



REPORT
BUSINESS RESULTS IN 2024 AND OPERATION PLAN FOR 2025

To: The Annual General Meeting of Shareholders in 2025.

- Pursuant to Resolution No. 02/NQ-ĐHĐCĐ on March 29th 2024, of the Annual General Meeting of Shareholders in 2024 of Cu Chi Commercial & Industrial Developing Investment Joint Stock Company;
- Pursuant to the business results of Cu Chi Commercial & Industrial Developing Investment Joint Stock Company in 2024.

The Board of Management hereby respectfully reports to the Annual General Meeting of Shareholders in 2025 about the business results in 2024 and the operation plan for 2025 as follows:

PART A: BUSINESS RESULTS IN 2024

I. Economic Context in 2024:

❖ **Global Economy:**

The global economy in 2024 faced numerous uncertainties, prolonged geopolitical tensions, armed conflicts, and a reversal of globalization trends. The domestic situation last year still had many difficulties and challenges, although it began to show signs of recovery from the middle of the second quarter of 2024:

- 173,000 enterprises ceased operations or were dissolved as of December 2024, marking a 21.5% increase compared to 2023.
- Vietnam's GDP growth in 2024 was estimated at 7%.
- The Consumer Price Index (CPI) increased by an average of 3.78% (as of October 2024), with annual inflation expected to remain below 4%.
- Credit growth and the economy's ability to absorb capital remained weak, while interest rates continued to decline compared to 2023.

❖ **Petroleum business sector:**

- The regulation requiring e-invoices for each fuel sale cause petroleum retail businesses to incur additional investment costs and the cost of issuing invoices each time.
- Amendments to the Petroleum Business Decree are still in draft form and under consultation.

❖ **Industrial Park Infrastructure Business in Ho Chi Minh City:**

- As of November 2024, according to HEPZA statistics, the total investment capital attracted by Export Processing and Industrial Zones in Ho Chi Minh City, including both new approvals and adjustments, reached \$ 465.72 million, a 53.99% decrease compared to 2023 (\$ 1,012.26 million).
- Limited land availability for investment, lack of large, contiguous land plots; problems within industrial parks are still being resolved. As of 2024, 81 projects remain in the process of completing implementation procedures and have not yet been put into use, while 46 projects have temporarily suspended operations.
- Central ministries have been increasing decentralization and authorization for HEPZA perform state management tasks in Export Processing and Industrial Zones. However, specific authorization procedures from the City People's Committee are still pending.

II. Overview of Business Results:

Unit: million VND

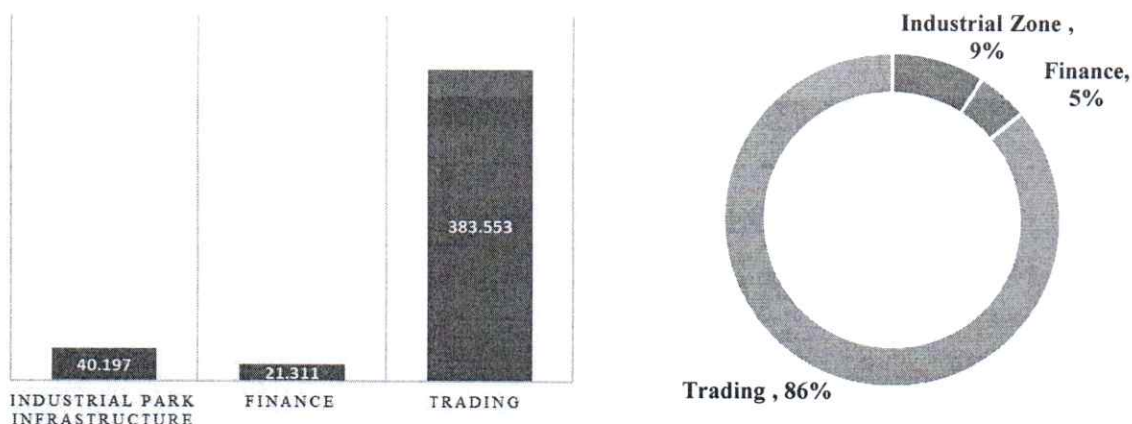
Indicator	2024 Plan	2024 Actual	Actual/ Plan 2024	Actual 2024/ 2023
Revenue	472.608	445.061	94%	97%
Cost of Goods Sold	400.088	382.842	96%	101%
Selling Expenses	21.521	13.968	65%	74%
Administrative & Other Expenses	17.811	6.950	39%	25%
Profit Before Tax	33.187	41.302	124%	130%
Profit After Tax	26.550	32.828	124%	131%

In 2024, profit after tax reached VND 32.87 billion, achieving 124% of the plan and marking a 31% increase compared to 2023. Notably, effective management of investments in VAB stocks played a significant role in the overall financial results.

The profit performance in 2024 ensured dividend payments exceeded the planned target for the year 2024 (Planned dividend payout ratio: from 13%; Estimated actual payout: 16%).

Revenue structure by each business segment

Unit: million VND



III. Results by business segment:

1. Trading Sector:

Unit: Million VND

Indicator	2023 Actual	2024 Plan	2024 Actual	Actual/Plan 2024	Actual 2024/ 2023
Revenue	382.062	408.535	383.553	94%	100%
Wholesale & Agency	110.132	117.912	116.182	99%	105%
Retail	261.522	282.115	255.397	91%	98%
Gas & Beer Residue	10.408	8.509	11.974	141%	115%
Gross Profit	13.541	18.634	14.514	78%	107%
Profit Before Tax	(2.457)	1.876	507	27%	-21%

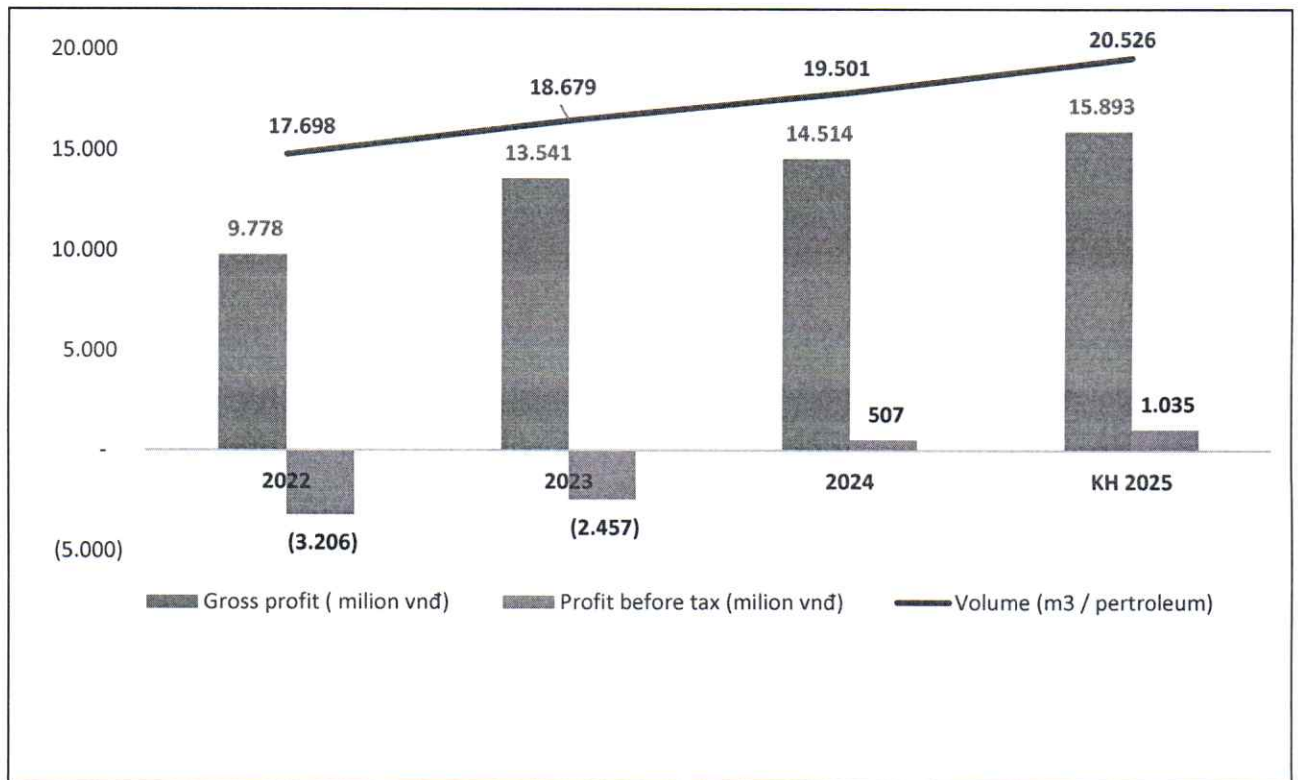
As of December 31st, 2024, the company's petroleum retail stores included 13 retail stores and 14 affiliated agencies in operation.

About sales volume:

- Retail sales: Despite a reduction of two petroleum retail stores, total retail fuel sales volume in 2024 reached 13,039 m³, achieving 92% of the annual target and growing 1% compared to 2023.
- Wholesale, agency, and gas sales: Exceeded the planned targets and demonstrated good growth compared to 2023.

Gross Profit: The trading sector recorded a total gross profit of VND 14.51 billion, achieving 78% of the annual target and increasing 7% compared to the previous year.

Profit Before Tax: the whole year reached 507 million VND, achieving 27% of the annual target. It showed significant improvement compared to 2023, when the sector reported a loss of VND 2.46 billion.



2. Industrial Park Infrastructure & Services sector:

Unit: Million VND

Indicators	2024 Plan	2024 Actual	% Actual/ Plan 2024	% Actual 2024/ 2023
Revenue	41.872	40.197	96%	93%
Gross Profit	31.686	26.395	83%	80%
Profit Before Tax	12.164	5.737	47%	41%

- Revenue from industrial park infrastructure and services reached VND 40.20 billion, achieving 96% of the annual target, but declining 7% compared to 2023. Profit before tax for 2024 reach at VND 5.74 billion, achieving 47% of the annual target, reflecting a 59% decline compared to 2023.
- The 2024 business results were significantly impacted by established a provision for doubtful debts of VND 6.25 billion related to Tin Thanh Group JSC. The CIDICO has initiated legal proceedings against Tin Thanh Group JSC at the Cu Chi District People's Court to recover the outstanding debt.

3. Financial sectors:

Unit: Million VND

Indicators	2024 Plan	2024 Actual	% Actual/ Plan 2024	% Actual 2024/ 2023
Revenue	22.200	21.311	96%	67%
Gross Profit	22.200	21.370	96%	67%
Profit Before Tax	19.147	35.058	183%	175%

In 2024, financial revenue reached VND 21.31 billion, achieving 96% of the annual target, but declining 33% compared to 2023, mainly due to a decrease in interest rates as projected at the beginning of the year. Profit before tax from financial activities was VND 35.06 billion, achieving 183% of the annual target and increasing 75% compared to the previous year.

Investment in Viet A Commercial Joint Stock Bank (VAB) Shares

In 2024, the company divested by selling 1,155,200 VAB shares, as of December 31st, 2024, CIDICO held 6,467,319 VAB shares, equivalent to 1.2% of the bank's total shares. After the divestment, the book value of CIDICO's investment in VAB was at VND 75.36 billion, accounting for 9.2% of CIDICO's total assets and 42% of its charter capital.

The management of VAB share investments in 2024 contributed VND 17.03 billion to the company's overall business results (including gains from the sale of 1,155,200 VAB shares and reversal of provisions for the remaining 6,467,319 VAB shares).

Joint Venture & Associated Investments:

Financial investment in Hoc Mon Food Processing JSC: VND 30 billion investment, accounting for 20% of this company's charter capital; in 2024, CIDICO received VND 1.20 billion in dividends.

Investment in Tay Bac Development & Construction JSC: VND 2.45 billion investment, equivalent to 18.42% of this company's charter capital. In October 2024, Tay Bac Development & Construction JSC approved a capital increase for existing shareholders. CIDICO did not participate, which means that if all other shareholders contribute fully, CIDICO's ownership percentage will decrease to 12.28%.

The company currently holds 202,760 treasury shares with an investment value of VND 4.12 billion, unchanged since December 31st, 2023.

IV. Implementation Results of Projects and Non-Financial indicators in 2024:

According to Resolution No. 02/NQ-ĐHĐCĐ on March 29th, 2024, issued by the Annual General Meeting of Shareholders 2024 of Cu Chi Commercial & Industrial Developing Investment Joint Stock Company; the Executive Board was tasked with executing 09 work groups in 2024, including 03 work groups related to the petroleum business system 06 work groups related to project implementation. The 2024 implementation results are as follows:

No	Project/Task	Objective	
		Resolution of Annual General Meeting of Shareholders	Implementation Results in 2024
1	Enhancing the efficiency of the existing petroleum retail stores.	Continue improving the efficiency of the petroleum retail stores system. Strive to avoid any petroleum retail stores operating at a negative profit.	In 2024: 07/15 petroleum retail stores reported losses (including 02 petroleum retail stores that ceased operations). Reduced 06 petroleum retail stores incurring losses compared to 2023.
2	Expanding the petroleum distribution agency network.	Increase by 03 agencies when conditions are favorable and ensure long-term business efficiency.	Signed 07 new agency contracts during the year, but in year had 02 contracts were terminated. Net increase in agencies: 05 agencies.
3	Expanding the petroleum retail stores system.	Develop 01 new the petroleum retail stores through leasing, based on feasibility assessments for business efficiency.	Conducted market outreach, but after evaluation, no suitable petroleum retail stores were found for leasing. Reported to the Board of Directors in Q2/2024 about adjusting the strategy: <ul style="list-style-type: none"> - Prioritize stabilizing and improving efficiency in the existing petroleum retail stores system. - Future expansions will depend on favorable timing.
4	Service & Commercial Center Land - 1.70ha	Continue leasing the land according to the plan approved in Resolution No. 33/NQ-HĐQT dated October 28 th 2022, to accelerate administrative procedures for the project.	Signed the Principal Agreement No. 03/2023/HĐNT – CTY with partner. HEPZA is awaiting authorization from Ho Chi Minh City People's Committee to adjust the Industrial Zone's local planning.
5	Resettlement Area Project – 3.38ha	Continue working with relevant government agencies and Ho Chi Minh City People's Committee to obtain investment approval.	There have been many documents sent to the City People's Committee and related departments. On December 26 th 2024, the Department of Planning and Investment organized a meeting to resolve project issues, obstacles of the resettlement project, and is expected to submit to the City

No	Project/Task	Objective	
		Resolution of Annual General Meeting of Shareholders	Implementation Results in 2024
			People's Committee to recognize CIDICO as the investor.
6	Expansion of Tay Bac Cu Chi Industrial Park (173.26 ha)	Continue the work of completing investment procedures; adjust the Investment Registration Certificate. Proceed with the project as per the Board of Directors' approval in Resolution No. 30/NQ-HĐQT dated on May 17 th 2022.	Keeping on track information from relevant government agencies following the content of Official Document No. 130/CV-CTY dated on June 21 st 2023, submitted by CIDICO to Ho Chi Minh City People's Committee and relevant authorities to jointly solve difficulties when implementing the expanded Tây Bắc Củ Chi Industrial Park project.
7	Dinh Kien – Social Housing Project	Continue assessing the legal status and economic feasibility of the project.	Updated relevant legal regulations, conducted feasibility and economic efficiency evaluations of the project. Monitored information and the progress of document processing at the Department of Construction.
8	Land in Tan Thong Hoi Commune	Plan for business exploitation and attract investment when suitable conditions arise.	The working group prepared an investment proposal for Board of Directors approval and is preparing the next procedural steps.
9	Wastewater Treatment Plant Upgrade Project	Implement the wastewater treatment plant upgrade project in compliance with current regulations and according to the plan approved in Resolution No. 05/NQ-HĐQT dated on October 26 th 2023.	Submitted to HEPZA for review and approval of the 1/500 simplified detailed planning report for the industrial park wastewater treatment plant project.

PART B: BUSINESS OPERATION PLAN FOR 2025

I. Economic and Social Context for 2025:

Global Context:

- The International Monetary Fund (IMF) has assessed that the global economy in 2025 will be stable in difficulties.
- The trend of interest rate cuts down by major central banks worldwide is expected to continue as inflation approaches the 2% target.
- Political conflicts and armed confrontations in the Middle East and Russia – Ukraine remain key risks affecting global oil supply and prices. The global oil supply – demand balance and pricing are forecasted to be influenced by multiple factors, including economic growth, geopolitical conditions, and energy policies of major economies (Policies continue to maintain a high proportion of fossil fuel usage, enhance domestic production, increase oil consumption, and expand U.S. domestic oil supply; the potential decline in oil imports and consumption in China and India due to slower manufacturing growth, impacted by U.S. tariff and protectionist policies; and the cut down policy to balance oil prices of OPEC).
- In East and South Asia, according to United Nations predictions, average GDP growth is expected to reach 4.9% in 2025 and 4.7% in 2026, continuing a deceleration trend from 5.0% in 2024.

Domestic Context:

The year 2025 holds special significance as it marks the final year of the socio-economic development plan five-year 2021 – 2025, a period of acceleration and breakthrough, reach the finish line towards achieving high growth targets. However, economic growth prospects for 2025 still face multiple risk factors amid global uncertainties:

- The economic growth target for 2025, set by the National Assembly for the Government, is 6.5 – 7%, with an ambitious goal of 7 – 7.5%.
- Public investment disbursement in 2025 is expected to reach its highest level since 2014. The estimated overspending is high at 3.80% demonstrates the Government's determination to boost public investment in 2025, driving stronger economic growth.
- The Consumer Price Index (CPI) is forecasted to rise by 3 – 3.3%, with inflation expected to remain under 4%, aligning with policies to balance inflation suitable control and support economic growth.
- Risks of economic slowdown may arise due to the impact of U.S. trade restriction policies on global goods, including Vietnam.
- The VND/USD exchange rate is anticipated to experience periodic fluctuations throughout 2025.
- The total petroleum supply allocated by the Ministry of Industry and Trade for 2025 is expected to increase by 3.8% compared to 2024, aiming to meet rising fuel consumption, assuming GDP growth reaches the targeted 6.5 – 7%.

- Rising Operational Costs of enterprises are forecasted to face multiple challenges related to increasing expenses, including electricity costs (following EVN's scheduled pricing adjustments), land and rental fees, transportation costs, and import costs for machinery, equipment, and raw materials due to exchange rate fluctuations.

- The picture of newly registered enterprises and enterprises withdrawing from the market in early January 2025 continues to reflect the lack of positive signs in the investment and production and business confidence of the private enterprise sector: in January 2025, over 58,300 enterprises exited the market, an 8.1% increase compared to same period in January 2024. The number of newly registered businesses was approximately 10,700 enterprises with a total registered capital of nearly 94.1 trillion VND and more than 81,500 registered workers, reflecting a 30.3% decrease in enterprises, a 39.3% decline in registered capital, and a 22.3% drop in registered labor compared to the same period last year. In the industrial and construction sectors, 2,500 new enterprises were established, accounting for 23.9% of total new registrations, yet this still marks a 29.6% decline.

II. Financial indicators for 2025:

Based on the assessment of macroeconomic conditions, industry insights, and the company's actual business performance, the Executive Board proposes the following financial indicators for 2025 as followed:

Unit: million VNĐ

Indicator	2024 Actual	2025 Plan	Increase/ Decrease	% 2025 Plan/ 2024 Actual
Revenue	445.061	472.068	27.007	106%
Profit Before Tax	41.302	41.567	265	101%
Profit After Tax	32.828	33.253	425	101%
Dividend Distribution	16%	From 16%		

Detailed plans for each area are as follows:

Unit: million VNĐ

Indicator	2024 Actual	2025 Plan	% 2025 Plan/ 2024 Actual
Revenue	445.061	472.068	106%
Industrial Park Infrastructure	40.197	43.916	109%
Finance	21.311	24.448	115%
Trading	383.553	403.704	105%
Profit Before Tax	41.302	41.567	101%
Industrial Park Infrastructure	5.737	11.738	205%

Indicator	2024 Actual	2025 Plan	% 2025 Plan/ 2024 Actual
Finance	35.057	28.794	82%
Trading	507	1.035	204%
Profit After Tax	32.828	33.253	101%

The business indicators for 2025 are set at an ambitious level, based on an objective assessment of the current situation:

- **Trade:** The petroleum sector still faces many challenges. The pre-tax profit indicators for 2025 in commercial activities has been constructed strive to increase by 104%.
- **Industrial Park Infrastructure:** The company will actively pursue the lawsuit in court to recover outstanding debts and fully reverse the provisions made in 2024. At the same time, actively promote administrative procedures to record new revenues in 2025. The revenue indicator 2025 is set to increase by **9%**, while the profit target is expected to rise by **105%**.
- **Finance:** The results of management of the VAB stock investment yielded positive results in 2024. However, in 2025, the stock market and banking sector are not expected to see significant improvements. Furthermore, after a strong performance in 2024, the potential for further gains from this investment in 2025 is not much. Therefore, the profit target for financial activities in 2025 is set at **82%** in compared with 2024.


III. Non - Financial indicators 2025:

Based on the implementation of work items in 2024, the Executive Board has set the following non-financial targets for 2025 as followed:

No	Projects / Tasks	Objective for 2025
		Proposing resolution to the General Meeting of Shareholders in 2025
1	Enhancing the operational efficiency of the current petroleum retail store system	Continue enhancing the efficiency of the petroleum retail store system. Reduce the number of stores with negative profitability.
2	Developing the petroleum distribution agent system	Ensure the minimum number of agents as required for distribution traders.
3	Expanding the petroleum retail store system.	Develop new petroleum retail stores depending on favorable market conditions and estimated economic efficiency.

No	Projects / Tasks	Objective for 2025
		Proposing resolution to the General Meeting of Shareholders in 2025
4	Service & Commercial Center Land - 1.70ha	Continue to deploy leasing according to the plan agreed by the Board of Directors in Resolution No. 33/NQ-HĐQT dated October 28, 2022. Support partners in completing investment certificate registration procedures.
5	Resettlement Area Project -3.38ha	The City People's Committee promulgates decision on project investment. Develop and appraise the 1/500 detailed plan, register land use planning, and convert land use purposes.
6	Expansion of Tay Bac Cu Chi Industrial Park (173.26 ha)	Complete investment procedures; extend and adjust certain details in the investment registration certificate for the expanded industrial park; continue proactive project implementation based on the Board of Directors' approved resolution No. 30/NQ-HĐQT dated May 17 th , 2022.
7	Dinh Kien – Social Housing Project	Follow up information and progress of dossier processing at the Department of Construction.
8	Land in Tan Thong Hoi Commune	Implement the investment project and carry out necessary procedures with government authorities.
9	Wastewater Treatment Plant Upgrade Project	Execute implementation steps to complete construction and final acceptance within the year.

This is the Business Results Report in 2024 and the operation plan for 2025. The entire staff of the Company is determined to strive for the successful achievement of the planned targets.

Respectfully submitted! 

GENERAL DIRECTOR



Doan Minh Duy