environmental standards and GRI 400 - social standards. A detailed refinement of the GRI's criteria to best match HHV's performance was considered prior to inclusion in the report.



By publishing this Report, HHV's Board of Directors hopes to bring useful information to shareholders and investors, contributing to bring the image of HHV and the values that HHV wants to convey to the local and international investor community.



## 5.2. ECONOMIC STANDARDS (GRI 200)

### GRI 201: Economic performance

The value being created:

Consolidated net revenue in 2022: VND **2,094,583** million

The value being allocated:

- Operational costs:



No.	Expense	Value (Million VND)
1	Cost of goods sold	1,078,029
2	Interest expenses	647,600
3	Administration expenses	72,874
	In which: Labor expenses	29,933
4	Other expenses	328
5	Corporate tax expense	56,522
	<b>Total expenses</b>	<b>1,855,353</b>

- Details of production and business expenses by factor:

No	Expense	Value (Million VND)
1	Material expenses	430,234
2	Labor expenses	287,435
3	Outsource expenses	156,005

Undistributed enterprise value:

Net Profit After Tax in 2022 reached VND **297,409** million



Welfare and retirement regime:

Retired employees receive retirement benefits in accordance with the law.

Incentives from the Government: Pursuant to Article 16 of Decree No. 218/2013/ND-CP of the Government dated December 26, 2013 guiding the implementation of the Law on corporate income tax, HHV's project-based businesses are eligible for tax exemption for the first 4 years and a 50% reduction in tax payable for the next 9 years.

Until now, HHV's project-based businesses are still in the period of tax incentives.

### GRI 203: Indirect economic impact

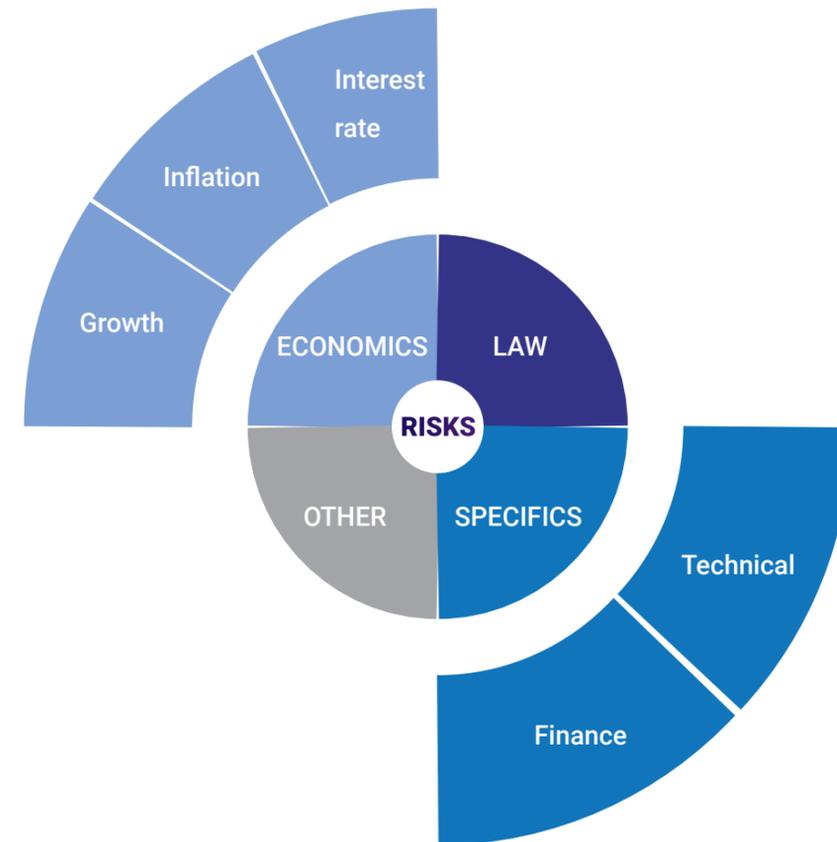
#### INVESTMENTS FOR INFRASTRUCTURE (MAIN PROJECTS)

No.	Name of project	Total investment (billion VND)	HHV invested capital (billion VND)	Operation date
<b>HHV as a direct investor</b>				
1	Phuoc Tuong– Phu Gia tunnel	1,559	272	2016
2	National Highway 1 expansion - Khanh Hoa province	2,644	122	2016
3	Deo Ca tunnel	21,612	1,468	2018
4	Bac Giang Lang Son Expressway	12,188	1,022	2020
<b>HHV as a construction contractor</b>				
5	Trung Luong – My Thuan BOT Expressway	12,668	No contributed capital	2022
6	Cam Lam Vinh Hao BOT Expressway	8,925		Under construction

#### INDIRECT IMPACTS OF THE ECONOMY ON THE COMPANY

##### a. Negative:

As described in the S.W.O.T. analysis, the negative impact of the economy on HHV in 2022 as well as most businesses includes interest rate risk and inflation risk.



##### b. Positive:

The adjustment of raw materials price will positively affect the Company in the transport infrastructure construction industry. HHV has its own advantages and opportunity to increase revenue and profit significantly thanks to upcoming key projects.

The government is planning to promote public investment this year thanks to the increased disbursement packages for the public investment sector.

### GRI 206: Anti-competitive conduct

There was no cases in 2022 regarding the obstruction of competitiveness or violation of the Law on anti-monopoly

### 5.3. ENVIRONMENTAL STANDARDS (GRI 300)

#### GRI 307: Environmental compliance

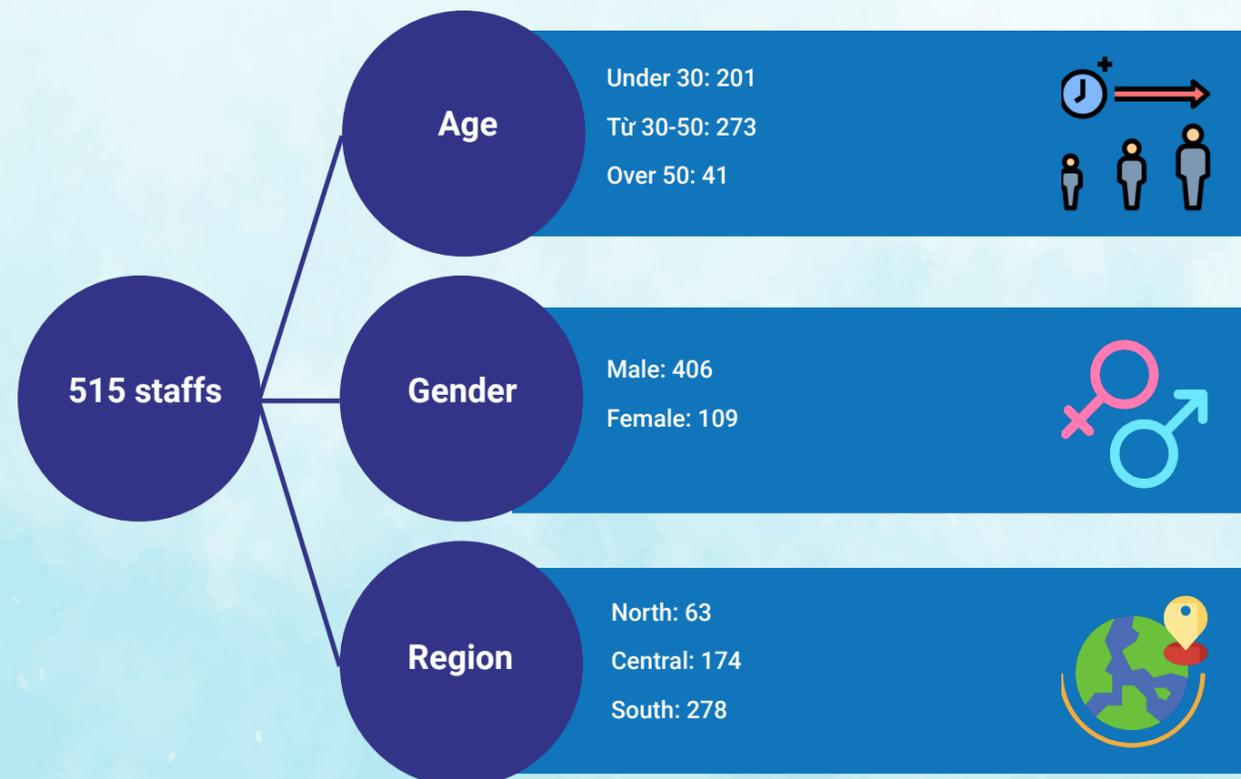
The company did not violate any environmental laws and regulations and, therefore, did not incur any penalty fees. In addition, realizing that sustainable development goals associated with environmental protection for the prosperous future of the country, HHV has thoroughly organized environmental protection at the office and headquarters and project sites such as: applying regulations and code of conduct on saving energy and resources (electricity, water, petrol, etc.), directing the strict implementation of environmental protection measures at project sites (dust cover, noise reduction, etc.).



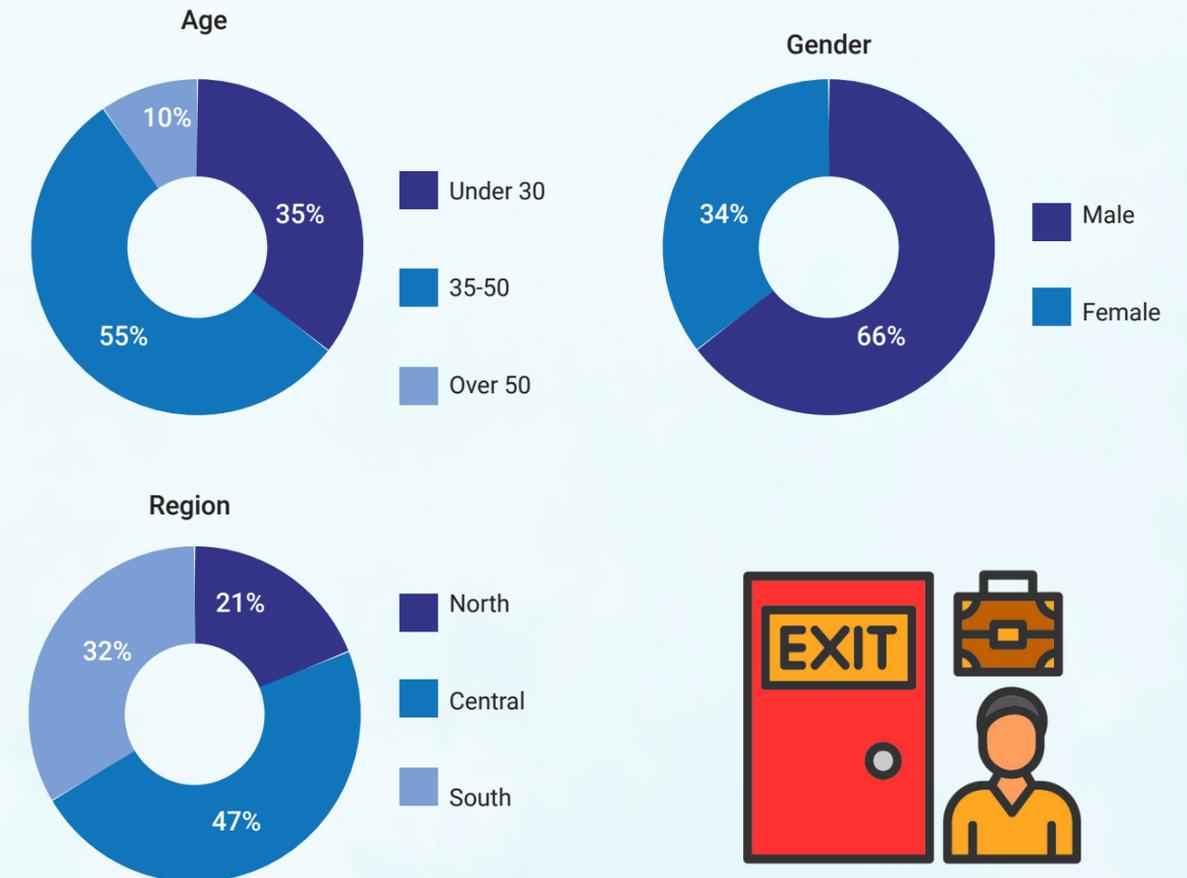
### 5.4. SOCIAL STANDARDS (GRI 400)

#### GRI 401: Employment

Total number of new staffs: 515 people, classified as:



The total number of employees being dismissed: 221 people, classified as



Benefits for full-time employees:

The company fully participates in social insurance, health insurance and unemployment insurance for employees. Maternity and retirement benefits are settled in accordance with the Law on Labor and the Social Insurance Law. The company provides meals for employees with adequate food safety and hygiene.

Maternity leave status

No	Items	Quantity	Ratio
1	Total employees entitled to maternity benefits	43	3.36%
2	Total employees taking maternity leave	43	3.36%
3	Total employees returning to work after maternity leave	43	100%
4	Total employees return to work after maternity continue to work for 1 year or more	43	100%

### GRI 402: Labor-management relationship

When there is a significant change to employees, the Company always follows the Law on Labor and agreements in the Labor Contract. Specifically, when there is a change in the organization, the Company must notify employees in advance:

- at least 45 days for an indefinite-term labor contract;
- at least 30 days for definite-term labor contracts with the terms of between 12 and 36 months;
- at least 03 working days for definite-term labor contracts with the terms of less than 12 months;

### GRI 403: Occupational health and safety

The Representative unit for employees atHHV is the Labor Union, whereby the Union represents the workers and protects the rights of workers of Company.

Regarding the safety and health of workers, there was no occupational accidents occurred in 2022. HHV also always ensures strict compliance to regulations on compensation and benefits for employees suffering from occupational accidents and diseases in accordance to the current legal documents, namely:

- + Law on Occupational Safety and Health;
  - + Decree No. 88/2020/ND-CP dated July 28, 2020 guiding the implementation of a number of articles of the Law on Occupational Safety and Health on benefits for employees suffering occupational accidents and hazard;
  - + Circular 28/2021/TT-BLDTBXH dated December 28, 2021 guiding the implementation of a number of articles of the Law on Occupational Safety and Health on benefits for employees suffering occupational accidents and hazard.
- In the collective labor agreement, the Company also clearly stipulates about labor safety for officers and workers. Officers and workers working on the construction sites are provided with protective clothing such as masks, gloves, boots, and work helmets. Protective clothing is provided at least 02 sets per year.

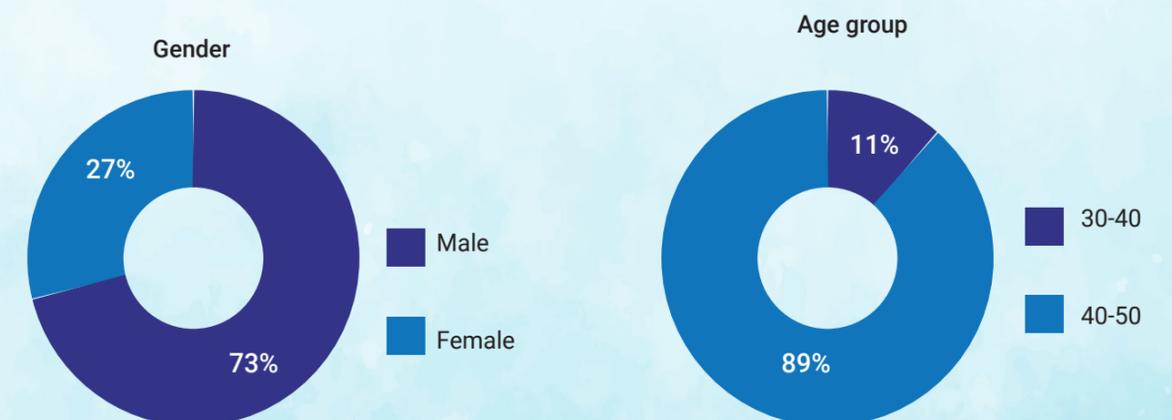
The company signs labor contracts in accordance with the law and pays full monthly insurance premiums such as health insurance, social insurance, unemployment insurance, body insurance, etc. for the employees of the Company according to current regulations.

### GRI 405: Diversity and Equal Opportunity

The 2022 statistics of personnel working at the Company show that the diversity of gender and age, as well as everyone's opportunities at work are always guaranteed at a relatively equal level to create a fair working environment for all of the staffs.



The number of managers in the Company is **95**, accounted for **7.4%** of total workforce. In which, the number of male employee proportionate to **73%** while that of female account for **27%**.



At HHV, the basic salary is determined by job position and title, not by gender. HHV always ensures equal treatment between men and women throughout the process of building your corporate culture.

### GRI 406: Non-discrimination

In 2022 as well as throughout the development of the organization, the Company has not had any discrimination cases.

### GRI 407: Freedom of association, the right to join unions and collective bargaining

The company has organized a Labor Union and divisional unions in accordance with regulations. The union always protect the legitimate rights and interests of employees.

Employees of the Company have the rights to freedom of speech, freedom to join groups/organizations in accordance with the provisions of the Law.

### GRI 408: Child Labor

Company do not use child labor and absolutely oppose the illegal use of child labor.

### GRI 409: Forced or compulsory labor

At HHV, all employees are given favorable conditions to work with voluntary spirit, ensuring no forced labor.

### GRI 410: Security practices

Regarding security practices, HHV signs a service contract with a third party. Personnel performing security services for HHV are also entitled to participate in training courses on HHV's corporate culture and values to ensure a professional and polite working style. They are trained and aware of the corporate culture and the code of conduct of Deo Ca.

Specifically, the training requirements for security personnel are as follows:

- + Knowledge of Vietnamese law related to security;
- + Labor rules and regulations for protection;
- + Communication skills and command style;
- + Professional security services;
- + Professional management, control and use of support tools in accordance with the law;
- + Professional fire prevention and rescue;
- + Corporate culture and values of Deo Ca.

### GRI 411: Indigenous Peoples' Rights

Throughout the history of HHV's business, with the characteristics of executing transport infrastructure projects in many regions with diverse cultures, the Company always respect for the rights of indigenous peoples.

### GRI 412: Human Rights Assessment

Bridges, roads and infrastructure projects have all been appraised for environmental and social impacts and also approved by the State before implementation. Therefore, issues related to human rights are guaranteed for each project before operation.

### GRI 413: Local community

In addition to development of business and production, during the year, HHV launched fundraising and volunteering activities, demonstrating the responsibility to society such as: Supporting the vaccine fund, buying ventilators for the hospitals at Ho Chi Minh City, supporting the prevention and control of Covid - 19; the charity and humanitarian activities: building and contributing money, utensils, vehicles, houses, etc. in the area where the Company's projects are located; assisting people in prevention and overcoming natural disasters; supporting disadvantaged families during the Lunar New Year; supporting accident workers and difficult families,...

Regarding social security, HHV actively implements projects that promote well-being, aiming to improve people's lives.

### GRI 416: Client health and safety

Transport infrastructure products have no impact on health or food safety

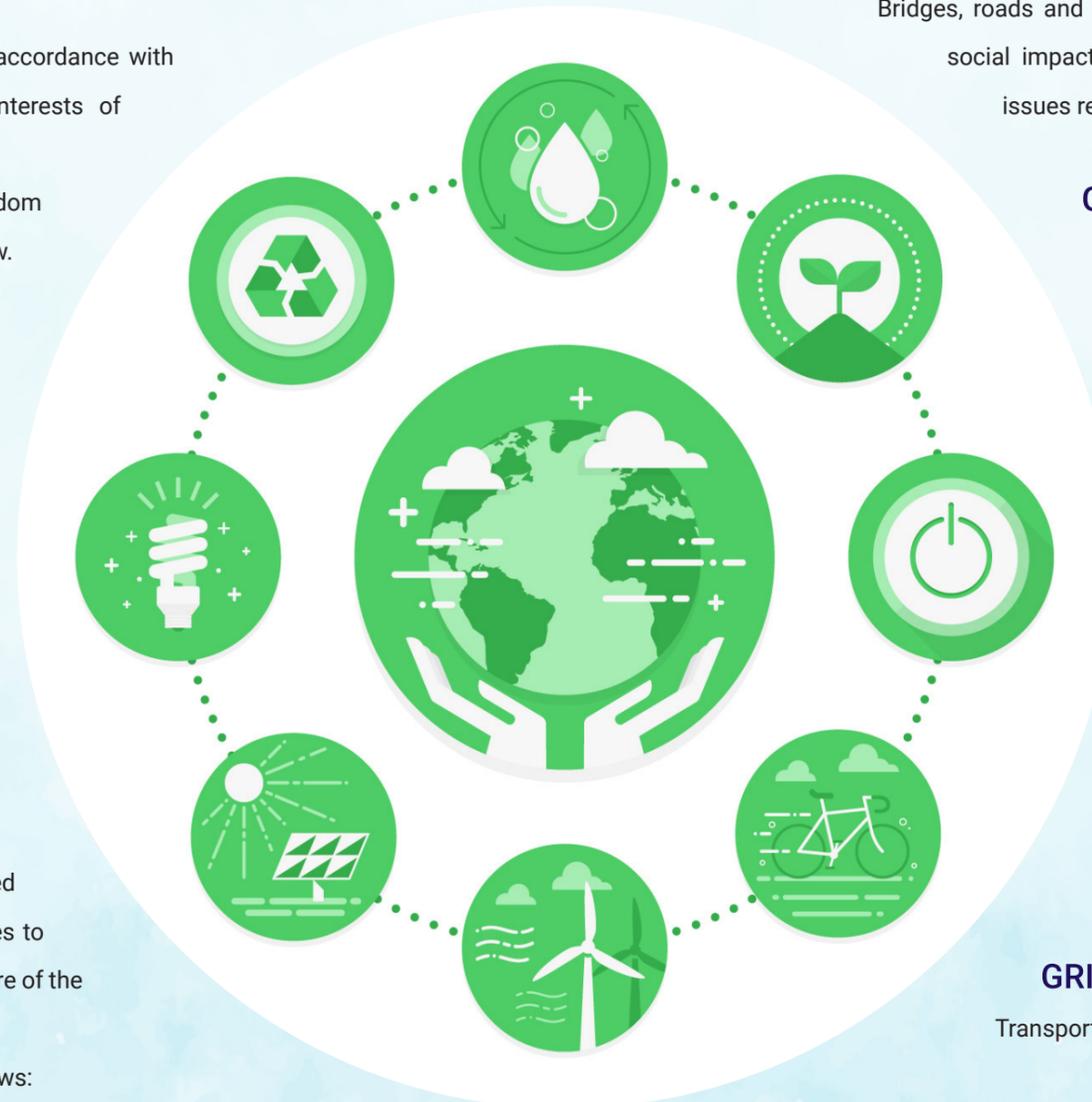
### GRI 418: Privacy of client information

No complaints arise. The company always focuses on fulfilling the confidentiality obligations of partners/clients. No cases of data loss and leakage.

### GRI 419: Socio-economic compliance

HHV always complies with the law and regulation.

No lawsuits or disputes arise. Pay taxes and fulfill obligations to partners, banks, related parties, etc. in full.



## PART VI - FINANCIAL REPORT



## DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JOINT STOCK COMPANY

Consolidated financial report  
For the financial year ending December 31, 2022  
(audited)

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## REPORT OF THE BOARD OF MANAGEMENT

The Board of Management of Deo Ca Transport Infrastructure Investment Joint Stock Company (the "Company") presents their Report and the Consolidated Financial Statements of the Company for the FY 2022 ended on December 31, 2022.

### THE COMPANY

#### 1. Form of ownership

Deo Ca Traffic Infrastructure Investment JSC. has the Enterprise Registration Certificate 0400101965 issued by the Department of Planning and Investment of Da Nang City on June 24, 2010; registered for the 30th change on December 20, 2022.

The Company's shares were approved for listing under Decision No. 717/QD-SGDHCM dated December 23, 2021, and officially traded on January 20, 2022, at Ho Chi Minh City Stock Exchange with the stock symbol HHV. The number of listed securities is 307,804,450 shares.

Actual contributed capital As at December 31, 2022 is: VND 3,078,044,500,000

The company's head office is at: Km11+500 road leading south of Hai Van tunnel, Hoa Hiep Bac ward, Lien Chieu district, Da Nang city, Vietnam.

#### 2. Business sectors

Trade, service, construction

#### 3. Principal activities

The main business lines of the Company are: Direct support services for railway and road transport: Management, operation, and maintenance of Hai Van, Deo Ca, Co Ma, Cu Mong, Phuoc Tuong Phu Gia road tunnel; management, operation, and maintenance of assigned national highways; ensure traffic when natural disasters occur in the assigned area; toll collection service; Other road passenger transport: passenger transport business along fixed routes, including: transporting motorcycles, motorbikes, bicycles with the operator of such means and pedestrians through the road tunnel by specialized vehicle, passenger transport by bus; Construction of houses of all kinds; freight transport; Real estate activities with own or leased property; repair of prefabricated products; repair of machinery and equipment; repair of electrical equipment; repair of other equipment; Installation of machinery and industrial equipment; installation of electrical systems;

Construction of public infrastructure; demolition; site preparation; other specialized construction activities; construction completion and finishing; motor vehicle rental; machinery, equipment, and other tangible goods rental; wholesale of other machinery, equipment, and spare parts; wholesale of materials and other installation equipment in construction; cargo handling; manufacture of concrete and products from cement and gypsum; maintenance and repair of automobiles and other motor vehicles; accommodation services; management consulting; Manufacture of soft drinks; production of mineral waters and other bottled waters; supporting services related to tourism; mechanical processing; metal treatment and coating;

## REPORT OF THE BOARD OF MANAGEMENT (continued)

### 4. The structure of the Company

Company name	Beneficial rate	Voting rate	Invested capital (VND)
<b>Subsidiaries: 03 companies</b>			
Bac Giang - Lang Son BOT JSC.	68.34%	68.34%	1,022,315,050,000
Deo Ca Investment JSC.	72.09%	72.09%	1,566,373,980,000
Phuoc Tuong Phu Gia BOT JSC.	99.47%	99.47%	272,331,000,000
<b>The joint venture, affiliated: 03 companies</b>			
ICV Vietnam Construction and Investment JSC.	21.95%	21.95%	13,500,000,000
Deo Ca Khanh Hoa BOT Investment JSC.	47.21%	50.00%	122,000,000,000
Bac Giang - Lang Son - Huu Nghi BOT JSC.	31.60%	31.60%	134,000,000,000

Subsidiary divisions without legal dependent accounting status:

Name	Address
Installation and Construction Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Hai Van Trading Service Production Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Hai Van Tunnel Management and Operation Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Deo Ca Road Tunnel Management and Operation Enterprise	Hao Son Hamlet, Hoa Xuan Nam Commune, Dong Hoa District, Phu Yen Province
Cu Mong Road Tunnel Management and Operation Enterprise	Long Thach Village, Xuan Loc Commune, Song Cau Town, Phu Yen Province
Bac Giang - Lang Son Expressway Management and Operation Enterprise	Km81+140, Bac Giang - Lang Son Expressway, Ho Son Commune, Huu Lung District, Lang Son Province
Trung Luong - My Thuan Expressway Management and Operation Enterprise	Tan Phong Hamlet, Tan Hoi Commune, Cai Lay Town, Tien Giang Province
Representative Office in Hanoi	Floor 16, Office Building No. 265 Cau Giay Street, Dich Vong Ward, Cau Giay District, Hanoi City
Representative Office in Ho Chi Minh City	32 Thach Thi Thanh, Tan Dinh Ward, District 1, Ho Chi Minh City

### BUSINESS PERFORMANCE

The Company's consolidated business performance and financial position As at 31 December 2022 are presented in the attached Consolidated Financial Statements.

### EVENTS AFTER THE CLOSING DATE OF CONSOLIDATED FINANCIAL STATEMENTS

The Board of Management of the Company confirms that there have been no material events occurring after December 31, 2022, up to the date of preparation that have not been reviewed for adjustment of figures or published in the consolidated financial statements.

## REPORT OF THE BOARD OF MANAGEMENT (continued)

### BOARD OF DIRECTORS, BOARD OF MANAGEMENT, BOARD OF SUPERVISORS, LEGAL REPRESENTATIVE, AND CHIEF ACCOUNTANT

Members of the Board of Directors include:

		Appointed	Dismissed
Mr. Ho Minh Hoang	Chairman	08/08/2019	
Mr. Nguyen Tan Dong	Vice Chairman	08/08/2019	
Mr. Tran Van The	Vice Chairman	05/04/2019	24/04/2022
Mr. Nguyen Huu Hung	Vice Chairman	29/04/2022	
	Member	24/04/2022	
Mr. Vo Thuy Linh	Member	21/07/2015	
Mr. Tran Chung	Member	17/06/2020	
Mr. Nguyen Quang Huy	Member	01/11/2021	
Mr. Hoang Van Hai	Independent member	17/06/2020	
Mr. Ha Huy Hung	Independent member	01/11/2021	24/04/2022
Mr. Ho Quang Loi	Independent member	24/04/2022	

Members of the Board of Management include:

		Appointed	Dismissed
Mr. Nguyen Quang Huy	General Directors	21/12/2020	
Mr. Tran Van Chi	Permanent Deputy Director	14/02/2022	
Mr. Vo Ngoc Trung	Deputy General Director	10/12/2020	
Mr. Tran Van Dung	Deputy General Director	14/02/2021	
Ms. Nguyen Quynh Mai	Deputy General Director	03/30/2021	
Mr. Le Chau Thang	Deputy General Director	14/02/2022	

The members of the Board of Supervisors include:

		Appointed	Dismissed
Mr. Nguyen Minh Giang	Chairman	16/04/2018	
Ms. Cam Thi Minh Hai	Member	17/06/2020	
Ms. Phan Thi Mai	Member	26/04/2021	

Legal representative:

		Appointed	Dismissed
Mr. Nguyen Quang Huy	General Director	21/12/2020	

Chief accountant:

		Appointed	Dismissed
Mr. Nguyen Van An		17/06/2020	

### AUDITOR

Southern Auditing and Accounting Consulting Services Company Limited (AASCS) is the firm appointed to perform the audit of the Company's consolidated financial statements.

### DISCLOSURE OF THE RESPONSIBILITIES OF THE BOARD OF MANAGEMENT FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The Board of Management of the Company is responsible for the preparation of the Consolidated Financial Statements, which give a true and fair view of the Company's operations, results of business operations, and cash flows for the fiscal year ended on December 31, 2022. During the preparation of the Consolidated Financial Statements, the Board of Management committed and complied to the following requirements:

- Develop and maintain internal control that the Board of Directors and the Board of Management determine is necessary to ensure the preparation and presentation of the Consolidated Financial Statements are free from material misstatement due to fraudulance or mistake;

## REPORT OF THE BOARD OF MANAGEMENT (continued)

### DISCLOSURE OF THE RESPONSIBILITIES OF THE BOARD OF MANAGEMENT FOR CONSOLIDATED FINANCIAL STATEMENTS (continued)

- Select suitable accounting policies and then apply them consistently;
- Make reasonable and prudent judgments and predictions;
- The significant accounting standards have been applied by the Company and there are no material deviations that need to be disclosed and explained in these Consolidated Financial Statements.
- Prepare and present financial statements based on compliance with current accounting standards, accounting regimes, and relevant regulations;
- Prepare the Consolidated Financial Statements on the going concern basis, unless it is inappropriate to presume that the Company will continue its business.

The Board of Management ensures that accounting records are kept that disclose the financial position of the Company with a true and fair view at any time and ensure compliance with current state regulations. At the same time, it is responsible for ensuring the safety of the Company's assets and taking appropriate measures to prevent and detect fraud and other irregularities.

### OTHER COMMITMENTS

The Board of Management commits that the Company does not violate the obligation to disclose information as prescribed in Circular No. 96/2020/TT-BTC dated November 16, 2020, issued by the Ministry of Finance on guiding information disclosure on the stock market.

### APPROVAL OF CONSOLIDATED FINANCIAL STATEMENTS

We, the Board of Directors, the Board of Management of Deo Ca Traffic Infrastructure Investment JSC. approve the consolidated financial statements for the year ended December 31, 2022, of the Company.

Da Nang, March 20th, 2023

On behalf of the Board of Management  
General Director



NGUYEN QUANG HUY

## INDEPENDENT AUDIT REPORT

Dear: **Shareholders, Board of Directors, and Board of Management of DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC.**

We have audited the Consolidated Financial Statements of Deo Ca Traffic Infrastructure Investment JSC., prepared on March 20, 2023, from page 06 to page 94, including the Consolidated Balance Sheet As at December 31, 2022, the Consolidated Income Statement, the Consolidated Statement of Cash Flows for the fiscal year ended at the same date and the Notes to the Consolidated Financial Statements.

## Responsibilities of the Board of Management

The Board of Management of the Company is responsible for the preparation and presentation of the Consolidated Financial Statements of the Company in a true and fair view in accordance with Vietnamese accounting standards, the Vietnamese Accounting regime for Enterprises, and relevant legal regulations to the preparation and presentation of the Consolidated Financial Statements and is responsible for the internal control that the Board of Management determines is necessary to enable the preparation and presentation of the Consolidated Financial Statements are free from material misstatement whether due to fraud or to error.

## Responsibilities of the Auditor

Our responsibility is to express an opinion on the Consolidated Financial Statements based on our audit. We conducted our audit in accordance with Vietnamese auditing standards. These standards require that we comply with ethical standards and regulations, and plan and perform the audit to obtain reasonable assurance about whether the Company's Consolidated Financial Statements have any material misstatements.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the Consolidated Financial Statements. The audit procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Consolidated Financial Statements, whether due to fraud or to error. In making these risk assessments, the auditors consider internal control relevant to the Company's preparation and fair presentation of the Consolidated Financial Statements in order to design audit procedures, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and rationality of accounting estimates made by management, as well as evaluating the overall presentation of the Consolidated Financial Statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Auditor's opinion

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the Company's consolidated financial position As at December 31, 2022, as well as the results of its consolidated business operation and consolidated cash flows for the year ended at the same date, in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting regime for Enterprises, and other relevant legal regulations in preparation and presentation of the consolidated financial statements.

## CONSOLIDATED BALANCE SHEET

As at December 31, 2022

Code	ASSET	Notes	As at	
			31.12.2022 VND	01.01.2022 VND
			<b>1,183,826,382,647</b>	<b>1,389,055,404,965</b>
	<b>CURRENT ASSETS</b>			
<b>110</b>	<b>Cash and cash equivalents</b>	V.1	382,261,109,037	262,383,481,328
111	Cash		<b>167,118,290,604</b>	<b>204,774,707,674</b>
112	Cash equivalents		215,142,818,433	57,608,773,654
<b>120</b>	<b>Short-term investments</b>		72,830,731,676	70,208,972,303
123	Held-to-maturity investment	V.2a	<b>72,830,731,676</b>	<b>70,208,972,303</b>
<b>130</b>	<b>Current account receivables</b>		456,607,687,667	645,893,190,770
131	Short-term trade receivables	V.3	<b>204,928,657,469</b>	<b>404,339,772,954</b>
132	Short-term advances to supplier	V.4a	59,725,675,369	37,429,539,433
135	Short-term loan receivables	V.5	1,000,000,000	1,000,000,000
136	Other short-term receivables	V.6a	204,163,901,560	216,334,425,114
137	Provision for Current doubtful receivables	V.7	(13,210,546,731)	(13,210,546,731)
<b>140</b>	<b>Inventories</b>		160,745,755,816	38,283,709,106
141	Inventories	V.8	<b>160,745,755,816</b>	<b>38,283,709,106</b>
<b>150</b>	<b>Other current assets</b>		111,381,098,451	372,286,051,458
151	Short-term prepaid expenses	V.9a	<b>25,508,020,223</b>	<b>221,286,052,685</b>
152	Value-added tax deductible		85,754,167,155	148,478,994,259
153	Taxes and other receivable from the State	V.16	118,911,073	2,521,004,514
<b>200</b>	<b>NON-CURRENT ASSETS</b>		<b>34,469,406,101,860</b>	<b>32,574,433,838,425</b>
<b>210</b>	<b>Long-term receivables</b>		<b>558,366,332,674</b>	<b>358,573,863,429</b>
212	Long-term advances to suppliers	V.4b	200,877,103,117	232,915,325,487
216	Other long-term receivables	V.6b	357,489,229,557	125,658,537,942
<b>220</b>	<b>Fixed assets</b>		<b>28,561,779,089,050</b>	<b>28,703,617,191,211</b>
221	Tangible fixed assets	V.10	28,557,207,556,363	28,702,848,297,729
222	Cost		30,253,539,414,456	30,118,141,203,981
223	Accumulated depreciation		(1,696,331,858,093)	(1,415,292,906,252)
227	Intangible fixed assets	V.11	4,571,532,687	768,893,482
228	Cost		5,411,164,156	1,386,196,956
229	Accumulated depreciation		(839,631,469)	(617,303,474)
<b>240</b>	<b>Long-term assets in progress</b>		<b>13,636,905,417</b>	<b>12,259,242,728</b>
242	Construction in progress	V.12	13,636,905,417	12,259,242,728
<b>250</b>	<b>Long-term investment</b>		<b>531,096,348,432</b>	<b>478,373,903,946</b>
252	Investment in affiliates	V.2b	514,096,348,432	461,373,903,946
255	Held-to-maturity investments	V.2a	17,000,000,000	17,000,000,000
<b>260</b>	<b>Other long-term assets</b>		<b>4,804,527,426,287</b>	<b>3,021,609,637,111</b>
261	Long-term prepaid expenses	V.9b	4,783,759,644,909	2,998,429,434,682
262	Deferred tax assets	V.21a	4,196,320,355	4,153,710,142
269	Goodwill	V.13	16,571,461,023	19,026,492,287
<b>270</b>	<b>TOTAL ASSETS</b>		<b>35,653,232,484,507</b>	<b>33,963,489,243,390</b>

Ho Chi Minh, 20 March 2023  
**Southern Auditing and Accounting  
 Financial Consulting Services Co., Ltd (AASCS)**  
 Deputy General Director  
  
**Do Khắc Thanh**  
 Certificate of Auditing Registration No. 0064-2023-142-1

Auditor  
  
**Dang Tung Hung**  
 Certificate of Auditing Registration No. 3611-2021-142-1

**CONSOLIDATED BALANCE SHEET**

As at 31 December 2022 (continued)

Code	CAPITAL	Note	31.12.2022 VND	01.01.2022 VND
<b>300</b>	<b>LIABILITIES</b>		<b>27,277,719,205,133</b>	<b>26,287,351,952,886</b>
<b>310</b>	<b>Current liabilities</b>		<b>3,857,252,850,108</b>	<b>3,234,517,131,998</b>
311	Short-term trade payables	V.14a	1,094,900,651,814	1,129,432,579,788
312	Short-term advances from customers	V.15	111,933,245,928	7,648,775,163
313	Taxes and statutory obligations	V.16	65,914,466,869	43,664,338,370
314	Employee Payables		13,722,454,189	11,610,951,228
315	Short-term accrued expenses	V.17a	1,111,635,262,121	1,219,139,570,799
318	Short-term unearned revenue	V.18a	1,100,000,000 VND	-
319	Other short-term payables	V.19a	583,828,767,646	585,416,960,613
320	Short-term loans	V.20a	872,603,704,822	235,859,659,318
322	Bonus and welfare fund		1,614,296,719	1,744,296,719
<b>330</b>	<b>Non-current liabilities</b>		<b>23,420,466,355,025</b>	<b>23,052,834,820,888</b>
331	Long-term trade payables	V.14b	422,280,771,083	451,366,071,030
333	Long-term accrued expenses	V.17b	3,000,701,307,033	1,505,290,708,706
336	Long-term unearned revenue	V.18b	8,800,000,000 VND	-
337	Other long-term payables	V.19b	53,450,748,994	67,032,980,636
338	Long-term loans	V.20b	19,780,099,074,104	20,871,802,343,134
341	Deferred tax liabilities	V.21b	155,134,453,811	157,342,771,382
<b>400</b>	<b>OWNER'S EQUITY</b>	V.22	<b>8,375,513,279,374</b>	<b>7,676,137,290,504</b>
<b>410</b>	<b>Owner's Equity</b>		<b>5,102,704,966,572</b>	<b>4,403,328,977,702</b>
411	Owner's contributed capital		3,078,044,500,000	2,673,840,900,000
411a	- Common shares with voting rights		3,078,044,500,000	2,673,840,900,000
412	Share premium		(537,900,000)	(208,000,000)
418	Research & Development Fund		7,148,483,380	4,851,321,687
421	Undistributed earnings		820,521,267,159	556,552,113,920
421a	- Cumulative undistributed earnings by the end of prior year		558,377,930,998	287,678,877,300
421b	- Current year undistributed earnings		262,143,336,161	268,873,236,620
429	Non-controlling interests		1,197,528,616,033	1,168,292,642,095
<b>430</b>	<b>Other sources of capital</b>		<b>3,272,808,312,802</b>	<b>3,272,808,312,802</b>
432	Funds that form of fixed assets		3,272,808,312,802	3,272,808,312,802
<b>440</b>	<b>TOTAL CAPITAL</b>		<b>35,653,232,484,507</b>	<b>33,963,489,243,390</b>

Da Nang, March 20, 2023

On behalf of the Board of Management  
General Director

Preparer

Chief accountant

DANG THI HUYEN

NGUYEN VAN AN



NGUYEN QUANG HUY

**CONSOLIDATED INCOME STATEMENT**

For the financial year ending December 31, 2022

Code	Items	Note	2022 VND	2021 VND
<b>01</b>	<b>Revenue from sales of goods and provision of services</b>	VI.1	<b>2,094,582,751,424</b>	<b>1,861,340,178,631</b>
02	Deductions		-	-
<b>10</b>	<b>Net revenue</b>	VI.1	<b>2,094,582,751,424</b>	<b>1,861,340,178,631</b>
<b>11</b>	<b>Cost of goods sold and service provision</b>	VI.2	<b>1,078,028,599,115</b>	<b>936,332,401,985</b>
<b>20</b>	<b>Gross profit</b>		<b>1,016,554,152,309</b>	<b>925,007,776,646</b>
21	Financial income	VI.3	5,444,550,906	21,826,327,951
22	Financial expenses	VI.4	647,600,236,079	550,795,413,210
23	- In which: interest expenses		647,600,236,079	550,795,413,210
24	Profits in joint ventures and affiliates		52,722,444,486	11,386,457,188
26	General and administrative expenses	VI.5	72,874,475,153	94,936,165,786
<b>30</b>	<b>Net profit from operating activities</b>		<b>354,246,391,469</b>	<b>312,488,982,789</b>
31	Other income	VI.6	12,438,456	21,170,634,855
32	Other expenses	VI.7	327,869,704	471,664,486
<b>40</b>	<b>Other profit/(loss)</b>		<b>(315,431,248)</b>	<b>20,698,970,369</b>
<b>50</b>	<b>Accounting profit before tax</b>		<b>353,930,960,221</b>	<b>333,187,953,158</b>
<b>51</b>	<b>Corporate income tax ("CIT") expenses</b>	VI.9	<b>58,772,545,135</b>	<b>50,178,806,699</b>
<b>52</b>	<b>Deferred tax expense</b>		<b>(2,250,873,784)</b>	<b>(7,638,038,868)</b>
<b>60</b>	<b>Profit after tax</b>		<b>297,409,288,870</b>	<b>290,647,185,327</b>
	<b>Allocate to:</b>			
<b>61</b>	<b>Shareholders of the Company</b>		<b>264,050,336,161</b>	<b>268,873,236,620</b>
<b>62</b>	<b>Non-controlling interest</b>		<b>33,358,952,709</b>	<b>21,773,948,707</b>
<b>70</b>	<b>Basic earnings per share</b>	VI.10	<b>982</b>	<b>1,006</b>
<b>71</b>	<b>Diluted earnings per share</b>	VI.11	<b>929</b>	<b>503</b>

Da Nang, March 20, 2023

On behalf of the Board of Management  
General Director

Preparer

Chief accountant

DANG THI HUYEN

NGUYEN VAN AN



NGUYEN QUANG HUY

**CONSOLIDATED STATEMENT OF CASH FLOWS***(By indirect method)*

For the financial year ended December 31, 2022

Code	Notes	2022 VND	2021 VND
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
<b>01</b>	<b>Profit before tax</b>	<b>353,930,960,221</b>	<b>333,187,953,158</b>
	Adjustments for:		
02	Depreciation of fixed assets	283,718,402,007	262,008,692,262
03	Provisions	-	(161,854,500)
05	Profit from investing activities	(58,166,950,392)	(56,308,557,339)
06	Interest expenses	647,600,236,079	550,795,413,210
<b>08</b>	<b>Operating profit before changes in working capital</b>	<b>1,227,082,647,915</b>	<b>1,089,521,646,791</b>
09	Decrease/(increase) of Receivables	54,698,195,030	(136,557,326,662)
10	(Increase)/Decrease in inventories	(122,462,046,710)	34,439,454,665
11	Increase/(decrease) payables [excluding interest payable, CIT payables submit]	72,942,930,052	(172,773,084,602)
12	(Increase or decrease the prepaid expenses	(3,447,703,216)	5,145,105,837
14	Interest paid	(827,555,226,137)	(641,036,577,482)
15	Corporate income tax paid	(36,138,362,996)	(17,553,062,468)
16	Other income from business activities	-	1,036,000,000
<b>20</b>	<b>Net cash flow from operating activities business</b>	<b>365,120,433,938</b>	<b>162,222,156,079</b>
<b>CASH FLOW FROM INVESTMENT ACTIVITIES</b>			
21	Expenses to purchase and build fixed assets and other Non-current assets	(196,901,788,609)	(238,841,815,462)
22	Income from liquidation and sale of fixed assets and other Non-current assets	(2,700,000,000)	38,171,000,000
23	Spending on loans, buying debt instruments of another unit	-	(1,000,000,000)
25	Expenses for capital contribution to other entities	-	(19,000,000,000)
27	Earn loan interest, dividends, and profits be divided	5,444,505,906	21,826,327,951
<b>30</b>	<b>Net cash flow from investing activities</b>	<b>(194,157,282,703)</b>	<b>(198,844,487,511)</b>

**CONSOLIDATED STATEMENT OF CASH FLOWS***(By indirect method)*

For the financial year ended December 31, 2022 (continued)

Code	Notes	2022 VND	2021 VND
<b>CASH FLOW FROM FINANCIAL ACTIVITIES</b>			
31	Income from issuing shares, receiving capital contribution from owners possessive	403,873,700,000 VND	-
33	Income from Current and Non-current loans	499,241,081,047	799,719,015,674
34	Repayment of loan principal	(954,200,304,573)	(777,669,815,754)
<b>40</b>	<b>Net cash flow from financing activities</b>	<b>(51,085,523,526)</b>	<b>22,049,199,920</b>
<b>50</b>	<b>Net cash flow for the year</b>	<b>119,877,627,709</b>	<b>(14,573,131,512)</b>
<b>60</b>	<b>Cash and cash equivalents at the beginning of the year</b>	<b>V.1 262,383,481,328</b>	<b>276,956,612,840</b>
61	Effects of exchange rate changes on foreign currency conversion	-	-
<b>70</b>	<b>Cash and cash equivalents at the end of the year</b>	<b>V.1 382,261,109,037</b>	<b>262,383,481,328</b>

Da Nang, March 20, 2023

On behalf of the Board of Management  
General Director

Preparer

Chief accountant

  
 DANG THI HUYEN

  
 NGUYEN VAN AN
 
  
 NGUYEN QUANG HUY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the financial year ending December 31, 2022

### I. CHARACTERISTICS OF THE COMPANY

#### 1. Form of ownership

Deo Ca Traffic Infrastructure Investment JSC. has the Enterprise Registration Certificate 0400101965 issued by the Department of Planning and Investment of Da Nang City on June 24, 2010; registered for the 30th change on December 20, 2022.

The contributed capital As at December 31, 2022, is: 3,078,044,500,000 VND

The company's head office is at: Km11+500 road leading south of Hai Van tunnel, Hoa Hiep Bac ward, Lien Chieu district, Da Nang City, Vietnam.

#### 2. Business sectors

Trade, service, construction.

#### 3. Principal activities

The main business lines of the Company are: Direct support services for rail and road transport: Management, operation, and maintenance of Hai Van road tunnels; Road tunnels Deo Ca, Co Ma, Cu Mong road tunnels, Phuoc Tuong Phu Gia road tunnels; management, operation, maintenance of assigned national highways; ensure traffic when natural disasters occur in the assigned area; toll collection service; Other road passenger transport: passenger transport business along fixed routes, including: transporting motorcycles, motorbikes, bicycles with the operator of such means and pedestrians through the road tunnel by specialized means of transport. use and trade in passenger transport by bus; Construction of houses of all kinds; freight transport by road; trading in real estate, land use rights belonging to the owner, user, or lessee; repair of prefabricated products; Repair of machinery and equipment; Repair of electrical equipment; other equipment repairs; Installation of machinery and industrial equipment; installation of electrical systems;

Construction of public works; collapse; Prepare surface; other specialized construction activities; finish construction; motor vehicle rental; leasing machinery, equipment, and other tangible goods; wholesale of other machinery, equipment, and spare parts; wholesale of materials and other installation equipment in construction; cargo handling; manufacture of concrete and products from cement and gypsum; maintenance and repair of automobiles and other motor vehicles; Short-stay services; management consulting activities; production of non-alcoholic beverages, mineral water; support services related to tourism promotion and organization; mechanical; metal treatment and coating;

#### 4. Normal business cycle

The Company's normal production and business cycle is within 12 months.

### I. CHARACTERISTICS OF THE COMPANY (continued)

#### 5. Company structure:

##### List of Subsidiaries

No	Company name	Address	Benefit rate		Voting rights	
			31.12.2022	01.01.2022	31.12.2022	01.01.2022
1	Bac Giang - Lang Son BOT JSC.	Floor 16, Office Tower, Building No. 265 Cau Giay, Dich Vong Ward, Cau Giay District, City. Hanoi Vietnam	68.34%	65.58%	68.34%	65.58%
2	Deo Ca Investment JSC.	32 Thach Thi Thanh, Tan Dinh Ward, District 1, Ho Chi Minh City, Vietnam	72.09%	71.02%	72.09%	71.02%
3	Phuoc Tuong Phu Gia BOT JSC.	Lot 4 BT1, Me Tri Ha Urban Area, Me Tri Ward, Nam Tu Liem District, City. Hanoi Vietnam	99.47%	99.47%	99.47%	99.47%

##### The list of joint ventures and affiliates includes:

No.	Company name	Address	Benefit rate		Voting rights	
			31.12.2022	01.01.2022	31.12.2022	01.01.2022
1	ICV Vietnam Construction and Investment JSC.	32 Thach Thi Thanh, Tan Dinh Ward, District 1, Ho Chi Minh City, Vietnam	21.95%	21.95%	21.95%	21.95%
2	Khanh Hoa - Deo Ca BOT Investment JSC.	Floor 16, Building No. 265 Cau Giay, Dich Vong Ward, Cau Giay District, Hanoi City, Vietnam	47.21%	47.10%	50.00%	50.00%
3	Bac Giang - Lang Son - Huu Nghi BOT JSC.	20th floor, Building 109 Tran Hung Dao, Cua Nam Ward, Hoan Kiem District, Hanoi City, Vietnam	31.60%	31.60%	31.60%	31.60%

##### Summary of activities of Subsidiaries and Affiliates:

#### i. Bac Giang - Lang Son BOT JSC.

A project enterprise implementing BOT contract established under the first Certificate of First Business Registration No. 0106987957 dated September 11, 2015; 16th modification dated November 22, 2022, issued by Hanoi Department of Planning and Investment.

**I. CHARACTERISTICS OF THE COMPANY (continued)****5. Company Structure (continued)****i. Bac Giang - Lang Son BOT JSC. (continued)**

Investment registration certificate No. 110/BKHDT-GNNDKDTTN issued on March 29, 2016, first modification dated October 19, 2016 on the approval of:

+ Investment and construction project of Bac Giang – Lang Son expressway section KM45+100 - KM 108 + 500 as well as overhaul of pavement of National Road 1 section Km1 + 800 - Km 106 + 500, Bac Giang province and Lang Son province in the form of a BOT contract.

+ The scale, design frequency, and standards of the Project are in accordance with the BOT Investment Registration Certificate)

Capital structure of investment capital according to the financial plan:

+ Owner's Equity:	1,645,470,000,000 VND
+ Borrowings	10,543,195,000,000 VND
Total	12,188.665,000,000 VND

The investment capital is allocated according to the project's progress.

The project is being finalized and waiting for approval from the authorized State agency.

The contributed capital of the Company As at December 31, 2022, is: 1,495,847.400.000 VND

**ii. Deo Ca Investment JSC.**

A project enterprise implementing BOT contract established under the first Business Registration Certificate No. 0104567756 dated April 5, 2010, issued by the Hanoi Department of Planning and Investment. The enterprise is operating under the 23rd modified business registration certificate issued by the Department of Planning and Investment of Ho Chi Minh City on December 30, 2022.

Modified Investment Certificate No. 47/BKHDT-GCNDKDTTN/DC1 certified by the Ministry of Planning and Investment on June 20, 2017:

+ Road tunnel project via Deo Ca (including Deo Ca and Co Ma, Cu Mong, and Hai Van tunnel)

Decision No. 400/QD-BGTVT dated March 4, 2019, approving the adjustment of the financial plan of the Deo Ca road tunnel project (including Deo Ca and Co Ma, Cu Mong, and Hai Van tunnel);

The total project investment according to Appendix 09 of the Contract 26/HDXD-DEOCA with the Ministry of Transport signed on March 13, 2019, is VND 21,612 billion.

Capital structure according to the financial plan:

+ Owner's equity	1,749,864,583,000 VND
+ Other capital:	1,438,432,378,000 VND
+ Borrowings	13,375,708,235,000 VND
+ State subsidiary	5,048,002,979,000 VND
Total	21.612,008,175,000 VND

The investment capital is allocated according to the project's progress.

The project is waiting for approval from the authorized State agency.

The contributed capital of the Company As at December 31, 2022, is: 2,172,792,730,000 VND

**iii. Phuoc Tuong Phu Gia BOT JSC.**

A project enterprise implementing BOT contract established under the first Enterprise Registration Certificate No. 0106205342 dated June 12, 2013; 9th modification dated February 22, 2021 issued by Hanoi Department of Planning and Investment.

**I. CHARACTERISTICS OF THE COMPANY (continued)****5. Company Structure (continued)****iii. Phuoc Tuong Phu Gia BOT JSC. (continued)**

Investment Registration Certificate No. 62/BKHDT-GCNTTN dated October 17, 2013, by the Minister of Planning and Investment; first modification on August 17, 2015:

+ Investment and construction project of Phuoc Tuong and Phu Gia road tunnels, National Highway 1A, Thua Thien Hue Province;

Appendix to BOT Contract No. 06/11378/HD.BOT-BGTVT dated July 17, 2019, Appendix to BOT Contract No. 07/11378/HD.BOT-BGTVT dated April 23, 2021, between the Ministry of Transport and Phuoc Tuong Phu Gia Joint Venture (Investor) - Phuoc Tuong Phu Gia BOT JSC. on the construction investment project of Phuoc Tuong Phu Gia Road Tunnel, National Highway 1A, Thua Thien Hue Province:

+ The scale, design frequency, and standards of the Project are in accordance with the BOT Investment Registration Certificate

Capital structure according to the financial plan:	1,559,231,104,000 VND
+ Equity:	262,000,000,000 VND
+ Borrowings:	1,297,231,104,000 VND

The investment capital is allocated according to the project's progress.

The contributed capital of the Company As at December 31, 2022, is: 273,786,000,000 VND

**iv. ICV Vietnam Construction and Investment JSC.**

ICV Vietnam Construction and Investment JSC. obtained the Enterprise Registration Certificate No. 0401777280 issued by the Department of Planning and Investment of Da Nang City on 13/07/2016; 10th modification on November 24, 2022.

Business lines: Producing and trading in building materials.

The contributed capital of the Company As at December 31, 2022, is: 61,500,000,000 VND

**v. Khanh Hoa Deo Ca BOT Investment JSC.**

A project enterprise implementing BOT contract established under the first Business Registration Certificate No. 0106159826 dated April 22, 2013; 5th modification on May 27, 2022, by Hanoi Department of Planning and Investment.

Investment Registration Certificate No. 60/BKHDT-GCNTTN dated September 25, 2013:

+ Investment and construction project to expand National Highway 1, section Km1374+525 - Km1392 & Km1405 - Km1425, Khanh Hoa province in the form of BOT contract.

Decision No. 108/QD-BGTVT dated January 13, 2016, on the toll collection at Ninh An toll station Km1425+200 National Highway 1 to reimburse the investment project for the expansion of National Highway 1, section Km1374+525 - Km1392 and Km1405 - Km1425+500, Khanh Hoa province in the form of BOT contract:

+ The scale, design frequency, and standards of the Project is in accordance with the BOT Investment Registration Certificate)

Capital structure according to the financial plan:	2,644,478,000,000 VND
+ Owner's equity:	339,447.800.000 VND
+ Borrowings:	2,305,030.200.000 VND

The investment capital is allocated according to the project's progress

The contributed capital of the Company As at December 31, 2022, is: 305,000,000,000 VND

The project is waiting for approval by an authorized State agency.

**I. CHARACTERISTICS OF THE COMPANY (continued)****5. Company Structure (continued)****vi. Bac Giang - Lang Son - Huu Nghi BOT JSC.**

A project enterprise implementing a BOT contract established under the first Business Registration Certificate No. 0108311466 dated June 5, 2018. The Business Registration Certificate was modified for the 7th time on August 31, 2022, by Hanoi Department of Planning and Investment.

+ Construction investment project component 2: Expressway from Huu Nghi - Chi Lang border gate (Km1+800-Km44+749.67), Lang Son province

Huu Nghi - Chi Lang border gate expressway was invested in and built according to Decision No. 1833/QD-BGTVT dated June 14, 2016, of the Ministry of Transport. The People's Committee of Lang Son province approved the adjustment and supplementation of the project in Decision No. 1523/QD-UBND dated August 9, 2018, and Decision No. 2018/QD-UBND dated October 15, 2018.

Decision No. 645/QD-UBND dated April 5, 2019, of the People's Committee of Lang Son Province approving the adjustment of the financial plan of component project 2 of the Bac Giang - Lang Son expressway construction investment project, section Km1+800-Km108+500, combined with overhaul of the road surface of National Highway 1, section Km1+800-Km106+500, Bac Giang province, and Lang Son province in the form of a BOT contract.

+ Scale, design frequency, and standards of the Project (according to the BOT Investment Certificate)

Capital structure according to the financial plan: 8,743,000,000,000 VND

+ Equity: 1,749,000,000,000,000 VND

+ Borrowings: 6,994,000,000,000 VND

The investment capital is allocated according to the project's progress.

The contributed capital of the Company As at December 31, 2022, is: 424,000,000,000 VND

**List of affiliated units without legal status for dependent accounting:**

Unit name	Address
Construction and Construction Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Hai Van Trading Service Production Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Hai Van Tunnel Management and Operation Enterprise	Hai Van Tunnel, Hoa Hiep Bac Ward, Lien Chieu District, Da Nang City
Deo Ca Tunnel Management and Operation Enterprise	Hao Son Hamlet, Hoa Xuan Nam Commune, Dong Hoa District, Phu Yen Province
Cu Mong Road Tunnel Management and Operation Enterprise	Long Thach Village, Xuan Loc Commune, Song Cau Town, Phu Yen Province
Bac Giang - Lang Son Expressway Management and Operation Enterprise	Km81+140, Bac Giang - Lang Son Expressway, Ho Son Commune, Huu Lung District, Lang Son Province
Trung Luong - My Thuan Expressway Management and Operation Enterprise	Tan Phong Hamlet, Tan Hoi Commune, Cai Lay Town, Tien Giang Province
Representative office in Hanoi	Floor 16, Office Building No. 265 Cau Giay Street, Dich Vong Ward, Cau Giay District, Hanoi City
Representative Office in Ho Chi Minh City	32 Thach Thi Thanh, Tan Dinh Ward, District 1, Ho Chi Minh City

**II. ACCOUNTING PERIOD AND CURRENCY**

The annual accounting period begins on January 1 and ends on December 31 of each year.

The currency used in accounting records is Vietnam Dong (VND).

**III. ACCOUNTING STANDARDS AND REGIME****1. Accounting regime**

The Company applies the corporate accounting regime issued in Circular No. 200/2014/TT-BTC dated December 22, 2014, Circular No. 202/2014/TT-BTC dated December 22, 2014, by the Ministry of Finance and additional guiding Circular.

**2. Statement of Compliance to Accounting Standards and Regime**

The Company has applied Vietnamese Accounting Standards and guiding documents issued by the State. The Consolidated Financial Statements are prepared and presented in accordance with all provisions of each standard and circular guiding the implementation of the standard and the significant accounting regime.

**IV. SIGNIFICANT ACCOUNTING POLICIES****1. Types of exchange rates in accounting****a) Exchange rate for transactions in foreign currencies**

The actual exchange rate when buying and selling foreign currencies (foreign currency trading spot contracts, forward contracts, futures contracts, options contracts, swap contracts): the rate signed in the buying and selling foreign currencies contracts between the Company and commercial banks;

If the contract does not specify the payment rate, the enterprise shall record in the accounting books based on the following principles:

- + Actual exchange rate when contributing capital or receiving capital contribution: the foreign currency bid price of the bank where the enterprise opens an account to receive capital from investors at the date of capital contribution;
- + Actual exchange rate when recording receivables: is the bid price of the commercial bank where the enterprise appoints customers to pay at the time the transaction occurs;
- + Actual exchange rate when recording a liability: is the ask price of the commercial bank where the enterprise intends to transact at the time the transaction occurs.
- + For purchases of assets or expenses that are settled in foreign currencies (not by accounts payable), the actual exchange rate is the bid price of the commercial bank where the Company makes payments.
- + The moving weighted average exchange rate is applied when collecting receivables, deposits, or settling payables in foreign currencies, determined by the exchange rate at the time of transaction.
- + Actual exchange rate differences of cash items denominated in foreign currencies are accounted for at the actual exchange rates at the time of transaction and recognized in financial revenue or expenses in the financial period.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****1. Types of exchange rates in accounting (continued)****b) The exchange rate when re-evaluating cash items denominated in foreign currencies**

The actual exchange rate when re-evaluating cash items denominated in foreign currencies that are classified as assets: is the bid price of foreign currencies at commercial banks where enterprises regularly conduct transactions at the time of preparation of the consolidated financial statements. For foreign currencies deposited in a bank, the actual exchange rate when re-evaluating is the bid price at the bank where the enterprise opens a foreign currency account;

The actual exchange rate when re-evaluating cash items denominated in foreign currencies which are classified as liabilities: is the ask price of the foreign currency at commercial banks at the time of preparation of the consolidated financial statements;

Exchange differences due to the re-evaluation of balances of cash items denominated in foreign currencies at the end of the year are accounted for at the actual exchange rates of the commercial bank where the enterprise regularly transacts at the time of preparation of the Consolidated Financial Statements and the remaining difference after clearing the increase and decrease difference is recorded in financial income or financial expenses in the period.

The Company is not allowed to distribute profits or pay dividends on exchange rate differences due to re-evaluation of foreign currency balances at the end of the accounting period of cash items denominated in foreign currencies.

**2. Cash and cash equivalents****a) Cash**

Cash are the entire amount of the Company's available cash at the time of report, including cash at hand, demand deposits in banks, and Cash in transit.

**b) Cash equivalents**

Cash equivalents are investments with the maturity not exceeding 3 months from the investment date that are readily convertible to a predetermined amount of cash and are subject to no risk of conversion from the date of investment at the preparation of the consolidated financial statements.

**3. Financial investments**

Investments to improve the operational efficiency and capital use of the Company such as capital contribution to subsidiaries, joint ventures, affiliates, securities and other financial investments.

Investments are classified when preparing the Consolidated Financial Statements according to the following principles:

- Investments with remaining maturities of less than 12 months are classified as short-term.
- Investments with remaining maturities of more than 12 months are classified as long-term.

**a) Held-to-maturity investment**

This investment does not reflect the types of bonds and debt instruments held for trading for profit.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****3. Financial investments (continued)****a) Held-to-Maturity Investments (continued)**

Held-to-maturity investments include term deposits with banks (with a recovery period of 3 months or more), bills, promissory notes, bonds, and preferred shares that the issuer is obligated to repurchase at a specified time in the future and held-to-maturity loans to earn periodic interest and other held-to-maturity investments.

Provision for diminution of held-to-maturity investments: for held-to-maturity investments, if a provision has not been made in accordance with the law, the Company must assess the recoverability. Where there is firm evidence that part or all of the investment may be unrecoverable, the loss must be recognized in financial expenses. This provision is made or reversed at the time of preparation of the Consolidated Financial Statements. Where the amount of loss cannot be reliably determined, the diminution is not recorded and the recoverability of the investment must be disclosed in the Notes to the Consolidated Financial Statements

**b) Investments in subsidiaries, affiliates****Subsidiaries**

Subsidiaries are entities over which the Company has the power to govern the financial and operating policies to obtain benefits from its activities, usually accompanied by an ownership interest in more than half of voting rights. The existence and effectiveness of potential voting rights that are currently exercisable or convertible are considered when evaluating whether the Company has control over an enterprise. Subsidiaries are fully consolidated from the date on which control is transferred to the Company. The consolidation terminates from the time control ceases.

The acquisition accounting method is used by the Company to account for the acquisition of a subsidiary. Acquisition costs are recognized at the fair value of the assets, the equity instruments issued, and the liabilities incurred or assumed at the date of the exchange, plus any expenses incurred directly related to the purchase. Identifiable assets, liabilities, and contingent liabilities recognized in a business consolidation are measured primarily at their fair value at the acquisition date, regardless of the interests of non-controlling shareholders. The excess of the purchase price over the net asset value is considered goodwill. If the the fair value of the net assets is greater than the cost of acquisition, the difference is recognized immediately in the consolidated statement of income.

In a multi-stage business consolidation, when goodwill or profits on a low-cost acquisition is determined, the cost of the investment in the subsidiary is calculated as the sum of the costs at the date of acquisition of the subsidiary plus the costs of previous exchanges have been revalued at fair value at the date of acquisition.

Transactions, liabilities, and unrealized gains and losses arising between entities of the same Company are eliminated upon consolidation.

The accounting policies of subsidiaries are also changed if necessary to ensure consistency with the accounting policies of the Company.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****3. Financial investments (continued)****b) Investments in subsidiaries and affiliates (continued)****Subsidiaries (continued)**

The financial statements of the entities of the Company used for consolidation must be prepared for the same accounting period. If the accounting period end date is different, the time difference should not exceed 3 months. The financial statements used for consolidation must be adjusted for the effects of significant transactions and events that occurred in-between. The length of the reporting period and the difference in the timing of the financial statements must be consistent across periods.

**Non-controlling interests**

The Company applies the same policy for transactions with non-controlling shareholders as transactions with outsiders.

Non-controlling interest is measured as a percentage of the non-controlling shareholder's share in the net assets of the acquired entity at the acquisition date.

Transactions that change the Company's percentage of ownership in a subsidiary without resulting in a loss of control are accounted for in the same manner as equity transactions. The difference between the change in the Company's share of the subsidiary's net assets and the expenditure or income from the divestment of the subsidiary is recognized in undistributed earnings under owner's equity.

Transactions that change the Company's percentage of ownership in a subsidiary resulting in a loss of control over the subsidiary, the difference between the value of the change in the Company's share of the company's net assets subsidiaries and expenditures or receipts from the divestment of subsidiaries are recognized in the consolidated income statement. The remaining ownership in this company will be accounted for as a normal financial investment or accounted for using the equity method since the parent company no longer holds control over the subsidiary.

**Affiliates**

Affiliates are all companies in which the Company has significant influence but not control, usually expressed through holding from 20% to 50% of the voting rights in that company. Investments in affiliates are accounted for using the equity method and are initially recognized at cost. The Company's investment in an affiliate includes goodwill arising on the investment, less any accumulated impairments in assets.

The Company's distributed profits after investing in affiliates are recognized in the consolidated income statement. Accumulated changes after investments in affiliates are adjusted to the carrying amount of the investment. When the loss in the affiliate equals or exceeds the Company's interest in the affiliates, the Company will not recognize such loss unless obligations have arisen or have been paid to the affiliates.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****3. Financial investments (continued)****b) Investments in subsidiaries and affiliates (continued)****Affiliates (continued)**

The accounting policies of related parties are changed as necessary to ensure consistency with the accounting policies of the Company.

Unrealized gains or losses from internal transactions between the Company and affiliated parties will be eliminated to the extent commensurate with the Company's interest in related parties in accordance with current accounting regulations

**4. Goodwill**

Goodwill in the consolidated financial statements is the excess of the cost of the business combination over the Company's interest in the total fair value of the net assets of a subsidiary or affiliate at the investment transaction date. Goodwill acquired from the acquisition of a subsidiary is treated as an asset, amortized on a straight-line basis over the estimated useful life but not exceeding 10 years.

The goodwill derived from the acquisition of an investment in an affiliate is included in the carrying amount of the investment at the time of acquisition. The Company does not amortize this goodwill.

When selling an investment in a subsidiary or an affiliate, the residual value of the goodwill that has not been fully depreciated is included in the profit/loss resulting from the sale of the respective company.

The Company assesses the loss of goodwill at the subsidiary on an annual basis. Goodwill is recognized at cost less accumulated amortization less accumulated goodwill loss. If there is evidence that the loss of goodwill is greater than the annual allocation, then amortize it according to the amount of goodwill lost in the period in which it arises.

**5. Accounts receivables**

Receivables represent the carrying amount of receivables from customers, including trade payables arising from the sale of goods and provision of services; and other receivables of a non-commercial nature, unrelated to the sale of goods and provision of services. Provision for doubtful debts is made for each item for each receivable based on the overdue time to pay the principal according to the original debt commitment (not considering the debt extension between the parties), or based on the expected loss. Receivables that are determined to be uncollectible will be written off.

Receivables are classified as Current and Non-current on the consolidated balance sheet based on the remaining maturities of the receivables As at the date of the consolidated balance sheet.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****6. Inventories**

Inventories are recorded at the cost. In case the net realizable value is lower than the original cost, it must be calculated according to the net realizable value. The cost of inventory includes the cost of purchasing, processing, and other directly attributable costs incurred to bring the inventory to its current location and condition.

Inventory value is determined using the weighted average method.

Inventories are accounted for using the perpetual inventory method.

Provision for devaluation of inventories: at the end of the accounting year, if the value of inventories cannot be recovered sufficiently due to damage, obsolescence, reduced selling prices, or the estimated cost of completing the product or selling products, the Company makes a provision for the devaluation of inventories. An allowance for devaluation of inventories is made as the difference between the cost of inventories and their net realizable value.

**7. Tangible and intangible fixed assets**

Tangible and intangible fixed assets are recorded at cost. In the course of use, tangible and intangible fixed assets are recorded at cost, accumulated amortization, and carrying amount.

The historical cost of tangible fixed assets due to construction includes: the cost of compensation and site clearance, construction cost, cost of equipment, cost of project management, cost of construction investment consulting, Other expenses, and loan interest are capitalized according to Accounting Standard No. 16. The capitalization of the historical cost of fixed assets related to BOT, BT projects.

- Historical cost of fixed assets formed from BOT projects:

Fixed assets are temporarily recorded as an increase in their historical cost since the results of the State Acceptance Council are notified on the inspection results of the pre-acceptance work and put into operation and use. The quality of the basic items meets the approved design requirements, applicable standards, and technical instructions of the project, and is eligible for technical traffic to be put into operation and use.

The Company will adjust the entry of the historical cost when completing the settlement of items with the authorized state agency.

- Depreciation of fixed assets:

Tangible fixed assets (except for fixed assets formed from investment projects in the form of Build - Operate - Transfer (BOT)) are depreciated on a straight-line basis. The depreciation period is determined in accordance with the provisions of Circular No. 45/2013/TT-BTC dated April 25, 2013, of the Ministry of Finance guiding the regime of management, use, and depreciation of fixed assets, and Circular No. 28/2017/TT-BTC dated April 12, 2017, and Circular 147/2016/TT-BTC dated October 13, 2016, modifying and supplementing a number of articles of Circular No. 45 /2013/TT-BTC dated April 25, 2013, of the Ministry of Finance guiding the regime of management, use, and depreciation of fixed assets.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****7. Tangible and intangible fixed assets (continued)**

Depreciation is charged on a straight-line basis for fixed assets not formed from BOT projects. The estimated amortization period is as follows:

- House, building materials	10 - 50 years
- Equipment and machinery	03 - 20 years
- Means of transportation	06 - 30 years
- Equipment, management tools	03 - 10 years
- Indefinite land use rights	No depreciation
- Other fixed assets	10 years

Investment properties are recorded at cost. Investment properties are depreciated like other fixed assets of the Company, except for the case of investment property waiting for a price increase, the depreciation is not depreciated but the value of loss due to a decrease in value is determined.

**Depreciation of assets from BOT and BT projects:**

For investment projects in the form of Build - Operate - Transfer (BOT), the time of depreciation of fixed assets is determined as the time of operation and return of investment capital of the investor in the project. Depreciation of fixed assets formed from the project at the rate corresponding to the annual revenue in accordance with the period of operation and toll collection of the project reimbursement (similar to the method of depreciation by quantity and weight of product). The determination of the value of fixed assets formed from the project shall comply with the provisions of the law on capital construction investment.

**8. Construction in progress**

Construction in progress of the project is recognized on the historical cost basis. This cost includes: Cost of compensation and site clearance, construction cost, equipment cost, project management cost, construction investment consulting cost, other expenses, and loan interest expense being capitalized in accordance with Standard 16 - Actual incurred interest expense and accrued from the time the Project is implemented in accordance with the decision of the Ministry of Transport approving the BOT project and contract signed between the Ministry of Transport and the project enterprise.

**9. Build-operate-transfer contracts (BOT)**

Build-operate-transfer contract ("BOT contract" for short) is a form of investment signed between a authorized state agency and an investor for the construction of infrastructure; after the construction is completed, investors and project enterprises are entitled to operate the infrastructure for a certain period; At the end of the time limit, the investor or the project enterprise shall transfer the work to authorized state agency.

**10. Business cooperation contracts**

A business cooperation contract (BCC) is an agreement between parties to jointly carry out economic activities but does not form an independent legal entity. The receiver of assets and the parties contributing to BCC activities shall account for this amount as a liability and not recognized in equity. BCC has the following forms:

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****10. Business cooperation contracts (BCC) (continued)**

- BCC in the form of jointly controlled assets;
- BCC in the form of jointly controlled business activities;
- BCC in the form of profit sharing.

**11. Deferred corporate income tax**

Deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply to the year in which the asset is recovered or the liability is settled, using the tax rates in effect at financial report date.

**12. Prepaid expenses**

Calculation and allocation of prepaid expenses to production and business expenses in each accounting period are based on the nature and extent of each type of expense to select a reasonable and consistent method and criteria.

Prepaid expenses are tracked according to each prepaid period incurred, allocated to expense objects of each accounting period and the remaining amount has not been allocated to expenses.

Classification of prepaid expenses before preparing the Consolidated Financial Statements according to the following principles:

- The advance for the provision of goods and services within a period of less than 12 months from the time of prepayment is classified as short-term.
- The advance for the provision of goods and services over a period of more than 12 months from the time of prepayment is classified as long-term.

**13. Accounts payables**

Including trade account payables, advances from customer, internal payables, other payables, and loans at the reporting time, if:

- Having a payment term of less than 12 months is classified as a Short-term payable.
- Having a payment term of more than 12 months is classified as Long-term payable.

For foreign currency transactions arising during the period, the recorded exchange rate is the ask price of the commercial bank where the Company intends to transact at the time of transaction.

**14. Loans**

Loans in the form of issuing bonds or issuing preferred shares with a provision that obliges the issuer to repurchase at a certain time in the future are not reflected in this item.

Loans and debts need to be tracked in detail by each object, each contract, and each type of debt asset. Finance lease liabilities are stated at the present value of the minimum lease payments or the fair value of the leased asset.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****15. Borrowings and capitalization of interest expenses**

Borrowing costs that are directly attributable to the loans are recognized as financial expenses during the period unless borrowing costs are directly attributable to the investment in the construction or production of unfinished assets. the value of that asset (capitalized) when all the conditions specified in the Accounting Standard are met.

**16. Accrued expenses**

Accounts payable for goods and services received from the seller or provided to the buyer during the period but have not actually been paid due to the lack of invoices or insufficient accounting records and documents and payables. Payments to employees are recorded in production and business expenses in the period to ensure that when incurred costs do not cause a sudden change in production and business costs on the basis of ensuring the principle of concordance between enterprises and enterprises. revenue and expenses. The accrual of payable expenses must be calculated strictly and must have reasonable and reliable evidence. When such expenses are incurred, if there is a difference with the deducted amount, the accountant shall record additionally or reduce the expenses corresponding to the difference.

**17. Unearned revenue**

Unrealized revenue is an advance revenue mainly consisting of prepayments from customers for one or more accounting periods for asset leasing. The Company recognizes unrealized revenue in proportion to the obligations that the Company will have to perform in the future.

**18. Owner's equity****- Common shares**

Common shares are stated at par value. The proceeds from the issuance of shares above par value are recognized as share premiums. Expenses directly attributable to the issue of shares, excluding tax effects, are deducted from the share premium.

**- Repurchase and re-issuance of treasury shares**

Common shares issued when acquired by the Company are classified as treasury shares in the equity portion. The value of treasury shares recorded as a decrease in equity includes the redemption price and costs directly related to the purchase of treasury shares.

When treasury shares are sold (re-issuance of treasury shares), the cost of treasury shares is determined according to the weighted average method. The difference between the selling price of treasury shares and the cost of treasury shares is recorded in the Share premium account.

**- Undistributed earnings**

Undistributed earnings are the profit from the company's operations after adding (+) or subtracting (-) adjustments due to the retrospective application of changes in accounting policies and retroactive adjustments deficiencies of previous years.

The distribution of profits from business activities of the company must comply with the current fiscal policy.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****18. Owner's Equity (continued)****- Undistributed earnings (continued)**

The parent company distributes profits to owners not exceeding the undistributed after-tax profit on the Consolidated Financial Statements after excluding the effect of profits recognized from cheap purchases. In case the undistributed after-tax profit on the consolidated financial statements is higher than the undistributed after-tax profit on the parent company's separate financial statements and if the amount of profit decided to distribute exceeds the following profit Taxes have not been distributed on the separate financial statements, the parent company only distributes the profits after transferring profits from subsidiaries to the parent company.

Subsidiaries make advances to the committed profit to Shareholders according to the approved financial plan in the BOT contract based on the actual cash flow obtained instead of undistributed after-tax profit.

When distributing profits, it is necessary to consider non-cash items in undistributed after-tax profits that can affect the cash flow and ability to pay dividends and profits of the company.

**19. Revenue****a) Sales revenue**

Sales revenue is recognized when the following conditions are simultaneously satisfied:

- The significant risks and rewards of 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 control the goods;
- The revenue can be measured reliably;
- The Company has obtained or will receive economic benefits from the sale transaction;
- Determine the costs affiliated with the sales transaction.

**b) Revenue from service provision**

Revenue from service provision is recognized when the following conditions are simultaneously satisfied:

- The revenue can be measured reliably;
- It is likely to obtain economic benefits from the transaction of providing such services;
- Identify the work completed at the date of the Report;

The portion of service delivery completed is determined by the work completion method.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****19. Revenue (continued)****c) Financial income**

Financial income includes interest income, royalties, dividends, distributed earnings, and other financial income. For interest earned from loans, sales with deferred payment, and installment payments: revenue is recognized when it is certain that it will be collected, and loan principals and receivables that are not classified as overdue need to be forecasted. Dividend income is recognized when the right to receive dividends is established.

**d) Construction contract revenue**

Construction contract revenue is recognized in one of the following two cases:

- The construction contract stipulates that the contractor is paid according to the planned schedule: when the contract performance results can be estimated reliably, revenue is recognized corresponding to the part of the work completed by the self-determined contractor at the reporting date;

- Construction contract stipulates that the contractor is paid according to the value of the volume of work: when the contract performance results are reliably estimated and confirmed by the customer, revenue is recognized in proportion to the completed work confirmed by the customer.

When the outcome of a contract cannot be reliably estimated, revenue is recognized to the extent that costs have been incurred for which it is probable that reimbursement will be made.

**e) Toll revenue**

Revenue from traffic toll collection in the period is recognized based on sales of road tickets, road bridges, and tunnels at the toll rates prescribed by the State and applied on each road route, road tunnels, and certain road bridges that the Company is allowed to collect to recover the investment capital of BOT projects.

**f) Interest income**

Interest income is recognized on a time-proportion basis based on the principal balance and the interest rate.

**g) Dividend income**

Dividend income is recognized when the right to receive dividends is established.

**h) Income from the disposal of long and short-term financial investments**

Income from the disposal of long and short-term financial investments is recognized in the consolidated statement of income when the significant risks and rewards of ownership have been transferred to the buyer... Most of the risks and benefits of ownership are transferred to the buyer only upon completion of the purchase or sale transaction (for listed securities) or an asset assignment agreement (for unlisted securities).

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****19. Revenue (continued)****Other income**

Other incomes include incomes other than production and business activities of the Company: transfer, sale, liquidation of fixed assets; fines due to customer breach of contract; third party compensation to compensate for the lost property; receivables from bad debts that have been written off; liabilities whose owners cannot be identified; income from gifts, cash, items...

**20. Deductions**

The adjustment to the decrease in revenue is made as follows:

- Adjustment to decrease in revenue of the arising period if the revenue deductions arise in the same period of product, and service consumption;
- Adjustment to decrease in revenue as follows if the deductions for revenue arise after the period of consumption of products, and services:
  - + Adjustments to decrease in revenue in the Consolidated Financial Statements of the reporting period if there are deductions for revenue before the issuance of the Consolidated Financial Statements;
  - + Adjustments to decrease in revenue in the Consolidated Financial Statements of the period after the reporting period if there are any deductions for revenue after the issuance of the Consolidated Financial Statements.

Trade discount payable is the amount the Company sells at the listed price to customers who buy in bulk.

A sales discount is a deduction for the buyer due to poor, poor quality, or improper products or goods as prescribed in an economic contract.

Returned goods reflect the value of products and goods returned by customers due to reasons such as breach of commitment, breach of economic contract, inferior goods, loss of quality, incorrect type, and specifications.

**21. Cost of goods sold**

Cost of goods sold includes the capital value of products, services, investment real estate; production costs of construction and installation products sold during the period, and expenses related to investment real estate business.

The value of inventory loss or loss is recorded in the cost of goods sold after deducting compensation (if any).

For the cost of direct materials consumed in excess of normal, labor costs, and fixed manufacturing overheads that are not allocated to the value of warehoused products are included in the cost of goods sold after deducting the expenses. compensation (if any) even if the product or goods have not been identified as being sold.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****22. Financial expenses**

Financial expenses include financial operating expenses: expenses or losses related to financial investment activities; lending and borrowing costs; expenses for capital contribution to joint ventures and associations; securities transfer losses; provision for devaluation of trading securities; provision for investment loss in other entities; loss incurred when selling foreign currency, exchange rate loss.

For BOT projects, borrowing costs directly related to loans to finance BOT projects during the operating period are allocated according to the ratio between fee revenue arising in the period and revenue under The financial plan of the BOT project, based on Official Letter No. 2310/TCDN-VP dated November 8, 2021, of the Ministry of Finance, will be applied from the fiscal year 2020. The difference between the borrowing costs incurred. and borrowing costs allocated to the income statement during the period will be recognized as prepaid expenses, which are amortized to subsequent periods.

The formula for calculating interest expense directly related to loans to finance BOT projects in the period:

$$\text{Interest expense in the period} = \frac{\text{Total interest expense according to the financial plan}}{\text{Total revenue according to the financial plan}} \times \text{Revenue realized during the period}$$

**23. Selling and General & administrative expenses**

Selling expenses reflect actual costs incurred in the process of selling products and providing services.

General and administrative expenses reflect the general expenses of the Company, including salaries, social insurance, health insurance, unemployment insurance, and trade union expenses of management staff; costs of office materials, labor tools, depreciation of fixed assets used for management of the Company; lease, license tax; provision for bad debts; outsourcing; other monetary expenses.

**24. Corporate income tax**

Corporate income tax is a tax calculated on taxable income. The difference between taxable income and accounting profit is due to the adjustment of temporary differences between tax and accounting, non-deductible expenses as well as the adjustment of non-taxable income and losses. moved.

Deferred tax is the income tax payable or refundable on the temporary difference between the carrying amount of an asset and a liability for financial reporting purposes and the amounts used for tax purposes. tax purposes. Deferred tax liability is recognized for all taxable temporary differences. Deferred tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences can be utilized.

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****24. Corporate income tax (continued)**

The carrying amount of deferred tax assets is reviewed at the balance sheet date and will be reduced to the extent that it is probable that sufficient taxable profit will be available to permit the benefit of a portion or All deferred tax assets to be used. Previously unrecognized deferred tax assets are reviewed at the balance sheet date and recognized to the extent that it is probable that taxable profit will be available against which the tax assets can be utilized. This unrecognized deferred entry.

Deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply in the year in which the asset is recovered or the liability is settled, based on the tax rates in effect on the financial year-end date. Deferred tax is recognized in the statement of income unless it relates to items recognized directly in equity, where tax is charged directly to equity.

The Company has not recognized a deferred tax asset for the deductible temporary difference when determining taxable income in the company's statement due to the inability to predict future profit as well as the possibility of the tax return. withheld for tax purposes in subsequent tax periods at the date of the consolidated financial statements.

**25. Related parties**

Parties are considered to be stakeholders if one party has the ability to control or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.

In considering the relationship of related parties, the nature of the relationship is emphasized more than in the legal form.

**26. Segment report**

A business segment is a separately identifiable part that is engaged in the production or provision of products or services and has risks and rewards that are different from those of other business segments.

A geographical segment is a distinct identifiable part that is engaged in the production or provision of a product or service within a particular economic environment and is subject to economic risks and rewards. different from business segments in other economic environments.

**27. Financial instruments****a) Financial assets**

According to Circular 210, the Company classifies financial assets into groups:

- A financial asset recognized at fair value through the income statement is a financial asset held for trading or classified at fair value through the Financial Statements. income statement at the time of initial entry;

**IV. SIGNIFICANT ACCOUNTING POLICIES (continued)****27. Financial Instruments (continued)****a) Financial assets (continued)**

- Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Company has the intention and ability to hold. to the due date;
- Loans and receivables are non-derivative financial assets with fixed or determinable payments and are not listed on the market;
- Available-for-sale assets are non-derivative financial assets that are determined as available for sale or not classified as financial assets and are recognized at fair value through the income statement. trading, held-to-maturity investments, loans, and receivables.

The classification of these financial assets depends on the purpose and nature of the financial assets and is determined at the time of initial entry.

The Company's financial assets include cash and Current deposits, trade and other receivables, loans, and listed and unlisted financial instruments.

Financial assets are recognized at the acquisition date and derecognized at the date of sale. At the time of initial entry, financial assets are confirmed at cost plus transaction costs directly related to the purchase or issuance.

**b) Financial liabilities and equity instruments**

Financial instruments are classified as either a financial liability or an equity instrument at initial entry in accordance with the nature and definition of a financial liability and an equity instrument.

According to Circular 210, the Company classifies financial liabilities:

- Financial liabilities are recognized at fair value through the income statement as a liability held for business or classified at fair value through the Statement of Interest. business results at the time of initial entry;
- Financial liabilities are measured at an amortized value that is equal to the initially recognized amount of the financial liability less any principal repayments, plus or minus any accumulated amortizations using the effective interest method of the difference between the initially recognized amount and the maturity amount, less any deductions (directly or through the use of provision) for impairment or unrecoverable.

This classification of a financial liability depends on the purpose and nature of the financial asset and is determined at the time of initial entry.

The Company's financial liabilities include trade payable, other payables, debts, and borrowings.

At initial entry, all financial liabilities are confirmed at cost plus direct transaction costs related to the issue

## IV. SIGNIFICANT ACCOUNTING POLICIES (continued)

## 27. Financial Instruments (continued)

## Financial liabilities and equity instruments (continued)

**Equity Instruments:** A contract that proves the remaining interest in the assets of the Company after deducting all obligations.

**Offsetting financial instruments:** Financial assets and liabilities are offset and the net amount is presented in the Balance Sheet if and only if the Company has a legally enforceable right to offset the recognized amount, and intends to settle on a net basis or realize the asset and settle the liability simultaneously.

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET

## 1. CASH AND CASH EQUIVALENTS

	31.12.2022 VND	01.01.2022 VND
Cash	4,641,622,371	4,154,232,281
Bank deposits	162,239,568,233	199,954,275,393
Money in transit	237,100,000	666,200,000
Cash equivalents	215,142,818,433	57,608,773,654
<b>Total</b>	<b>382,261,109,037</b>	<b>262,383,481,328</b>

## 2. FINANCIAL INVESTMENTS

## a) Held-to-maturity investment

	31.12.2022		01.01.2022	
	Cost VND	Book value VND	Cost VND	Book value VND
<b>Short-term</b>	<b>72,830,731,676</b>	<b>72,830,731,676</b>	<b>70,208,972,303</b>	<b>70,208,972,303</b>
Term Deposit (i)	72,830,731,676	72,830,731,676	70,208,972,303	70,208,972,303
<b>Long-term</b>	<b>17,000,000,000</b>	<b>17,000,000,000</b>	<b>17,000,000,000</b>	<b>17,000,000,000</b>
Term Deposit (ii)	15,000,000,000	15,000,000,000	15,000,000,000	15,000,000,000
Bonds (iii)	2,000,000,000	2,000,000,000	2,000,000,000	2,000,000,000
<b>Total</b>	<b>89,830,731,676</b>	<b>89,830,731,676</b>	<b>87,208,972,303</b>	<b>87,208,972,303</b>

(i) A 6-month term deposit at Vietinbank with an interest rate of 5.7%/year;

(ii) Term deposit at Vietinbank with an interest rate of 4.9%/year;

(iii) The investment consists of 200 bonds with par value of VND 10,000,000, tenor of 10 years (2019 - 2029); interest rate: Reference interest rate + 1.2%/year; issued by Vietinbank.

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 2. FINANCIAL INVESTMENTS (continued)

## b) Investment in joint ventures, affiliates

	At 31.12.2022		Increased investment		Adjustments increase/ (decrease)		Distribution of profits (losses) from joint ventures and affiliates		As at 01.01.2022	
	VND	VND	VND	VND	VND	VND	VND	VND	VND	VND
Khanh Hoa Deo Ca BOT Investment JSC	362,557,701,388	-	-	-	-	52,974,062,257	309,583,639,131			
Bac Giang - Lang Son - Huu Nghi BOT JSC.	135,092,389,134	-	-	-	-	(556,293,203)	135,648,682,337			
ICV Vietnam Construction and Investment JSC.	16,446,257,910	-	-	-	-	304,675,432	16,141,582,478			
<b>Total</b>	<b>514,096,348,432</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>52,722,444,486</b>	<b>461,373,903,946</b>			

Since these companies have not yet listed their shares on the stock exchanges, the fair value of the investment in these companies cannot be determined in the Consolidated Financial Statements in accordance with Circular 200/2014/TT-BTC dated December 22, 2014.

**V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)**
**3. SHORT-TERM RECEIVABLES**

	31.12.2022 VND	01.01.2022 VND
<b>Related parties</b>	<b>159,081,107,411</b>	<b>156,948,746,334</b>
Deo Ca Construction JSC.	116,695,539,018	-
Trung Luong - My Thuan BOT JSC.	22,098,459,698	270,000,000
Deo Ca Khanh Hoa BOT Investment JSC.	13,361,179,695	8,018,141,334
Deo Ca Expressway Management and Operation JSC.	125,929,000	700,000,000
Saigon - Phu Yen Bridge Construction Investment Group - JSC	6,800,000,000	-
Deo Ca Group JSC.	-	140,481,698,327
A2Z Construction Consulting JSC.	-	6,656,906,673
Hoang Long Construction Consultant JSC	-	822,000,000
<b>Third parties</b>	<b>45,847,550,058</b>	<b>247,391,026,620</b>
A2Z Construction Consulting JSC.	6,966,815,764	-
19 Road and Bridge Construction JSC.	5,159,490,529	5,159,490,529
Song Da 10 JSC.	5,082,418,376	5,082,418,376
Dak Lak Road Repair and Management Company	3,399,652,533	3,399,652,533
VETC Automatic Toll Receivables Co., Ltd	2,105,260,000	907,780,000
Hoang Long Construction Consulting JSC.	1,342,200,000	-
Deo Ca Construction JSC.	-	177,848,367,430
Other parties	21,791,712,856	54,993,317,752
<b>Total</b>	<b>204,928,657,469</b>	<b>404,339,772,954</b>

**4. PREPAYMENT TO SUPPLIER**
**a) Short-term prepayment to supplier**

	31.12.2022 VND	01.01.2022 VND
<b>Third parties</b>	<b>59,725,675,369</b>	<b>37,429,539,433</b>
Dong A International Group JSC.	14,359,029,400	14,359,029,400
Phu Hien Vinh Construction Trade Services JSC	12,679,038,198	-
Vietnam Automobiles and Special Vehicles Import-Export JSC.	5,992,200,000	5,992,200,000
Dong Phuong Engineering JSC.	3,322,390,074	-
Hoang Long Construction Consulting JSC.	1,879,376,870	-
Electrical Construction Consulting 1 JSC.	1,000,000,000	1,000,000,000
Other parties	20,493,640,827	16,078,310,033
<b>Total</b>	<b>59,725,675,369</b>	<b>37,429,539,433</b>

**V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)**
**4. PREPAYMENT TO SUPPLIER (continued)**
**b) Long-term prepayment to supplier**

	31.12.2022 VND	01.01.2022 VND
<b>Related parties</b>	<b>-</b>	<b>10,442,505,000</b>
Hoang Long Construction Consulting JSC.	-	86,491,000
A2Z Construction Consulting JSC.	-	10,356,014,000
<b>Third parties</b>	<b>200,877,103,117</b>	<b>222,472,820,487</b>
Underground Construction JSC.	94,082,320,759	94,082,320,759
Project Management Unit 85	21,807,969,484	21,807,969,484
Lung Lo Construction Corporation	-	14,067,301,993
A2Z Construction Consulting JSC.	10,356,014,000	-
Song Da 10 JSC.	9,381,606,667	9,381,606,667
Lang Son Province Construction Investment Project Management Board	8,575,350,000	8,575,350,000
Transport Construction Corporation 8 - JSC	7,176,702,514	7,176,702,514
Transportation Design Consultancy Corporation	1,195,842,793	1,195,842,793
Hoang Long Construction Consulting JSC.	131,681,000	-
Other parties	48,169,615,900	66,185,726,277
<b>Total</b>	<b>200,877,103,117</b>	<b>232,915,325,487</b>

**5. SHORT-TERM RECEIVABLES**

	31.12.2022 VND	01.01.2022 VND
<b>Third parties</b>		
Saigon Asphalt Investment JSC. (former name: Saigon Investment One-member Company Ltd.)	1,000,000,000	1,000,000,000
<b>Total</b>	<b>1,000,000,000</b>	<b>1,000,000,000</b>

(\*) The borrowing amount for Saigon Asphalt Investment JSC. with interest rate of 9%/year, under 12 months.

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 6. OTHER RECEIVABLES

## a) Other short-term receivables

	31.12.2022		01.01.2022	
	Value VND	Provision VND	Value VND	Provision VND
<b>Advance</b>	49,863,883,162	-	51,718,557,418	-
<b>Deposit</b>	100,000,000	-	100,000,000	-
<b>Related parties</b>	100,000,000	-	100,000,000	-
Deo Ca Group JSC.	100,000,000	-	100,000,000	-
<b>Other receivables</b>	154,20,018,398	873,033,836	164,515,867,696	873,033,836
<b>Related parties</b>	10,597,879,547	-	16,084,272,000	-
Deo Ca Construction JSC.	6,839,007,547	-	-	-
ICV Vietnam Construction and Investment JSC.	3,758,872,000	-	3,758,872,000	-
Deo Ca Capital Co., Ltd	-	-	12,325,400,000	-
<b>Third-party</b>	143,602,138,851	873,033,836	148,431,595,696	873,033,836
Council for compensation and support for resettlement of key projects in Phu Loc district	26,058,512,000	-	26,058,512,000	-
Quy Nhon City Land Fund Development Center	8,670,686,533	-	8,670,686,533	-
Project Management Board of Key Works - Khanh Hoa Provincial People's Committee	4,919,720,000	-	4,919,720,000	-
Deo Ca Construction JSC.	-	-	6,839,007,547	-
Lien Chieu District Site Clearance Board	3,274,835,244	-	3,115,835,244	-
Underground Construction JSC.	3,070,496,900	-	3,070,496,900	-
Other parties	97,607,888,174	873,033,836	95,757,337,472	873,033,836
<b>Total</b>	<b>204,163,901,560</b>	<b>873,033,836</b>	<b>216,334,425,114</b>	<b>873,033,836</b>

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 6. OTHER RECEIVABLES (continued)

## b. Other long-term receivables

	31.12.2022		01.01.2022	
	Value VND	Provision VND	Value VND	Provision VND
<b>Deposit</b>	2,166,503,000	-	2,166,503,000	-
<b>Other receivables</b>	48,675,671,659	-	38,375,950,044	-
Repair, project warranty receivables	25,096,534,444	-	14,238,250,544	-
Land fund development and Lang Giang IP center	12,301,719,456	-	12,301,719,456	-
Huu Lung District Land Fund Development Center	5,033,084,500	-	5,033,084,500	-
Chi Lang District Land Fund Development Center	4,860,513,038	-	4,860,513,038	-
Other receivables	1,383,820,221	-	1,942,382,506	-
<b>Dividend advance receivable (*)</b>	<b>85,116,084,898</b>	-	<b>85,116,084,898</b>	-
<b>Related parties</b>	<b>50,924,984,504</b>	-	<b>50,924,984,504</b>	-
Hung Phat BOT JSC.	50,924,984,504	-	50,924,984,504	-
<b>Third-party</b>	<b>34,191,100,394</b>	-	<b>34,191,100,394</b>	-
Ha Thanh International Trade Investment JSC	33,952,042,939	-	33,952,042,939	-
Viet Thanh Investment and Construction JSC	239,057,455	-	239,057,455	-
<b>Business cooperation</b>	<b>221,530,970,000</b>	-	-	-
<b>Related parties</b>	<b>221,530,970,000</b>	-	-	-
Deo Ca Group JSC.	221,530,970,000	-	-	-
<b>Total</b>	<b>357,489,229,557</b>	-	<b>125,658,537,942</b>	-

(\*) This is the dividend advance receivable of the Subsidiary - Phuoc Tuong Phu Gia BOT JSC.

## V.SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 7. BAD DEBT

Total value of accounts payable collect overdue payment or not overdue but it is difficult to collect:

	31.12.2022		01.01.2022	
	Cost VND	Recoverable value VND	Cost VND	Recoverable value VND
<b>Accounts receivable from customers</b>	<b>11,035,892,482</b>	<b>-</b>	<b>11,035,892,482</b>	<b>(11,035,892,482)</b>
Road and Bridge Construction 19 JSC.	5,159,490,529	-	5,159,490,529	(5,159,490,529)
Dak Lak Road Repair and Management Company	3,399,652,533	-	3,399,652,533	(3,399,652,533)
Other parties	2,476,749,420	-	2,476,749,420	(2,476,749,420)
<b>Prepayment to suppliers</b>	<b>1,301,620,413</b>	<b>-</b>	<b>1,301,620,413</b>	<b>(1,301,620,413)</b>
Chi Viet Pre-Engineered Steel Building JSC.	673,571,100	-	673,571,100	(673,571,100)
Other parties	628,049,313	-	628,049,313	(628,049,313)
<b>Other short-term receivables</b>	<b>873,033,836</b>	<b>-</b>	<b>873,033,836</b>	<b>(873,033,836)</b>
Road Administration Department III	837,818,000	-	837,818,000	(837,818,000)
Other parties	35,215,836	-	35,215,836	(35,215,836)
<b>Total</b>	<b>13,210,546,731</b>	<b>-</b>	<b>13,210,546,731</b>	<b>(13,210,546,731)</b>

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 8. INVENTORY

	31.12.2022		01.01.2022	
	Cost VND	Provision VND	Cost VND	Provision VND
Work in progress (*)	148,953,796,014	-	32,654,864,766	-
Raw materials	11,608,229,851	-	5,385,808,582	-
Tools & equipments	183,729,951	-	243,035,758	-
<b>Total</b>	<b>160,745,755,816</b>	<b>-</b>	<b>38,283,709,106</b>	<b>-</b>

(\*) Work in progress related to costs of unfinished construction works.

- Value of stagnant, deteriorated, and unsold inventory at the end of the year: None

- Value of inventory used as mortgage or collaterals for payables at the end of the year: None

## 9. PREPAID EXPENSES

## a) Short-term prepaid expenses

	31.12.2022 VND	01.01.2022 VND
Loan interest waiting for allocation	-	195,828,759,432
Other accounts	25,508,020,223	25,457,293,253
<b>Total</b>	<b>25,508,020,223</b>	<b>221,286,052,685</b>

## b) Long-term prepaid expenses

	31.12.2022 VND	01.01.2022 VND
Loan interest waiting for allocation	4,773,316,767,716	2,991,383,533,735
The cost of repairing the road surface	4,785,995,452	3,351,695,283
Other accounts	5,656,881,741	3,694,205,664
<b>Total</b>	<b>4,783,759,644,909</b>	<b>2,998,429,434,682</b>

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 10. TANGIBLE FIXED ASSETS

	House, building materials VND	Machinery and equipment VND	Vehicles VND	Management device VND	Total VND
<b>COST</b>					
As at 01.01.2022	30,022,560,387,302	15,864,778,988	56,665,301,319	23,050,736,372	30,118,141,203,981
<i>Increases during the year</i>	84,636,743,446	42,977,861,957	26,103,021,697	19,337,074,667	173,054,701,767
Purchase	13,419,434,254	42,977,861,957	26,103,021,697	-	82,500,317,908
Finished construction	57,315,359,195	-	-	19,337,074,667	76,652,433,862
Other increase	13,901,949,997	-	-	-	13,901,949,997
<i>Decrease during the year</i>	37,656,491,292	-	-	-	37,656,491,292
Other decrease	37,656,491,292	-	-	-	37,656,491,292
As at 31.12.2022	30,069,540,639,456	58,842,640,945	82,768,323,016	42,387,811,039	30,253,539,414,456
<b>ACCUMULATED DEPRECIATION</b>					
As at 01.01.2022	1,340,188,235,276	11,534,083,807	46,744,894,222	16,825,692,947	1,415,292,906,252
<i>Increases during the year</i>	268,796,183,220	4,780,555,609	4,720,015,683	2,744,288,236	281,041,042,748
Annual depreciation	268,796,183,220	4,780,555,609	4,720,015,683	2,744,288,236	281,041,042,748
Other increase	-	-	-	-	-
<i>Decrease during the year</i>	2,090,907	-	-	-	2,090,907
Other decrease	2,090,907	-	-	-	2,090,907
As at 31.12.2022	1,608,982,327,589	16,314,639,416	51,464,909,905	19,569,981,183	1,696,331,858,093
<b>RESIDUAL VALUE</b>					
As at 01.01.2022	28,682,372,152,026	4,330,695,181	9,920,407,097	6,225,043,425	28,702,848,297,729
As at 31.12.2022	28,460,558,311,867	42,528,001,529	31,303,413,111	22,817,829,856	28,557,207,556,363

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 10. TANGIBLE FIXED ASSETS (continued)

- The year-end residual value of tangible fixed assets used as mortgages or collaterals to secure loans: 27,732,863,739,942 VND
- Cost of fixed assets at the end of the year which have been fully depreciated but are still in use: 55,874,648,118 VND

**The estimated historical cost of assets formed from a BOT project is as follows:**

The estimated historical cost of the investment project to build a road tunnel through Deo Ca:

- Co Ma tunnel and the route is 3,038,620,880,732 VND;
- Deo Ca tunnel is 6,375,465,625,414 VND;
- Cu Mong tunnel is 2,898,558,482,952 VND;
- Hai Van tunnel is 5,172,966,830,706 VND,

The estimated cost of the project of road surface enhancement of National Highway 1, section Km1 + 800 – Km 106 + 500 is 1,807,480,652,287 VND

The estimated historical cost of the Bac Giang - City expressway project, Lang Son section KM45+100 – KM 108+500 is VND 10,392,831,235,593

The estimated historical cost of the Phuoc Tuong and Phu Gia Road Tunnel project, National Highway 1A, Thua Thien Hue Province is VND 1,369,029,931,203

- For investment projects in the form of Build-Operate-Transfer (BOT), the time of depreciation of fixed assets is determined as the time of operation and return of investment capital of the investor in the project, Depreciation of fixed assets formed from the project at the rate corresponding to the annual revenue in accordance with the period of operation and receivables of payback fees of the project (similar to the method of depreciation by volume, product quantity)

The historical cost of fixed assets formed from the state funding support pending finalization with the provisional cost is: 3,038,620,880,732 VND (this historical cost is not depreciated)

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

11. INTANGIBLE FIXED ASSETS

	Land use rights VND	Computer software VND	Other VND	Total VND
<b>COST</b>				
As at 01.01.2022	618,292,634	584,500,850	183,403,472	1,386,196,956
Purchase	-	4,024,967,200	-	4,024,967,200
As at 31.12.2022	618,292,634	4,609,468,050	183,403,472	5,411,164,156
<b>ACCUMULATED DEPRECIATION</b>				
As at 01.01.2022	64,441,225	479,500,861	73,361,388	617,303,474
Depreciation	12,881,088	209,446,907	-	222,327,995
As at 31.12.2022	77,322,313	688,947,768	73,361,388	839,631,469
<b>RESIDUAL VALUE</b>				
As at 01.01.2022	553,851,409	104,999,989	110,042,084	768,893,482
As at 31.12.2022	540,970,321	3,920,520,282	110,042,084	4,571,532,687

- Year-end residual value of intangible fixed assets used as mortgages or collaterals to secure loans: 544,190,593 VND
- Historical cost of intangible fixed assets that have been fully depreciated but are still in use: 314,500,850 VND

12. CONSTRUCTION COSTS

	31.12.2022 VND	01.01.2022 VND
Office, factory repair	13,636,905,417	12,259,242,728
<b>Total</b>	<b>13,636,905,417</b>	<b>12,259,242,728</b>

13. GOODWILL

	31.12.2022 VND	01.01.2022 VND
Beginning of the year	19,026,492,287	21,481,523,551
Allocation during the year	(2,455,031,264)	(2,455,031,264)
<b>End of the year</b>	<b>16,571,461,023</b>	<b>19,026,492,287</b>

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

14. ACCOUNTS PAYABLE

a. Short-term accounts payable

	31.12.2022		01.01.2022	
	Value VND	Repayable amount VND	Value VND	Repayable amount VND
<b>Related parties</b>	<b>522,959,804,523</b>	<b>522,959,804,523</b>	<b>438,357,412,901</b>	<b>438,357,412,901</b>
Deo Ca Group JSC.	458,584,484,413	458,584,484,413	392,737,560,387	392,737,560,387
Deo Ca Construction JSC.	33,484,538,831	33,484,538,831	-	-
Deo Ca Security JSC.	17,375,835,146	17,375,835,146	17,409,382,266	17,409,382,266
ICV Vietnam Investment and Construction JSC.	9,660,979,849	9,660,979,849	-	-
Deo Ca Expressway Management and Operation JSC.	3,853,966,284	3,853,966,284	8,256,472,379	8,256,472,379
Hoang Long Construction Consulting JSC.	-	-	1,796,396,412	1,796,396,412
JSC.Construction Consulting section A2Z	-	-	18,157,601,457	18,157,601,457
<b>Third parties</b>	<b>571,940,847,291</b>	<b>571,940,847,291</b>	<b>691,075,166,887</b>	<b>691,075,166,887</b>
Lizen JSC. (LICOGI 16)	125,620,568,337	125,620,568,337	126,120,568,337	126,120,568,337
Hoa Hiep Co., Ltd	56,746,314,256	56,746,314,256	56,746,314,256	56,746,314,256
My Da Construction Company Limited	35,356,917,682	35,356,917,682	75,356,917,682	75,356,917,682
Construction Company Limited 470	31,136,567,611	31,136,567,611	34,549,076,453	34,549,076,453
Dong Hoi General Construction Co., Ltd	21,533,539,459	21,533,539,459	24,033,539,459	24,033,539,459
AZZ Construction Consulting JSC.	18,670,006,259	18,670,006,259	-	-
Tri Nam Group JSC.	17,814,637,800	17,814,637,800	122,491,454,000	122,491,454,000
Minh Dang One Member Co., Ltd	14,745,229,714	14,745,229,714	17,966,582,114	17,966,582,114
Construction Traffic No.1 JSC.	13,356,138,053	13,356,138,053	13,356,138,053	13,356,138,053
Nam Tan JSC.	13,243,783,828	13,243,783,828	13,243,783,828	13,243,783,828
Lung Lo Construction Corporation	12,000,378,308	12,000,378,308	12,000,378,308	12,000,378,308
Minh Lai General Co., Ltd	8,734,085,571	8,734,085,571	-	-
Saigon ASPHALT Investment JSC.	7,351,840,089	7,351,840,089	2,552,438,731	2,552,438,731
Deo Ca Construction JSC.	-	-	24,473,155,816	24,473,155,816
Other parties	195,630,840,324	195,630,840,324	168,184,819,850	168,184,819,850
<b>Total</b>	<b>1,094,900,651,814</b>	<b>1,094,900,651,814</b>	<b>1,129,432,579,788</b>	<b>1,129,432,579,788</b>

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 14. ACCOUNTS PAYABLE (continued)

## b. Long-term accounts payable

	31.12.2022		01.01.2022	
	Value VND	Repayable amount VND	Value VND	Repayable amount VND
<b>Related parties</b>	<b>2,719,148,000</b>	<b>2,719,148,000</b>	<b>53,806,311,591</b>	<b>53,806,311,591</b>
ICV Vietnam Construction and Investment JSC.	2,719,148,000	2,719,148,000	2,719,148,000	2,719,148,000
Hoang Long Construction Consulting JSC.	-	-	18,758,222,245	18,758,222,245
A2Z Construction Consulting JSC.	-	-	32,328,941,346	32,328,941,346
<b>Third parties</b>	<b>419,561,623,083</b>	<b>419,561,623,083</b>	<b>397,559,759,439</b>	<b>397,559,759,439</b>
Branch of BCA Thang Long Company Limited - Dai Viet Enterprise	97,873,463,105	97,873,463,105	114,873,463,105	114,873,463,105
Sao Bac Dau Technology JSC.	63,324,741,138	63,324,741,138	63,324,741,138	63,324,741,138
BCA - Thang Long One Member Company Limited	34,783,028,365	34,783,028,365	34,783,028,365	34,783,028,365
A2Z Construction Consulting JSC.	30,187,672,346	30,187,672,346	-	-
APAVE Asia - Pacific Co., Ltd	20,646,941,214	20,646,941,214	20,646,941,214	20,646,941,214
Asia Industrial Engineering JSC.	18,019,220,715	18,019,220,715	18,019,220,715	18,019,220,715
Branch of BCA - Thang Long Company Limited in HCM City	14,066,275,015	14,066,275,015	22,066,275,015	22,066,275,015
NIPPON KOEI Vietnam Co., Ltd. International Ilc	13,569,057,653	13,569,057,653	13,569,057,653	13,569,057,653
Construction and Investment 492 JSC.	8,594,572,647	8,594,572,647	8,594,572,647	8,594,572,647
Vietnam Human Resources and Construction JSC.	6,649,125,023	6,649,125,023	6,649,125,023	6,649,125,023
Hoang Long Construction Consulting JSC.	4,308,222,245	4,308,222,245	-	-
Other parties	107,539,330,617	107,539,330,617	95,033,361,564	95,033,361,564
<b>Total</b>	<b>422,280,771,083</b>	<b>422,280,771,083</b>	<b>451,366,071,030</b>	<b>451,366,071,030</b>

Unpaid overdue debt: None

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 15. SHORT-TERM ADVANCE FROM CUSTOMERS

	31.12.2022 VND	01.01.2022 VND
<b>Related parties</b>	<b>73,032,991,055</b>	<b>-</b>
Deo Ca Group JSC.	73,032,991,055	-
<b>Third parties</b>	<b>38,900,254,873</b>	<b>7,648,775,163</b>
Cam Lam - Vinh Hao Expressway JSC.	31,662,067,026	-
Lung Lo Construction Corporation	2,475,005,925	2,475,005,925
Underground Construction JSC.	1,495,821,371	1,495,821,371
VO Regional Petroleum Company	-	3,000,000,000
Other parties	3,267,360,551	677,947,867
<b>Total</b>	<b>111,933,245,928</b>	<b>7,648,775,163</b>

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 16. TAXATION

## a) Taxes and other payables

	01.01.2022 VND	Payables VND	Paid amount VND	31.12.2022 VND
VAT	4,963,439,908	51,133,856,452	50,353,920,237	5,743,376,123
CIT	37,227,634,839	58,772,545,135	36,138,362,996	59,861,816,978
Personal income tax	442,190,114	1,425,545,267	1,558,461,613	309,273,768
Resource tax	-	1,961,238,794	1,961,238,794	-
Other taxes	1,031,073,509	1,354,504,528	2,385,578,037	-
<b>Total</b>	<b>43,664,338,370</b>	<b>114,647,690,176</b>	<b>92,397,561,677</b>	<b>65,914,466,869</b>

## b) Taxes and other receivables

	01.01.2022 VND	Receivables VND	Collected amount VND	31.12.2022 VND
VAT	2,402,093,441	118,911,073	2,402,093,441	118,911,073
CIT	-	-	-	-
Personal income tax	-	-	-	-
Resource tax	-	-	-	-
Other taxes	118,911,073	-	118,911,073	-
<b>Total</b>	<b>2,521,004,514</b>	<b>118,911,073</b>	<b>2,521,004,514</b>	<b>118,911,073</b>

Tax finalization will be subject to inspection by tax authorities. Because the application of tax laws and regulations to different types of transactions can be interpreted in different ways, the tax amounts presented in the Financial Statements are subject to change at the discretion of the tax agency.

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 17. ACCRUED EXPENSES

## a) Short-term expenses

	31.12.2022 VND	01.01.2022 VND
Interest expense payable	572,460,000,000	691,871,624,000
Accrued overhaul and maintenance expense	127,566,665,648	66,482,416,518
Accrued interest expense	2,416,377,612	2,359,364,187
Other accounts	409,192,218,861	458,426,166,094
<b>Total</b>	<b>1,111,635,262,121</b>	<b>1,219,139,570,799</b>

## b) Long-term expenses

	31.12.2022 VND	01.01.2022 VND
Interest expense payable	2,965,790,122,589	1,478,746,521,189
Accrued interest expense	34,911,184,444	26,544,187,517
<b>Total</b>	<b>3,000,701,307,033</b>	<b>1,505,290,708,706</b>

## 18. UNEARNED REVENUE

## a) Short-term unearned revenue

	31.12.2022 VND	01.01.2022 VND
Revenue received in advance	1,100,000,000	-
<b>Total</b>	<b>1,100,000,000</b>	<b>-</b>

## b) Long-term unearned revenue

	31.12.2022 VND	01.01.2022 VND
Revenue received in advance	8,800,000,000	-
<b>Total</b>	<b>8,800,000,000</b>	<b>-</b>

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

19. OTHER PAYABLES

a) Other short-term payables

	31.12.2022 VND	01.01.2022 VND
<b>Related parties</b>	<b>113,538,196,112</b>	<b>33,591,059,194</b>
Deo Ca Construction JSC.	65,626,091,401	-
Deo Ca Group JSC.	26,298,646,606	22,103,278,371
Hai Thach BOT Investment JSC.	21,613,458,105	11,487,780,823
<b>Third parties</b>	<b>470,290,571,534</b>	<b>551,825,901,419</b>
Guarantee for performance of warranty contract, volume pending settlement	362,257,002,532	448,677,975,373
Song Da 10 JSC.	100,907,632,345	114,907,632,345
Lung Lo Construction Corporation	51,646,434,240	58,146,434,240
Sao Bac Dau Technology JSC.	51,318,673,019	51,318,673,019
Other parties	158,384,262,928	158,679,144,368
Other payable	108,033,569,002	103,147,926,046
Northern Infrastructure Investment JSC.	18,650,350,455	11,385,035,388
France Emulsion Co	1,606,087,366	1,606,087,366
Other parties	87,777,131,181	90,156,803,292
<b>Total</b>	<b>583,828,767,646</b>	<b>585,416,960,613</b>

b) Other long-term payables

	31.12.2022 VND	01.01.2022 VND
Tender package for National Highway 1 - Warranty pending settlement	37,449,235,354	37,449,235,354
Guarantee for the performance of the contractors	10,920,222,126	26,379,852,645
Other payable	5,081,291,514	3,203,892,637
<b>Total</b>	<b>53,450,748,994</b>	<b>67,032,980,636</b>

Unpaid overdue debt: None

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

20. BORROWINGS

a) Short-term borrowings

	31.12.2022		Incurred in the year		As at 01.01.2022	
	VND	VND	Increase VND	Decrease VND	VND	VND
<b>Related parties</b>	<b>55,036,895,603</b>	<b>-</b>	<b>70,300,000,000</b>	<b>56,595,000,000</b>	<b>41,331,895,603</b>	<b>41,331,895,603</b>
Deo Ca Group JSC.	55,036,895,603	-	70,300,000,000	51,995,000,000	36,731,895,603	36,731,895,603
Hai Thach BOT Investment JSC.	-	-	-	2,000,000,000	2,000,000,000	2,000,000,000
Hung Phat BOT JSC.	-	-	-	2,600,000,000	2,600,000,000	2,600,000,000
<b>Third parties</b>	<b>817,566,809,219</b>	<b>644,409,000,000</b>	<b>380,895,858,795</b>	<b>402,265,813,291</b>	<b>194,527,763,715</b>	<b>194,527,763,715</b>
Vietinbank - Da Nang Branch	112,320,401,051	-	239,282,679,503	266,087,973,553	139,125,695,101	139,125,695,101
TP Bank - Thang Long Hanoi Branch	57,996,522,671	-	141,613,179,292	135,957,950,133	52,341,293,512	52,341,293,512
Vietinbank - Hanoi Branch	622,990,000,000	622,990,000,000	-	-	-	-
VietABank - Hanoi Branch	21,419,000,000	21,419,000,000	-	-	-	-
Officers and employees	2,840,885,497	-	-	219,889,605	3,060,775,102	3,060,775,102
<b>Total</b>	<b>872,603,704,822</b>	<b>644,409,000,000</b>	<b>451,195,858,795</b>	<b>458,860,813,291</b>	<b>235,859,659,318</b>	<b>235,859,659,318</b>

Unpaid overdue debt: None

(\*) Information on long-term borrowings due for payment:

Credit agreement	Loan balance	Due date	Lenders
No. 01/2015-HDTDDA/NHCT106-DEOCA	29,930,000,000	2023	Vietinbank - Hanoi Branch
No. 01/2016-HDTDDA/NHCT106-DEOCA	52,380,000,000	2023	Vietinbank - Hanoi Branch
No. 02-2013-HDTDDA/NHCT106-DEOCA	445,710,000,000	2023	Vietinbank - Hanoi Branch
No. 02/2015-HDTDDA/NHCT106-DEOCA	14,970,000,000	2023	Vietinbank - Hanoi Branch
No. 01/2017-HDTDDA/NHCT106-BOT BGLS	80,000,000,000,000	2023	Vietinbank - Hanoi Branch
No. 23072014/HDDH; Appendix 1-9. Notice of debt structure No. 23072014/HDDH/SDBS-06	21,419,000,000	2023	Viet A Commercial Joint Stock Bank - Hanoi Branch

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## b) Long-term borrowings

	As at 31.12.2022		Incurred in the year		As at 01.01.2022	
	VND	VND	Increase	Decrease	Long-term borrowing due	VND
<b>Over 1 year to 5 years</b>	<b>127,320,118,994</b>	<b>26,730,660,276</b>	<b>117,719,491,282</b>	-	-	<b>218,308,950,000</b>
<b>Related parties</b>	<b>58,111,400,000</b>	-	<b>67,288,600,000</b>	-	-	<b>125,400,000,000</b>
Hai Thach BOT Investment JSC.	58,111,400,000	-	67,288,600,000	-	-	125,400,000,000
<b>Third parties</b>	<b>69,208,718,994</b>	<b>26,730,660,276</b>	<b>50,430,891,282</b>	-	-	<b>92,908,950,000</b>
Northern Infrastructure Investment JSC.	44,000,000,000	-	48,000,000,000	-	-	92,000,000,000
TP Bank	25,208,718,994	26,730,660,276	2,430,891,282	-	-	908,950,000
<b>Over 5 years</b>	<b>19,652,778,955,110</b>	<b>21,314,561,976</b>	<b>377,620,000,000</b>	<b>644,409,000,000</b>	<b>644,409,000,000</b>	<b>20,653,493,393,134</b>
<b>Third parties</b>	<b>19,652,778,955,110</b>	<b>21,314,561,976</b>	<b>377,620,000,000</b>	<b>644,409,000,000</b>	<b>644,409,000,000</b>	<b>20,653,493,393,134</b>
Vietinbank - Hanoi Branch	18,712,602,822,777	-	357,460,000,000	622,990,000,000	19,693,052,822,777	
VietABank - Hanoi Branch	940,176,132,333	21,314,561,976	20,160,000,000	21,419,000,000	960,440,570,357	
<b>Total</b>	<b>19,780,099,074,104</b>	<b>48,045,222,252</b>	<b>495,339,491,282</b>	<b>644,409,000,000</b>	<b>20,871,802,343,134</b>	

Unpaid overdue debt: None

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## Additional presentation of short-term loan contracts:

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
1	Vietinbank - Da Nang Branch	Credit contract No. 01/2022-HDCVHM/NHCT480-DII dated 04/01/2022	100,000,000,000	According to each debt receipt but not more than 9 months	Stated on each debt receipt	Business and operation	Car registration, house ID certificate at Plaza apartment
		Credit Contract No. 02/2022-HDCVHM/NHCT480-DII dated 04/01/2022	100,000,000,000	According to each debt receipt but not more than 6 months	Stated on each debt receipt	Business and operation	Unsecured
2	TP Bank - Thang Long Hanoi Branch	Credit contract No. 301/2022/HDTD/TLG dated 08/07/2022	450,000,000,000	According to each debt receipt but not more than 12 months	Stated on each debt receipt	Business and operation	Unsecured
3	Hung Phat BOT JSC.	TD No. 2609/2019/HP-DCIC dated 26/12/2019 and Appendix	2,600,000,000	12 months	4%/years	Business and operation	Unsecured
4	Deo Ca Group JSC.	Loan contract No. 0201 dated 02/01/2020, PL. Loan contract No. 2907/2022/HDHM/DCG-HHV dated 29/12/2022 and appendix	400,000,000,000	12 months	8%/years	Production, business and investment	Unsecured
5	Hai Thach Investment BOT JSC.	Loan Contract No. 2002/2020/HTBOT-DII dated 18/03/2020 and Appendix	2,000,000,000	12 months	8%/years	Production, business and investment	Unsecured

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## Additional presentation of short-term loan contracts: (continued)

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
6	Officers and employees	Contract and attached appendices signed with each individual lender	Unlimited	From the date of signing the contract to the end of the contract	The interest rate is equal to the interest rate on the 3-month term deposit at the bank the Company is dealing with	Business and operation	Unsecured

## Additional presentation of long-term loan contracts:

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
1	Northern Infrastructure Investment JSC.	One-time loan contract, PL	92,000,000,000	24 months	8%/years	Production, business and investment	Unsecured
2	Hai Thach Investment BOT JSC.	Loan Contract No. 15062021/HTBOT-DII dated June 15, 2021; PLHD No. 01-15062021/HTBOT-DII dated 17/06/2022	125,400,000,000	24 months	8%/years	Production, business and investment	Unsecured
3	TPBank	Contract No. 19/2021/HDTD/TLG/01 dated January 27, 2021	1,113,000,000	60 months	8%/year until 27/01/2022, then adjusted periodically	Business and operation	Car registration

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## Additional presentation of long-term loan contracts: (continued)

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
4	Vietinbank - Hanoi Branch	Contract No. 01/2015 - HDTDDA/NHCT106-DEOCA dated 28/07/2015 and contract appendices.	2,500,000,000,000	The loan term is 204 months from the first disbursement date, the disbursement time is 48 months from the first disbursement date	Stated on each debt receipt	Implement the investment item of road tunnel through Cu Mong tunnel, National Highway 1, Phu Yen and Binh Dinh province under the investment project to build road tunnel through Deo Ca - National Highway 1, Phu Yen province and Khanh Hoa province in the form of BT and BOT	BOT project's right to collect toll
		Contract No. 01/2016 - HDTDDA/NHCT106-DEOCA dated 02/02/2016	4,182,000,000,000	The loan term is 20 years from the first disbursement date, the disbursement period is 4 years from the first disbursement date.	Stated on each debt receipt	Implement Phase 2 - Expanding Hai Van Tunnel under the investment category in Hai Van Road Tunnel, National Highway 1, Thua Thien Hue Province and Da Nang City	BOT project's right to collect toll

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## Additional presentation of long-term loan contracts: (continued)

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
		Loan Contract No. 02/2013/NHCT106-DEOCA dated 22/10/2013 and its appendices.	4,800,000,000,000	180 months	Stated on each debt receipt	Payment for expenses of BOT works under the Road Tunnel Construction Project through Deo Ca - National Highway 1, Phu Yen, Khanh Hoa province	BOT project's right to collect toll
5	Vietinbank - Hanoi Branch	Contract No. 02/2015 - HDTDDA/NHCT106-DEOCA dated 11/12/2015	1,190,000,000,000	The loan term is 192 months from the first disbursement date, the disbursement time is 24 months from the first disbursement date.	Stated on each debt receipt	To upgrade, repair and renovate Hai Van Tunnel 1 and National Highway 1 section through Hai Van Pass (Phase 1) of Investment Item to expand Road Tunnel through Hai Van Pass, National Highway 1, Thua Thien Hue Province and Da Nang City) was added to build a road tunnel through Deo Ca - National Highway 1 in the form of BT and BOT.	BOT project's right to collect toll

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

## 20. BORROWINGS (continued)

## Additional presentation of long-term loan contracts: (continued)

No.	Lenders	Contract	Limit/Borrowing amount (VND)	Tenor	Interest rate	Loan purpose	Form of guarantee
6	Vietinbank - Hanoi Branch	Contract No. 01/2017 - HDTDDA/NHCT106-BOT BGLS	10,169,000,000,000	The loan term is 26 years from the first disbursement date to 2043, the disbursement period is 24 months from the first disbursement date	Stated on each debt receipt	Implementation of Bac Giang - Lang Son expressway project.	BOT project's right to collect toll
7	VietABank - Hanoi Branch	No. 23072014/HDDH; Amendments 1-9. Notice of debt structure Contract No. 23072014/HDDH/SDBS-06	1,148,942,000,000	233 months	Stated on each debt receipt	The construction project of Phuoc Tuong-Phu Gia road tunnel, National Highway 1A, Thua Thien Hue province, in the form of BOT contract.	Right to collect toll of BOT projects; The capital contribution of Deo Ca Transport Infrastructure Investment JSC. and Ha Thanh Environmental Investment JSC. in Phuoc Tuong Phu Gia BOT JSC.
8	TPBank	Loan contract No. 273/2022/HDTD/TLG dated 10/06/2022	40,691,000,000	72 months	Stated on each debt receipt	Business and operation.	Car registration

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

21. DEFERRED TAX

a) Deferred tax assets

	31.12.2022 VND	01.01.2022 VND
CIT rate used to determine the value of deferred tax assets	20%	20%
A deferred tax asset relating to a deductible temporary difference	4,196,320,355	4,153,710,142
<b>Deferred tax assets</b>	<b>4,196,320,355</b>	<b>4,153,710,142</b>

b) Deferred tax liabilities

	31.12.2022 VND	01.01.2022 VND
CIT rate used to determine the amount of deferred tax payable	20%	20%
Deferred income tax payable on a deductible temporary difference	155,134,453,811	157,342,717,382
<b>Deferred income tax payable</b>	<b>155,134,453,811</b>	<b>157,342,717,382</b>

V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

22. OWNER'S EQUITY

Owner's equity changes in the year

	Owner's equity VND	Equity premium VND	Development Fund VND	Undistributed earnings VND	Non-controlling interests VND	Other funds (*) VND	Total VND
<b>As at 01/01/2021</b>	<b>2,673,840,900,000</b>	<b>(208,000,000)</b>	<b>4,851,321,687</b>	<b>287,678,877,300</b>	<b>1,146,518,693,388</b>	<b>3,271,772,312,802</b>	<b>7,384,454,105,177</b>
Profit of the year	-	-	-	268,873,236,620	21,773,948,707	-	290,647,185,327
Other increase	-	-	-	-	-	1,036,000,000	1,036,000,000
<b>As at 31/12/2022</b>	<b>2,673,840,900,000</b>	<b>(208,000,000)</b>	<b>4,851,321,687</b>	<b>556,552,113,920</b>	<b>1,168,292,642,095</b>	<b>3,272,808,312,802</b>	<b>7,676,137,290,504</b>
Capital increase in year (1)	404,203,600,000	(329,900,000)	-	-	-	-	403,873,700,000
Profit for the year	-	-	-	264,050,336,161	33,358,952,709	-	297,409,288,870
Remuneration for the BoD & BoS (2)	-	-	-	(1,907,000,000)	-	-	(1,907,000,000)
Deduction from development investment fund (3)	-	-	2,297,161,693	(2,297,161,693)	-	-	-
Change in shareholder interest	-	-	-	4,122,978,771	(4,122,978,771)	-	-
<b>As at 31.12.2022</b>	<b>3,078,044,500,000</b>	<b>(537,900,000)</b>	<b>7,148,483,380</b>	<b>820,521,267,159</b>	<b>1,197,528,616,033</b>	<b>3,272,808,312,802</b>	<b>8,375,513,279,374</b>

This is the State budget capital allocated under the Project Contract No. 26/HDXD-DEOCA dated November 8, 2012 and the attached contract appendices, updated to the total investment of the Project. 400/QD-BGTVT dated March 4, 2019 on approving the adjustment of the financial plan of the road tunnel project through Deo Ca (including Deo Ca, Co Ma, Cu Mong and Hai Van tunnel). Accordingly, this capital is assigned to the project enterprise to implement the BOT project to ensure the financial plan signed with the authorized state agency.

(1) As at December 10, 2022, according to Resolution No. 56/2022/NQ-HDQT, the Company has successfully issued 40,420,360 shares to existing shareholders with par value of 10,000 VND/share with a total value is 404,203,600,000 VND

(2) According to Resolution No. 01/2022/NQ-DHDCD, the AGM approved the payment of remuneration to the BoD.

(3) According to Resolution No. 01/2022/NQ-DHDCD, the AGM approved the setting up of the Development Investment Fund with the amount of 2,297,161,693 VND.

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

### 22. OWNER'S EQUITY (continued)

#### Details of owner's equity

	31.12.2022 VND	%	01.01.2022 VND	%
Deo Ca Group JSC. (*)	37,892,550,000	1.23%	37,892,550,000	1.42%
Ho Minh Hoang	18,000,000,000	0.58%	18,000,000,000	0.67%
Hai Thach Investment BOT JSC.	1,036,662,500,000	33.68%	677,831,250,000	25.35%
Other parties	1,985,489,450,000	64.51%	1,940,117,100,000	72.56%
<b>Total</b>	<b>3,078,044,500,000</b>	<b>100.00%</b>	<b>2,673,840,900,000</b>	<b>100.00%</b>

(\*) Deo Ca Group JSC. became the parent company of the Company through direct and indirect ownership and voting rights in subsidiaries investing in Deo Ca Traffic Infrastructure Investment JSC. with the following ownership and voting rights:

	Benefit rate	Voting right
Direct Ownership	1.23%	1.23%
Indirect ownership and voting	33.59%	33.68%
- Hai Thach BOT Investment JSC.	33.59%	33.68%
<b>Total</b>	<b>34.82%</b>	<b>34.91%</b>

Currently, Deo Ca Group JSC. (DCG) holds a voting right of 34.91%, however, DCG is still the parent company because it is controlling the financial and operating policies of the company. to obtain economic benefits from the Company's activities through holding the majority of members in the BoD.

#### Transactions with owners and distribution of dividends and profits

	Fiscal year ended December 31	
	2022 VND	2021 VND
Owner's equity:		
- Beginning of the year	2,673,840,900,000	2,673,840,900,000
- Increase during the year	404,203,600,000	-
- Decrease during the year	-	-
- End of the year	3,078,044,500,000	2,673,840,900,000
Distributed profits, dividends	-	-

## V. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED ON THE CONSOLIDATED BALANCE SHEET (continued)

### 22. OWNER'S EQUITY (continued)

#### Share

	31.12.2022 Share	01.01.2022 Share
Number of shares registered for issuance	307,804,450	267,384,090
Number of shares issued to the public	307,804,450	267,384,090
+ Common shares	307,804,450	267,384,090
Number of shares buyback (treasury shares)	-	-
+ Common shares	-	-
Number of shares outstanding	307,804,450	267,384,090
+ Common shares	307,804,450	267,384,090
Par value: 10,000 VND/share		

## VI. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED INCOME STATEMENT

### 1. NET REVENUE

	Fiscal year ended December 31,	
	2022 VND	2021 VND
<b>Revenue from goods sold and services rendered</b>	<b>2,094,582,751,424</b>	<b>1,861,340,178,631</b>
Revenue from BOT toll stations	1,484,106,158,515	1,264,579,806,368
Revenue from construction	530,288,093,030	552,023,885,005
Revenue from tunnel and road maintenance	41,129,862,721	2,512,359,092
Revenue from providing transit services	17,921,779,967	8,702,772,273
Other revenue	21,136,857,191	33,521,400,893
<b>Revenue deduction</b>		
<b>Net Revenue</b>	<b>2,094,582,751,424</b>	<b>1,861,340,178,631</b>
<b>In which revenue with related parties</b>	<b>224,506,208,652</b>	<b>356,945,581,481</b>
Revenue from construction activities	179,609,025,970	315,545,288,050
Revenue from tunnel and road maintenance	29,755,784,943	2,512,359,092
Other revenue	15,141,397,739	38,887,934,339

**VI. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED INCOME STATEMENT (continued)**
**2. COST OF GOODS SOLD AND SERVICE PROVIDED**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Cost of BOT toll stations	548,074,846,410	459,185,531,253
Cost of construction	482,152,924,310	447,514,092,688
Cost of providing transit service	14,846,699,243	8,583,292,401
Cost of tunnel and road maintenance	17,947,348,272	1,794,379,900
Other cost	15,006,780,880	19,255,105,743
<b>Total</b>	<b>1,078,028,599,115</b>	<b>936,332,401,985</b>

**3. FINANCIAL INCOME**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Interest on deposits and loans	5,444,505,906	6,826,327,951
Dividends and earnings distributed	-	15,000,000,000
<b>Total</b>	<b>5,444,505,906</b>	<b>21,826,327,951</b>

**4. FINANCIAL EXPENSES**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Interest expenses	647,600,236,079	550,795,413,210
<b>Total</b>	<b>647,600,236,079</b>	<b>550,795,413,210</b>

**VI. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED INCOME STATEMENT (continued)**
**5. GENERAL AND ADMIN EXPENSES**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Labour cost	29,933,411,408	29,774,684,049
Outsourcing	22,253,982,069	38,953,625,829
Allocation of goodwill	2,455,031,264	2,455,031,264
Depreciation	1,271,480,239	6,858,547,801
Tools and equipment cost	276,995,651	389,098,578
Taxation	112,039,574	225,078,113
Provision for bad debts	-	(161,854,500)
Other costs	16,571,534,948	16,441,954,652
<b>Total</b>	<b>72,874,475,153</b>	<b>94,936,165,786</b>

**6. OTHER INCOME**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Income from liquidation of fixed assets	-	21,168,853,109
Other income	12,438,456	1,781,746
<b>Total</b>	<b>12,438,456</b>	<b>21,170,634,855</b>

**7. OTHER EXPENSES**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Fines for administrative violations	4,162,593	53,192,182
Other expenses	323,707,111	418,472,304
<b>Total</b>	<b>327,869,704</b>	<b>471,664,486</b>

**VI. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED INCOME STATEMENT (continued)**
**8. COST OF OPERATION BY FACTORS**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Raw materials	431,205,077,480	314,619,680,605
Labour costs	290,434,361,409	277,779,506,966
Depreciation expense	283,718,402,007	262,004,301,965
Outsourcing	157,541,546,456	58,989,388,037
Other cash expenses	104,302,618,164	80,981,204,270
<b>Total</b>	<b>1,267,202,005,516</b>	<b>994,374,081,843</b>

**9. CIT**

	Fiscal year ended December 31	
	2022 VND	2021 VND
CIT expense calculated on taxable income of the current year	58,732,174,175	48,063,318,649
Adjustment of the previous CIT expense to the current income tax expense	40,370,960	2,115,488,050
<b>Current CIT expenses</b>	<b>58,772,545,135</b>	<b>50,178,806,699</b>

**VI. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED INCOME STATEMENT (continued)**
**10. EARNINGS PER SHARE**

	Fiscal year ended December 31	
	2022 VND	2021 VND
Profit after tax	264,050,336,161	268,873,236,620
Bonus and welfare fund deduction	-	-
<b>Earnings distributed to shareholders</b>	<b>264,050,336,161</b>	<b>268,873,236,620</b>
Weighted average number of outstanding shares	268,823,719	267,384,090
<b>Basic earnings per share</b>	<b>982</b>	<b>1,006</b>

**11. DILUTED EARNINGS PER SHARE**

As at 31 December 2022, the Company did not have shares with dilutive potential for earnings per share.

The 2022 Annual General Meeting of Shareholders approved the resolution 01/2022/NQ-DHDCD dated April 24, 2022 on the distribution of stock dividends to shareholders with the exercise rate of 5% of outstanding shares, the expected number of shares offering is 15,390,223 shares.

	Fiscal year ended December 31	
	2022 VND	2021 VND
Profit after tax	264,050,336,161	268,873,236,620
Bonus and welfare fund deduction	-	-
<b>Earnings distributed to shareholders</b>	<b>264,050,336,161</b>	<b>268,873,236,620</b>
Average number of common shares in circulation	268,823,719	267,384,090
Number of shares to be issued	15,390,223	267,384,090
<b>Diluted earnings per share</b>	<b>929</b>	<b>503</b>

## VII. SUPPLEMENTARY INFORMATION TO THE SECTIONS PRESENTED IN THE CONSOLIDATED CASH FLOWS

1. Non-cash transactions that affect the future consolidated statement of cash flows: None

2. Unused fund held by the business: None

3. Actual borrowing collected during the year

	Fiscal year ended December 31	
	2022	2021
	VND	VND
Proceeds from borrowings	499,241,081,047	799,719,015,674

4. Actual principal repayment during the year

	Fiscal year ended December 31	
	2022	2021
	VND	VND
Principal repayment	954,200,304,573	777,669,815,754

## VIII. OTHER INFORMATION

1. Contingent liabilities, commitments and other financial information: None

2. Events occurring after 31.12.2022

The Board of Management confirms that there have been no material events occurring after 31.12.2022 up to the date of these consolidated financial statements that have not been reviewed for adjustment of figures or published in the consolidated financial statements.

3. Information about related parties: See Appendix 1

4. Segment information

a) Key reports by business segment

In order to serve the management of the Company, the Company is organized, managed and accounted for by product units and business areas, therefore, it reports divisions according to products produced and services provided as follows:

## VIII. OTHER INFORMATION (continued)

## 4. Segment information (continued)

## a) Key reports by business segment (continued)

	Fiscal year ended December 31, 2021					Total VND
	BOT toll collection VND	Construction VND	Transfer service VND	Roads and bridges maintenance VND	Other activities VND	
Net revenue from outbound sales and service provision	1,264,579,806,368	552,023,885,005	8,702,727,273	2,512,359,092	33,521,400,893	1,861,340,178,631
<b>Total net revenue from goods sold and service provided</b>	<b>1,264,579,806,368</b>	<b>552,023,885,005</b>	<b>8,702,727,273</b>	<b>2,512,359,092</b>	<b>33,521,400,893</b>	<b>1,861,340,178,631</b>
Business results by segment	805,394,275,115	104,509,792,317	119,434,872	717,979,192	14,266,295,150	925,007,776,646
Expenses not allocated by department					(94,936,165,786)	
<b>Profits from business activities</b>						<b>830,071,610,860</b>
Financial income					21,826,327,951	
Financial expenses					(550,795,413,210)	
Profit or loss from joint venture, affiliates					11,386,457,188	
Other income					21,170,634,855	
Other costs					(471,664,486)	
Current CIT expenses					(50,178,806,699)	
Deferred CIT expense					7,638,038,868	
<b>Profit after CIT</b>						<b>290,647,185,327</b>
Total costs incurred to purchase fixed assets and other long-term assets						(238,841,815,462)
Total depreciation expense and long-term prepaid expense allocation						(262,008,692,262)

## VIII. OTHER INFORMATION (continued)

## 4. Segment information(continued)

## a) Key reports by business segment (continued)

	Fiscal year endde 31.12.2022					Total VND
	BOT station toll receivables VND	Construction activities VND	Transfer service VND	Roads and bridges maintenance VND	Other activities VND	
Net revenue from outbound sales and service provision	1,484,106,158,515	530,288,093,030	17,921,779,967	41,129,862,721	21,136,857,191	2,094,582,751,424
<b>Total net revenue from sales of goods and provision of services</b>	<b>1,484,106,158,515</b>	<b>530,288,093,030</b>	<b>17,921,779,967</b>	<b>41,129,862,721</b>	<b>21,136,857,191</b>	<b>2,094,582,751,424</b>
Business results by segment	936,031,312,105	48,135,168,720	3,075,080,724	23,182,514,449	6,130,076,311	1,016,554,152,309
Expenses not allocated by department						(72,874,475,153)
<b>Profits from business activities</b>						<b>943,679,677,156</b>
Financial income						5,444,505,906
Financial expenses						(647,600,236,079)
Profit or loss in an associate or joint venture						52,722,444,486
Other income						12,438,456
Other costs						(327,869,704)
Current CIT expenses						(58,772,545,135)
Deferred CIT expense						2,250,873,784
<b>Profit after CIT</b>						<b>297,409,288,870</b>
Total costs incurred to purchase fixed assets and other long-term assets						(196,901,788,609)
Total depreciation expense and long-term prepaid expense allocation						(283,718,402,007)

## VIII. OTHER INFORMATION (continued)

## 4. Segment information(continued)

## a) Key reports by business segment (continued)

## - Assets and liabilities by business line

01.01.2022	BOT project		Roads and bridges maintenance		Transfer service		Other activities		Total VND
	VND	Construction VND	VND	VND	VND	VND	VND	VND	
Segment property	32,355,512,700,711	386,534,208,363	32,340,788,493	13,111,179,415	34,415,559,262	32,821,914,436,244			
Unallocated assets									1,141,574,807,146
<b>Total assets</b>	<b>32,355,512,700,711</b>	<b>386,534,208,363</b>	<b>32,340,788,493</b>	<b>13,111,179,415</b>	<b>34,415,559,262</b>	<b>33,963,489,243,390</b>			
Segment liabilities	25,710,157,497,099	219,428,097,295	62,216,045,126		4,464,620,734	25,996,266,260,254			
Unallocated liabilities									291,085,692,632
<b>Total liabilities</b>	<b>25,710,157,497,099</b>	<b>219,428,097,295</b>	<b>62,216,045,126</b>		<b>4,464,620,734</b>	<b>26,287,351,952,886</b>			

## VIII. OTHER INFORMATION (continued)

## 4. Segment information(continued)

## a) Key reports by business segment (continued)

## - Assets and liabilities by business line (continued)

31.12.2022	BOT project VND	Construction VND	Roads and bridges maintenance VND	Transfer service VND	Other activities VND	Total VND
Segment property	33,657,835,517,377	349,768,004,297	333,005,847,353	12,885,790,212	399,279,658,288	34,752,774,817,527
Unallocated assets					900,457,666,980	
<b>Total assets</b>	<b>33,657,835,517,377</b>	<b>349,768,004,297</b>	<b>333,005,847,353</b>	<b>12,885,790,212</b>	<b>399,279,658,288</b>	<b>35,653,232,484,507</b>
Segment liabilities	26,299,773,240,658	290,331,367,197	37,041,810,480	-	12,609,096,832	26,639,755,515,167
Unallocated liabilities					637,963,689,966	
<b>Total liabilities</b>	<b>26,299,773,240,658</b>	<b>290,331,367,197</b>	<b>37,041,810,480</b>		<b>12,609,096,832</b>	<b>27,277,719,205,133</b>

## VIII. OTHER INFORMATION (continued)

## 4. Segment information(continued)

## b) Secondary report by Region

2021	Bac Giang, Lang Son VND	Hue VND	Da Nang VND	Phu Yen, Khanh Hoa VND	Tien Giang VND	Total VND
Net revenue from outbound sales and service provision	309,685,779,091	194,786,485,008	337,398,799,687	548,187,918,179	471,281,196,666	1,861,340,178,631
Part property	12,132,033,222,583	1,556,968,566,280	6,870,955,830,531	13,391,539,385,579	11,992,238,417	33,963,489,243,390
Total costs incurred to purchase fixed assets and other long-term assets						(238,841,815,462)
<b>2022</b>	<b>Bac Giang, Lang Son VND</b>	<b>Hue VND</b>	<b>Da Nang VND</b>	<b>Phu Yen, Khanh Hoa VND</b>	<b>Tien Giang VND</b>	<b>Total VND</b>
Net revenue from outbound sales and service provision	286,349,845,288	213,878,178,970	354,888,957,777	1,132,256,189,732	107,209,579,657	2,094,582,751,424
Part property	12,763,032,800,755	1,412,542,097,878	7,448,716,812,690	14,028,940,773,184	35,653,232,484,507	
Total costs incurred to purchase fixed assets and other long-term assets						(196,901,788,609)

## VIII. OTHER INFORMATION (continued)

## 5. Fair value of financial assets and liabilities

## a) Financial assets

	31.12.2022		Book value		Fair value	
	Value VND	Provision VND	01.01.2022 Value VND	Provision VND	31.12.2022 Value VND	01.01.2022 Value VND
Cash and cash equivalents	382,261,109,037	-	262,383,481,328	-	382,261,109,037	262,383,481,328
Accounts receivable from customers	204,928,657,469	(11,035,892,482)	404,339,772,954	(11,035,892,482)	193,892,764,987	393,303,880,472
Prepayment to supplier	260,602,778,486	(1,301,620,413)	270,344,864,920	(1,301,620,413)	259,301,158,073	269,043,244,507
Loan receivables	1,000,000,000	-	1,000,000,000	-	1,000,000,000	1,000,000,000
Other Receivables	561,653,131,117	(873,033,836)	341,992,963,056	(873,033,836)	560,780,097,281	341,119,929,220
Short-term financial assets	72,830,731,676	-	70,208,972,303	-	72,830,731,676	70,208,972,303
Long-term financial investment	531,096,348,432	-	478,373,903,946	-	531,096,348,432	478,373,903,946
<b>Total</b>	<b>2,014,372,756,217</b>	<b>(13,210,546,731)</b>	<b>1,828,643,958,507</b>	<b>(13,210,546,731)</b>	<b>2,001,162,209,486</b>	<b>1,815,433,411,776</b>

## VIII. OTHER INFORMATION (continued)

## 5. Fair value of financial assets and liabilities (continued)

## b) Financial liabilities

	31.12.2022		Book value		Fair value	
	Value VND	Provision VND	01.01.2022 Value VND	Provision VND	31.12.2022 Value VND	01.01.2022 Value VND
Trade payable	1,517,181,422,897	-	1,580,798,650,818	-	1,517,181,422,897	1,580,798,650,818
Customers advance	111,933,245,928	-	7,648,775,163	-	111,933,245,928	7,648,775,163
Borrowings	20,652,702,778,926	-	21,107,662,002,452	-	20,652,702,778,926	21,107,662,002,452
Employees payable	13,722,454,189	-	11,610,951,228	-	13,722,454,189	11,610,951,228
Other payables	637,279,516,640	-	652,449,941,249	-	637,279,516,640	652,449,941,249
<b>Total</b>	<b>22,932,819,418,580</b>	<b>-</b>	<b>23,360,170,320,910</b>	<b>-</b>	<b>22,932,819,418,580</b>	<b>23,360,170,320,910</b>

The fair value of financial assets and financial liabilities is stated at the amount at which the financial instrument could be converted in a present transaction between knowledgeable and willing parties.

**VIII. OTHER INFORMATION (continued)****5. Fair value of financial assets and liabilities (continued)****b) Financial liabilities (continued)**

The Company uses the following methods and assumptions to estimate fair value:

- Fair value of cash and cash equivalents, trade receivables, loans, other receivables, borrowings, trade payables, employees, convertible shares and short-term payables other equivalent to the book value (deducting allowance for the probable uncollectible portion) of these items due to their short maturities.
- The fair value of available-for-sale financial assets listed on the stock market is the announced transaction price at the balance sheet date. The Company has not performed a formal assessment of unlisted available-for-sale financial assets. However, the Board of Management believes that the fair value of these financial assets is not significantly different from the carrying amount.

**6. Purpose and risk management policy of the Company****a) Credit risk**

Credit risk is the risk that a party to a financial instrument or transaction contract will fail to fulfill its obligations, resulting in financial loss for the Company.

The Company is exposed to credit risks from its business activities (mainly receivables from customers) and financial activities (deposits with banks and other financial instruments).

- *Accounts receivable from customers*

The company minimizes credit risk by only dealing with units with good financial ability and the debt accountant regularly monitors receivables to urge recovery. Based on this and the Company's receivables related to many different customers, the concentration of credit risk on account receivables is low.

- *Bank deposits*

Most of the Company's bank deposits are deposited at large, reputable banks in Vietnam. The Company perceives a low concentration of credit risk on bank deposits

**b) Liquidity risk**

Liquidity risk is the risk that the Company will have difficulty in meeting its financial obligations due to lack of capital.

The BoM has the highest responsibility for liquidity risk management. The Company's liquidity risk arises mainly from the fact that its financial assets and financial liabilities have different maturities.

**VIII. OTHER INFORMATION (continued)****6. Fair value of financial assets and liabilities (continued)****b) Liquidity risk (continued)**

The Company manages liquidity risk by maintaining an appropriate amount of cash and cash equivalents and borrowings at a level that the Board of Management considers sufficient to meet the Company's operational needs. company in order to minimize the impact of fluctuations in cash flows.

The following table summarizes the payment terms of the Company's financial liabilities based on the expected contractual payments on an undiscounted basis:

	Less than 01 year		01-05 years		More than 05 years		Total	
	VND	VND	VND	VND	VND	VND	VND	VND
<b>As at 31.12.2022</b>								
Trade payable	1,094,900,651,814	422,280,771,083	-	-	-	-	1,517,181,422,897	
Customer advance	111,933,245,928	-	-	-	-	-	111,933,245,928	
Borrowings	872,603,704,822	10,794,289,911,653	10,794,289,911,653	8,985,809,162,451	20,652,702,778,926	4,112,336,569,154	726,816,437,698	
Expenses payable	1,111,635,262,121	3,000,701,307,033	-	-	-	-	-	
Other payables	664,565,688,704	56,750,748,994	5,500,000,000 VND	-	-	-	-	
<b>Total</b>	<b>3,855,638,553,389</b>	<b>14,274,022,738,763</b>	<b>8,991,309,162,451</b>	<b>27,120,970,454,603</b>				

The company considers that the risk concentration for debt repayment is low. The company has sufficient access to funds and loans due within 12 months can be renewed with existing lenders.

**VIII. OTHER INFORMATION (continued)****6. Purpose and risk management policy of the Company (continued)****c) Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market prices. Market risk includes 3 types: foreign currency risk, interest rate risk and price risk. Financial instruments that are exposed to market risk include loans and debt, corporate bonds, deposits and financial investments.

The sensitivity analyzes presented below are based on net debt, the ratio of fixed-rate debt to floating-rate debt is unchanged.

*- Foreign currency risk*

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates.

Since the Company was established and operated in Vietnam with the reporting currency of Vietnam Dong, the Company's main transaction currency is also VND. Therefore, the Company's foreign currency risk is not material. At the end of the period, the Company had a negligible principal balance in foreign currencies, so the Company did not perform a sensitivity analysis for foreign currencies.

*- Interest rate risk*

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates.

The Company's interest rate risk is mainly related to cash, short-term deposits and loans.

The Company manages interest rate risk by analyzing market conditions to obtain the most profitable interest rates while remaining within its risk management limits.

The Company has not performed a sensitivity analysis for interest rates because the exposure to interest rate changes at the reporting date is negligible.

*- Price risk**+ Risk on stock price*

Listed and unlisted shares held by the Company are affected by market risks arising from uncertainty about the future value of the investment shares, leading to the value of the provision for diminution in value. Investment can increase/decrease. The company manages stock price risk by setting investment limits. The BoD also reviews and approves investment decisions in shares.

The Company will conduct the analysis and present the sensitivity due to the impact of stock price fluctuations on the business results when detailed instructions are provided by the regulatory authorities.

**VIII. OTHER INFORMATION (continued)****6. Purpose and risk management policy of the Company (continued)****c) Market risk (continued)***- Price risk (continued)**+ Risk of real estate prices*

The Company has identified the following risks associated with its real estate portfolio:

The cost of development projects can increase if there are delays in the planning process. To limit this risk, the Company hires consultants who specialize in specific planning requirements within the project scope in order to reduce risks that may arise during the planning process.

The fair value of the real estate portfolio is exposed to market and buyer fundamentals.

**7. Information on Continuity**

During the accounting period, there were no activities or events that had a material effect on the Company's ability to continue as a going concern. Therefore, the consolidated financial statements of the Company are prepared on the assumption that the Company will continue in business.

**8. Comparative figures**

The comparative figures are the figures in the Consolidated Financial Statements for the fiscal year ended 31.12.2021, which have been audited by Southern Auditing and Financial Consulting Services Company Limited (AASCs).

**Preparer**

**DANG THI HUYEN****Chief accountant**

**NGUYEN VAN AN**

Da Nang, March 20, 2023

**On behalf of the BoM  
General Director****NGUYEN QUANG HUY**

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES****1. Transactions with key management members and related individuals:**

Key management members and related individuals include: members of the BoD, BoM and close members of the family of these individuals.

- Transactions with key management members and related individuals: None
- Debts with key management members and related individuals: None.
- Income of key management members

		Fiscal year ends December 31, 2022	
		2022	2021
		VND	VND
<b>Remuneration for the BoD and BoS</b>		<b>2,087,000,000</b>	<b>777,835,000</b>
Ho Minh Hoang	Chairman of the Board	360,000,000	120,000,000
Nguyen Tan Dong	Vice Chairman of the Board	240,000,000	96,000,000
Tran Van The	Vice Chairman of the Board	76,000,000	96,000,000
Nguyen Huu Hung	Vice Chairman of the Board	163,000,000	
Vo Thuy Linh	Member of the BoD	180,000,000	60,000,000
Tran Chung	Member of the BoD	180,000,000	60,000,000
Nguyen Quang Huy	Member of the BoD	180,000,000	10,000,000
Nguyen Thanh Trang	Member of the BoD until November 1, 2021	-	50,000,000
Ha Huy Hung	Independent member of the BoD	57,000,000	10,000,000
Ho Quang Loi	Independent member of the BoD	123,000,000	
Hoang Van Hai	Independent member of the BoD	180,000,000	60,000,000
Nguyen Minh Giang	Head of BoS	180,000,000	96,000,000
Cam Thi Minh Hai	Member of the BoS	84,000,000	60,000,000
Do The Vinh	Member of the BoS until April 26, 2021	-	19,068,000
Phan Thi Mai	Member of the BoS	84,000,000	40,767,000

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****1. Transactions with key management members and related individuals: (continued)**

- Income of key management members (continued)

		Fiscal year ends December 31, 2022	
		2022	2021
		VND	VND
<b>Salary</b>		<b>3,891,286,232</b>	<b>1,385,807,453</b>
Nguyen Quang Huy	General Director	910,000,000	315,000,000
Tran Van Chi	Standing Deputy Director	636,286,232	-
Vo Ngoc Trung	Deputy Director	520,000,000	400,000,000
Le Chau Thang	Deputy Director	410,000,000	-
Tran Van Dung	Deputy Director	450,000,000	264,285,714
Nguyen Quynh Mai	Deputy Director	455,000,000	46,521,739
Nguyen Van An	Chief accountant	510,000,000	360,000,000

## APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)

## 2. Transactions with other related parties:

Related parties	Relationship
Deo Ca Group JSC.	Parent company
ICV Vietnam Construction and Investment JSC.	Affiliates
Khanh Hoa Deo Ca BOT Investment JSC	Affiliates
Bac Giang - Lang Son - Huu Nghi BOT JSC.	Affiliates
Hung Phat BOT JSC.	Subsidiaries of the Parent Company
Ho Minh Hoang	Chairman of the Board
Hai Thach Investment BOT JSC.	Major shareholder
Vinalog Investment JSC.	Related companies of the CEO, Member of the BoD Nguyen Quang Huy
AZZ Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022
Deo Ca Security JSC.	Related companies of Head of BoS Nguyen Minh Giang
Hoang Long Construction Consulting JSC.	Related companies of the General Director, Member of the BoD Nguyen Quang Huy until March 24, 2022
Trung Luong My Thuan BOT JSC.	Related companies of Chairman of the BoD Ho Minh Hoang, Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang
Deo Ca Capital Company Limited (*)	Related companies of Chairman Ho Minh Hoang
Deo Ca Expressway Management and Operation JSC.	Related companies of Deputy General Director Le Chau Thang; Member of the BoD Vo Thuy Linh; Member of the BoD and General Director Nguyen Quang Huy; Vice Chairman of the BoD Nguyen Huu Hung, Standing Deputy General Director Tran Van Chi; Vice CEO Nguyen Quynh Mai; Chief Accountant Nguyen Van An; Administrator Tran Tan Huy.
Saigon - Phu Yen Bridge Construction Investment Group JSC.	related companies of Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang.
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai

(\*) Deo Ca Capital Company Limited was renamed from Deo Ca Financial Investment and Infrastructure Development Company Limited according to the 4th Change of Business Registration Certificate issued by Ho Chi Minh City Department of Planning and Investment Ho Chi Minh City issued on June 14, 2022

## APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)

## 2. Transactions with other related parties (continued)

During the year, the Company had transactions with related parties. The main transactions were as follows:

## Subsidiaries

Company name	Benefit rate	Voting right rate	Profit after tax	Undistributed earnings
Bac Giang - Lang Son BOT JSC.	68.34%	68.34%	49,542,687,126	52,614,027,178
Deo Ca Investment JSC.	72.09%	72.09%	41,805,597,875	(341,143,438,990)
Phuoc Tuong Phu Gia BOT JSC.	99.47%	99.47%	27,873,878,633	38,226,466,256

## Joint ventures, affiliates

Company name	Benefit rate	Voting right rate	Profit after tax	Undistributed earnings
ICV Vietnam Construction and Investment JSC.	21.95%	21.95%	16,786,868	13,426,004,152
Khanh Hoa Deo Ca BOT Investment JSC	47.21%	50.00%	100,492,106,857	275,175,904,725
Bac Giang - Lang Son - Huu Nghi BOT JSC.	31.60%	31.60%	(1,479,897,068)	3,535,483,061

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****2. Transactions with other related parties (continued)**

During the year, the Company had transactions with related parties The main transactions were as follows (continued):

Related parties	Relationship	Transaction	Fiscal year ended December 31	
			2022 VND	2021 VND
		<b>Sale of goods and services</b>	-	<b>29,306,754</b>
		Bottled water revenue	-	1,196,364
		Steel revenue	-	28,110,390
ICV Vietnam Construction and Investment JSC.	Affiliates	<b>Goods and services purchase</b>	<b>22,067,076,702</b>	<b>522,727,274</b>
		Cost of purchasing materials	22,067,076,702	-
		Equipment and car rental costs	-	522,727,274
		<b>Sale of goods and services</b>	<b>20,276,043,989</b>	<b>38,954,372,035</b>
		Revenue from toll booths	7,251,628,470	8,575,953,635
		Average revenue	7,129,715,519	27,866,059,308
Khanh Hoa Deo Ca BOT Investment JSC	Affiliates	Revenue from tunnel and road maintenance	5,894,700,000	2,512,359,092
		<b>Other transactions</b>	-	<b>15,000,000,000</b>
		Dividend distribution	-	15,000,000,000

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****2. Transactions with other related parties (continued)**

During the year, the Company had transactions with related parties The main transactions were as follows (continued):

Related parties	Relationship	Transaction content	Fiscal year ended December 31	
			2022 VND	2021 VND
		<b>Sale of goods and services</b>	<b>83,256,826,074</b>	<b>289,766,875,103</b>
		Revenue from construction	82,539,187,184	287,679,228,742
		Bottled water revenue	-	2,900,908
		Other revenue	717,638,890	2,084,745,453
		<b>Goods and services purchase</b>	<b>157,895,098,662</b>	<b>96,982,364,377</b>
		Construction expenses	147,124,326,018	58,650,691,815
		Air ticket cost	2,315,541,846	5,800,372,661
		Equipment and vehicle rental	5,062,371,298	-
		Cost of providing information technology	1,066,590,000	-
		Cost of purchasing materials	2,278,903,500	30,352,498,005
		Cost of master's training	-	200,000,000
		Office rental costs	-	1,978,801,896
		Cost of uniforms and staff training	47,366,000	-
		<b>Financial expenses</b>	<b>4,195,368,235</b>	<b>6,996,173,417</b>
		Interest expenses	4,195,368,235	6,996,173,417
		<b>Other transactions</b>	<b>122,295,000,000</b>	<b>119,600,000,000</b>
		Proceeds from borrowings	70,300,000,000	119,600,000,000
		Repayment	51,995,000,000	-
		<b>Business Cooperation Contract</b>	<b>221,530,970,000</b>	-
		Business Cooperation Contract	221,530,970,000	-
Deo Ca Group JSC.	Parent company			

## 2. Transactions with other related parties (continued)

During the year, the Company had transactions with related parties The main transactions were as follows (continued):

Related parties	Relationship	Transaction content	Fiscal year ended December 31	
			2022 VND	2021 VND
Hai Thach Investment BOT JSC.	Major shareholder	<b>Financial expenses</b>	<b>10,125,677,282</b>	<b>5,540,931,508</b>
		Interest expense	10,125,677,282	5,540,931,508
		Other transactions	428,119,850,000	125,400,000,000
		Proceeds from borrowings		125,400,000,000
		Repayment	69,288,600,000	-
		Capital contribution	358,831,250,000	-
A2Z Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022	<b>Sale of goods and services</b>	<b>95,454,546</b>	<b>27,125,936,684</b>
		Car rental revenue	95,454,546	381,818,184
		Service Provider	-	26,744,118,500
		<b>Goods and services purchase</b>	<b>-</b>	<b>10,186,742,448</b>
		Car rental	-	-
		Office rental	-	10,186,742,448
		<b>Financial expenses</b>	<b>-</b>	<b>19,397,260</b>
		Interest expenses	-	19,397,260
		<b>Other transactions</b>	<b>-</b>	<b>2,160,027,397</b>
		Repayment	-	2,000,000,000
Payment of loan interest	-	160,027,397		
Deo Ca Security JSC.	Related companies of Head of BoS Nguyen Minh Giang	<b>Goods and services purchase</b>	<b>27,149,203,000</b>	<b>26,288,583,743</b>
		Security service fee	27,149,203,000	26,288,583,743

## APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)

### 2. Transactions with other related parties (continued)

During the year, the Company had transactions with related parties The main transactions were as follows (continued):

Related parties	Related parties	Transaction content	Fiscal year ended December 31	
			2022 VND	2021 VND
Hoang Long Construction Consulting JSC.	Related companies of the General Director, Member of the BoD Nguyen Quang Huy until March 24, 2022	<b>Sale of goods and services</b>	<b>106,363,638</b>	<b>430,909,086</b>
		Car rental revenue	106,363,638	430,909,086
		<b>Goods and services purchase</b>	<b>-</b>	<b>5,413,791,121</b>
		Cost of project testing, consulting	-	5,413,791,121
Trung Luong - My Thuan BOT JSC.	Related companies of Chairman of the BoD Ho Minh Hoang, Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang	<b>Sale of goods and services</b>	<b>30,196,388,355</b>	<b>327,272,728</b>
		Tunnel and road maintenance revenue	23,8611,084,943	-
		Car rental revenue	109,090,908	327,272,728
		Revenue from operating toll booths	6,226,2212,504	-
Deo Ca Expressway & Management and Operation JSC.	Related companies of Deputy General Director Le Chau Thang; Member of the BoD Vo Thuy Linh; Member of the BoD and CEO Nguyen Quang Huy; Vice Chairman of the BoD Nguyen Huu Hung, Standing Deputy General Director Tran Van Chi; Deputy General Director Nguyen Quynh Mai; chief accountant Nguyen Van An; Administrator Tran Tan Huy.	<b>Sale of goods and services</b>	<b>2,397,510,718</b>	<b>310,909,091</b>
		Other revenue	65,480,163	310,909,091
		Revenue from construction activities	2,332,030,555	-
		<b>Goods and services purchase</b>	<b>-</b>	<b>22,563,005,455</b>
		Highway maintenance costs	-	22,563,005,455

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****2. Transactions with other related parties (continued)**

During the year, the Company had transactions with related parties The main transactions were as follows (continued):

Related parties	Related parties	Transaction content	Fiscal year ends December 31	
			2022 VND	2021 VND
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	<b>Sale of goods and services</b>	<b>88,177,621,332</b>	-
		Revenue from construction	87,608,092,712	-
		Equipment and vehicle rental revenue	569,528,620	-
		<b>Goods and services purchase</b>	<b>61,051,931,885</b>	-
		Materials and labor cost	58,149,428,473	-
	Equipment and vehicles rental	2,902,503,412	-	
Bac Giang Lang Son Huu Nghi BOT JSC.	Affiliates	<b>Other transactions</b> Capital contribution	-	<b>10,000,000,000</b> 10,000,000,000
Vinalog Investment JSC.	Related companies of the General Director, Member of the BoD Nguyen Quang Huy	<b>Other transactions</b> Property transfers	-	<b>28,181,818,182</b> 28,181,818,182
Northern Infrastructure Investment JSC.	Nguyen Minh Giang's related company until September 30, 2021	<b>Financial expenses</b> Interest expenses	-	<b>5,504,876,712</b> 5,504,876,712
Deo Ca Capital Co., Ltd	Related companies of Chairman Ho Minh Hoang	<b>Other transactions</b> Debt collection to buy shares	<b>12,325,400,000</b> 12,325,400,000	-

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties**

During the year, the Company had the following balances with related parties:

Related parties	Relationship	Transaction content	31.12.2022		01.01.2022	
			VND	VND	VND	VND
<b>SHORT-TERM ACCOUNT RECEIVABLES</b>						
Khanh Hoa Deo Ca BOT Investment JSC	Affiliates	Mid-term construction receivables	5,241,465,095	4,895,625,934		
		Toll collection receivables	4,598,838,600	2,346,951,400		
		Tunnels and roads maintenance receivables	3,520,876,000	775,564,000		
		<b>Total</b>	<b>13,361,179,695</b>	<b>8,018,141,334</b>		
Deo Ca Group JSC.	Parent company	Short-term account receivables	-	140,481,698,327		
		<b>Total</b>	-	<b>140,481,698,327</b>		
A2Z Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022	Car rental receivable	-	420,000,000		
		Service Receivables	-	6,236,906,673		
		<b>Total</b>	-	<b>6,656,906,673</b>		
Deo Ca Expressway Management and Operation JSC.	Related companies of Deputy General Director Le Chau Thang; Member of the BoD Vo Thuy Linh; Member of the BoD and General Director Nguyen Quang Huy; Vice Chairman of the BoD Nguyen Huu Hung, Standing Deputy General Director Tran Van Chi; Deputy General Director Nguyen Quynh Mai; Chief Accountant Nguyen Van An; Administrator Tran Tan Huy.	Short-term account receivables	125,929,000	700,000,000		
		<b>Total</b>	<b>125,929,000</b>	<b>700,000,000</b>		

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>SHORT-TERM ACCOUNT RECEIVABLE (continued)</b>				
Hoang Long Construction Consulting JSC.	Related companies of the General Director, Member of the BoD Nguyen Quang Huy until March 24, 2022	Car rental Office rental	- -	594,000,000 228,000,000
Trung Luong - My Thuan BOT JSC.	Related companies of Chairman of the BoD Ho Minh Hoang, Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang	Tunnels and roads maintenance Car rental	21,710,096,063 388,363,635	- 270,000,000
Saigon - Phu Yen Bridge Construction Investment Group JSC.	Related companies of Vice Chairman of the BoD Nguyen Tan Dong, Head of BoS Nguyen Minh Giang.	Short-term account receivables	6,800,000,000	-
			<b>6,800,000,000</b>	
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	Short-term account receivables	116,695,539,018	-
			<b>116,695,539,018</b>	-

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>PREPAYMENT TO SUPPLIER</b>				
Hoang Long Construction Consulting JSC.	Related companies of the General Director Member of the BoD Nguyen Quang Huy until March 24, 2022	Prepayment to supplier	-	86,491,000
A2Z Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022	Prepayment to supplier	-	10,356,014,000
			-	<b>10,356,014,000</b>
<b>OTHER SHORT-TERM RECEIVABLE</b>				
Deo Ca Group JSC.	Parent company	Deposit for flight tickets	100,000,000	100,000,000
			<b>100,000,000</b>	<b>100,000,000</b>
ICV Vietnam Construction and Investment JSC.	Affiliates	construction works	3,758,872,000	3,758,872,000
			<b>3,758,872,000</b>	<b>3,758,872,000</b>
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	Other receivables	6,839,007,547	-
			<b>6,839,007,547</b>	-
Deo Ca Capital Co., Ltd	Related companies of Chairman Ho Minh Hoang	Other receivables	-	12,325,400,000
			-	<b>12,325,400,000</b>

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>OTHER LONG-TERM RECEIVABLES</b>			<b>272,455,954,504</b>	<b>50,924,984,504</b>
Hung Phat BOT JSC.	Subsidiaries of the Parent Company	Dividend advance	50,924,984,504	50,924,984,504
			<b>50,924,984,504</b>	<b>50,924,984,504</b>
Deo Ca Group JSC.	Parent company	Other receivables	221,530,970,000	-
			<b>221,530,970,000</b>	-
<b>SHORT-TERM TRADE PÁYBLE</b>			<b>522,959,804,523</b>	<b>438,357,412,901</b>
		Construction works	381,630,066,380	343,468,326,940
		Materials purchase	37,782,586,521	19,270,116,299
		Information technology	3,919,434,750	2,746,185,750
		Uniforms	3,765,389,805	1,304,174,025
		Master's training	580,000,000	580,000,000
		Tools and assets purchase	558,936,253	558,936,253
		Air tickets, other	30,348,070,704	24,809,821,120
			<b>458,584,484,413</b>	<b>392,737,560,387</b>

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>SHORT-TERM TRADE PÁYBLE (continued)</b>				
Deo Ca Security JSC.	Related companies of Head of BoS Nguyen Minh Giang	Service provision	17,375,835,146	17,409,382,266
			<b>17,375,835,146</b>	<b>17,409,382,266</b>
Hoang Long Construction Consulting JSC.	Related companies of the CEO, Member of the BoD Nguyen Quang Huy until March 24, 2022	Service provision	-	1,796,396,412
			-	<b>1,796,396,412</b>
ICV Vietnam Construction and Investment JSC.	Affiliates	Materials purchase	9,660,979,849	-
			<b>9,660,979,849</b>	-
		Service provision	3,853,966,284	8,256,472,379
Deo Ca Expressway Management and Operation JSC.	Related companies of Deputy General Director Le Chau Thang; Member of the BoD Vo Thuy Linh; Member of the BoD and General Director Nguyen Quang Huy; Vice Chairman of the BoD Nguyen Huu Hung, Standing Deputy General Director Tran Van Chi; Deputy General Director Nguyen Quynh Mai; Chief Accountant Nguyen Van An; Administrator Tran Tan Huy.		<b>3,853,966,284</b>	<b>8,256,472,379</b>

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>SHORT-TERM TRADE PAYABLE (continued)</b>				
AZZ Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022	Service provision	-	18,157,601,457
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	Service provision	33,484,538,831	-
			<b>33,484,538,831</b>	<b>-</b>
<b>LONG-TERM TRADE PAYABLES</b>				
ICV Vietnam Construction and Investment JSC.	Affiliates	Construction	2,719,148,000	2,719,148,000
			<b>2,719,148,000</b>	<b>2,719,148,000</b>
AZZ Construction Consulting JSC.	Related companies of BoS Member Phan Thi Mai until April 19, 2022	Construction, office and car rental	-	32,328,941,346
			<b>-</b>	<b>32,328,941,346</b>
Hoang Long Construction Consulting JSC.	Related companies of the General Director, Member of the BoD Nguyen Quang Huy until March 24, 2022	Consulting service	-	18,758,222,245
			<b>-</b>	<b>18,758,222,245</b>

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>SHORT-TERM ACCOUNT PAYABLE</b>				
Deo Ca Group JSC.	Parent company	Construction	73,032,991,055	-
			<b>73,032,991,055</b>	<b>-</b>
<b>OTHER SHORT-TERM PAYABLES</b>				
		<b>Total</b>	<b>113,538,196,112</b>	<b>33,591,059,194</b>
Deo Ca Group JSC.	Parent company	Loan interest	26,298,646,606	22,103,278,371
		<b>Total</b>	<b>26,298,646,606</b>	<b>22,103,278,371</b>
Hai Thach Investment BOT JSC.	Major shareholder	Loan interest	21,613,458,105	11,487,780,823
		<b>Total</b>	<b>21,613,458,105</b>	<b>11,487,780,823</b>
Deo Ca Construction JSC.	Related companies of Vice Chairman of the BoD Nguyen Huu Hung, Member of BoS Cam Thi Minh Hai	Warranty money waiting for settlement	65,626,091,401	-
		<b>Total</b>	<b>65,626,091,401</b>	<b>-</b>

**APPENDIX 1: TRANSACTIONS WITH RELATED PARTIES (continued)****3. Debts with other related parties (continued)**

During the year, the Company had the following balances with related parties (continued):

Related parties	Relationship	Transaction content	31.12.2022 VND	01.01.2022 VND
<b>SHORT-TERM BORROWINGS</b>				
Deo Ca Group JSC.	Parent company	Short-term borrowings	55,036,895,603	36,731,895,603
			55,036,895,603	<b>36.731.895.603</b>
Hai Thach Investment JSC. BOT	Major shareholder	Short-term borrowings	-	2,000,000,000
			-	<b>2.000.000.000</b>
Hung Phat BOT JSC.	Subsidiaries of the Parent Company	Short-term borrowings	-	2,600,000,000
			<b>2,600,000,000</b>	<b>2.600.000.000</b>
<b>LONG-TERM BORROWINGS</b>				
Hai Thach Investment JSC. BOT	Major shareholder	Long-term borrowings	58,111,400,000	125,400,000,000

Note: Transactions with related parties were performed in accordance with the provisions of Decree No. 155/2020/ND-CP dated December 31, 2020 detailing the implementation of a number of articles of the Securities Law and relevant regulations



## DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC.

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