SOUVANNY Home Center

# THE FIRST QUARTER REPORT ended 31 March 2025




Call center
021-561111

# Content

**I. OVERVIEW OF BUSINESS OF COMPANY. ..... 1**

**1. VISION. ..... 1**
**2. MISSION ..... 1**
**3. HISTORY OF SOUVANNY ..... 1**

**II. BUSINESS OPERATIONS AND PERFORMANCE FOR THE FIRST QUARTER OF 2025 ..... 3**

**1. REVENUE: ..... 3**
**2. EXPENSES: ..... 3**
**3. NET PROFIT: ..... 3**
**4. ASSET: ..... 3**
**5. LIABILITIES: ..... 3**
**6. EQUITY: ..... 3**

**III. GENERAL INFORMATION AND SOME IMPORTANT INFORMATION OF SVN ..... 4**

**1. LOCATION AND NETWORK ..... 4**
**2. CONTACT INFORMATION ..... 4**

**IV. SECURITIES AND SHAREHOLDERS 2025 ..... 4**

**V. ORGANIZATION STRUCTURE: BOARD OF DIRECTORS, MANAGING DIRECTORS AND THE ACTIVITIES OF THE BOARD. ..... 5**

**1. ORGANIZATION CHART OF THE COMPANY. ..... 5**
2.2. Briefly Background of the Board of Directors. ..... 7
2.3. The structure of SVN's Executive Management ..... 11
**3. THE ACTIVITIES OF SVN'S BOARD FOR THE FIRST QUARTER 2025 ..... 12**

**VI. CORPORATE SOCIAL RESPONSIBILITY. ..... 12**

**1. TAX PAYMENT ..... 12**
**2. CORPORATE SOCIAL RESPONSIBILITY ..... 12**

**VII. BODY'S MANAGEMENT POLICY ..... 15**

**VIII. RISK MANAGEMENT POLICY ..... 15**

# I. Overview of business of Company.

## 1. Vision.

Souvanny Home Center will become a leader of the development of modern trade centers on construction materials, home decoration, home appliances, and Consumer goods in all sale channels to meet the customer's needs in Lao PDR and connects to the ASEAN market.

## 2. Mission

- Developing the import of construction materials, home furnishings, home appliances, and consumer goods from all areas with quality and reasonable prices to all customer groups, and all areas of Laos, contributing to be a part to drive the Lao economy.
- Improving the Service and Hand-over in all sales channels both Offline and Online to be modernized.
- Enhancing the capacity of personnel and creating continuously successor staffs to be the potential personnel to cope with the new technologies changing in the transfer periods and changing of the customer's behavior in the new era.
- Developing Laos' trade links with ASEAN and the world, as Laos is the center of the region.
- Maintain all interests of all parties involved in the Company and contribute to social and environmental responsibility for sustainable green development.

## 3. History of SOUVANNY

SOUVANNY Home Center Public Company ("the Company" or "SVN") operates one-stop shopping home center which provides both services and full-ranged products from construction material to home supplies and decoration such as, tile, sanitary ware, paint, home and office decoration material. Moreover, the Company also has services including the products recommendation to customers, interior design for kitchen and restroom, and product delivery. Most of the imported products of the Company are high quality with well-known brands easily recognized effectively managed by modern computer system, focusing on distribution and warehouse system. The products can be separated over 20 categories vary on the customers' needs under the slogan that **"improving products and services to each market level with high quality, keeping working procedure to gain the standard, satisfying customers, and continuous development".** The Company's distribution channel is to sell through its own modern trade showrooms under the brand "Souvanny" to be leading modern construction materials in Lao PDR.

Souvanny's shop was established in **1988** by Mrs. Souvanny SOUKHABANDITH, Mr. Waddana SOUKHABANDITH, and Mr. Phannola SOUKBANDITH at Sisawat Village, Chanthabuly District, Vientiane Lao PDR. However, currently it becomes a sub-branch (Thongkhankham branch) with initial registered capital of 3,250,000 Kip. **In 1993,** the Company was registered as Souvanny Trading Export-Import Sole Company Limited with registered capital 100,000,000 Kip. **In 2000**, the Company rapid growth as the need in construction materials has increased, together with Mr. Kotsada SOUKHABANDITH graduating from abroad and coming to help manage the Company business. In this year, the Company opened Phonetong branch operating the first one-stop shopping home center which provides both services and full-ranged products from construction materials to home supplies and decorations in modern trade showroom. So, the head office was moved from

Thongkhankham branch to Phongtong branch (currently Head office). **In 2004,** the company has expanded a new branch as Sikhai branch at Nahae Village, Sikhottabong District, Vientiane.

**In 2015,** the Company has transformed the business from Souvanny Trading Export-Import Sole Company Limited to Souvanny Trading Export-Import Company Limited with the registered capital 500,000,000 Kip. Extraordinary General Shareholder's Meeting No. 1/2015, **on 28 July 2015,** has approved the important issues as follow: Changing the par value from 50,000 Kip per share to 2,000 Kip per share. Approving an increase in registered capital from 500,000,000 Kip to 280 billion Kip, total 140,000,000 shares. The Company was invested by Global House International Company Limited, who provides both services and full-ranged products from construction materials to home supplies and decoration in Thailand, expecting to obtain business operation know-how to improve the Company business. Extraordinary General Shareholder's Meeting No.3/2015, the company is controlled by SOUKHABANDITH family who own 60% of the company's share. 40% of the company's shares is owned by Global House International Limited. **on 13 September 2015**, has agreed on the important issues as follow: Transforming the Company to public company and changing the company name to Souvanny Home Center Public Company. Approving an increase in registered capital for Initial Public Offering (IPO) 50 billion Kip by issuing 25,000,000 ordinary shares, with par value of 2,000 Kip per share to respond to economic growth and become a listed company in Lao Securities Exchge (LSX). The Company's share was listed in LSX and first trading day **on 11 December 2015. On 30 January 2017,** the company has expanded a new branch as Xokyai Branch at Xokyai Village, Saysettha District, Vientiane (450 Year Road). **On 30 September 2017**, the company has expanded a new branch as Pakxun Branch at Sisaard Village, Pakxun district, Borlikhamxay Province. **On 31 March 2018**, the company closed business of SVN's Thongkhankham Branch and **On 17 July 2018,** the company has expanded a new branch as Pakse Branch at Karng Village, Pakse district, Champasak Province. **On 1 July 2019**, the company closed business of SVN's ThongToum Branch. On 02 March 2020, the company has expanded a new branch as Thakhek Branch at Phonphim Village, thakhek District, Khammuan Province, and on December 14, 2021, the Company expanded to its seventh branch, Savannakhet Branch, located in Phonesavangnuea Village, Kaisone Phomvihan City, Savannakhet Province. On June 9, 2023, the opening ceremony of the first sale of the debenture of Souvanny Home Center Public Company in the Lao Securities Exchange (LSX) was opened officially, the corporate bond has a value of 3 million US dollars or approximately 51,6 billion kips. The value of the corporate bond is 50 thousand US dollars per unit. The interest rate is 7.50% per year with 4 years of tenure to use for the fund for running the business or paying the loan of the financial institute or investing to expand the new store or utilizing for Revolving capital. On October 13, 2024, SOUVANNY Home Center officially opened its new branch, the 8th branch, Luang Prabang Branch, in Phonexay Village, Luangprabang City, Luang Prabang Province, with an exhibition area and warehouse of no less than 15,000 square meters, with a wide range of products and a complete range to meet the customers.

# II. Business Operations and Performance for the First Quarter of 2025.

1. **Revenue:**
   - Total revenue of the first quarter of 2025 was equivalent to LAK 240,846 million, compared to the same period of the previous year, an increase of LAK 9,358 million or equal to 4.04 % due to increasing the variety of goods and new products to meet customers' needs and increase from the revenue of the newly opened Luang Prabang branch.

2. **Expenses:**
   - Total expenses of the first quarter of 2025 were equivalent to LAK 40,197 million, compared to the same period of the last year, an increase of LAK 6,183 million or equal to 18.18 % due to the increase is due to marketing expenses from various promotions to attract customers, employee salaries and benefits adjusted for inflation, and partially from the operating expenses of the Luang Prabang branch.

3. **Net Profit:**
   - Total net profit of the first quarter of 2025 was equivalent to LAK 18,204 million.

4. **Asset:**
   - Total assets of March 31, 2025, were equivalent to LAK 1,860,760 million compared to December 31, 2024, which increased by LAK 44,632 million, or equal to 2.46 % due to the increase a rise in current assets linked to higher sales revenue, along with prepaid expenses. Additionally, non-current assets increased as a result of branch expansion currently under construction both in the Vientiane capital and other provinces and other current assets have increased accordingly.

5. **Liabilities:**
   - Total liabilities of March 31, 2025, were equivalent to LAK 307,377 million compared to December 31, 2024, which increased by LAK 20,434 million. or equal to 7.12% due to the increase of trade and other payables and non-current liabilities from Long-term borrowings from financial institutions for expanding new branches to raise the source of goods supply to customers and to be a source of income for the company in the future.

6. **Equity:**
   - Total equity of March 31, 2025, was equivalent to LAK 1,553,383 million compared to December 31, 2024, it increased by LAK 24,198 million, or equal to 1.58 % due to the increase of the company’s profit and financial transaction adjustments.

**Note:** Business performance figures depends on Financial Statements.

# III. General Information and some important information of SVN

## 1. Location and Network

The Head Office of the Company is located at No 366, Phonetongsavath Village, Chanthabouly District, Vientiane Capital. Nowadays, there are 8 branches. 3 branches in Vientiane and 5 branches in other provinces such as:

1) Phonetong branch locates at No 366, Phonetong Rd, phonetongsavath village, Chanthabouly District, Vientiane capital. Tel: 021 560000 / 020 56082311
2) Sikhai branch locates at 13 North Rd, Nahae village, Sikhottabong District, Vientiane capital. Tel: 021 621254/020 58842414
3) Xokyai branch locates at 450 Rd, Xokyai village, Xaysettha District, Vientiane capital. Tel: 021 466009/020 55112509
4) Pakxan branch locates at 13 South Rd, Sisaart village, Pakxan District, Borlikhamxay Province. Tel: 054 791026/020 58097558
5) Pakse branch locates Karng village, Pakse Capital City, Champasuk Province. Tel: 031 514091 / 020 56206753
6) Thakhek branch locates at Phonphim village, Thakhek District, Khammuan Province.Tel: 051 212353 / 020 94071293
7) Savannakhet branch locates at 9 Rd, phonesavarngnuea village, Kaisone Phomvihan City, Savannakhet Province. Tel: 041 215858
8) Luangprabang branch located at 13 Rd, Phonexay village, Luangprabang City, Luangprabang Province. Tel 071 211 455

## 2. Contact Information

- Tel: (+856-21) 415645
- Whatsapp: (+856-20) 969 352 223
- E-mail: Souvanny@souvanny.la
- Website: www.souvanny.la
- App: Souvanny Retail App
- Facebook: Souvanny Home Center
- Line ID: @Souvanny
- Instagram: Souvanny Home Center
- TIKTOK: Souvanny Home Center

# IV. Securities and Shareholders 2025

➢ **Registered Capital**

The Company has paid registered capital of LAK 330 billion on 31 March of 2025, as the ordinary shares of 165,000,000 with par value at LAK 2,000 per share.

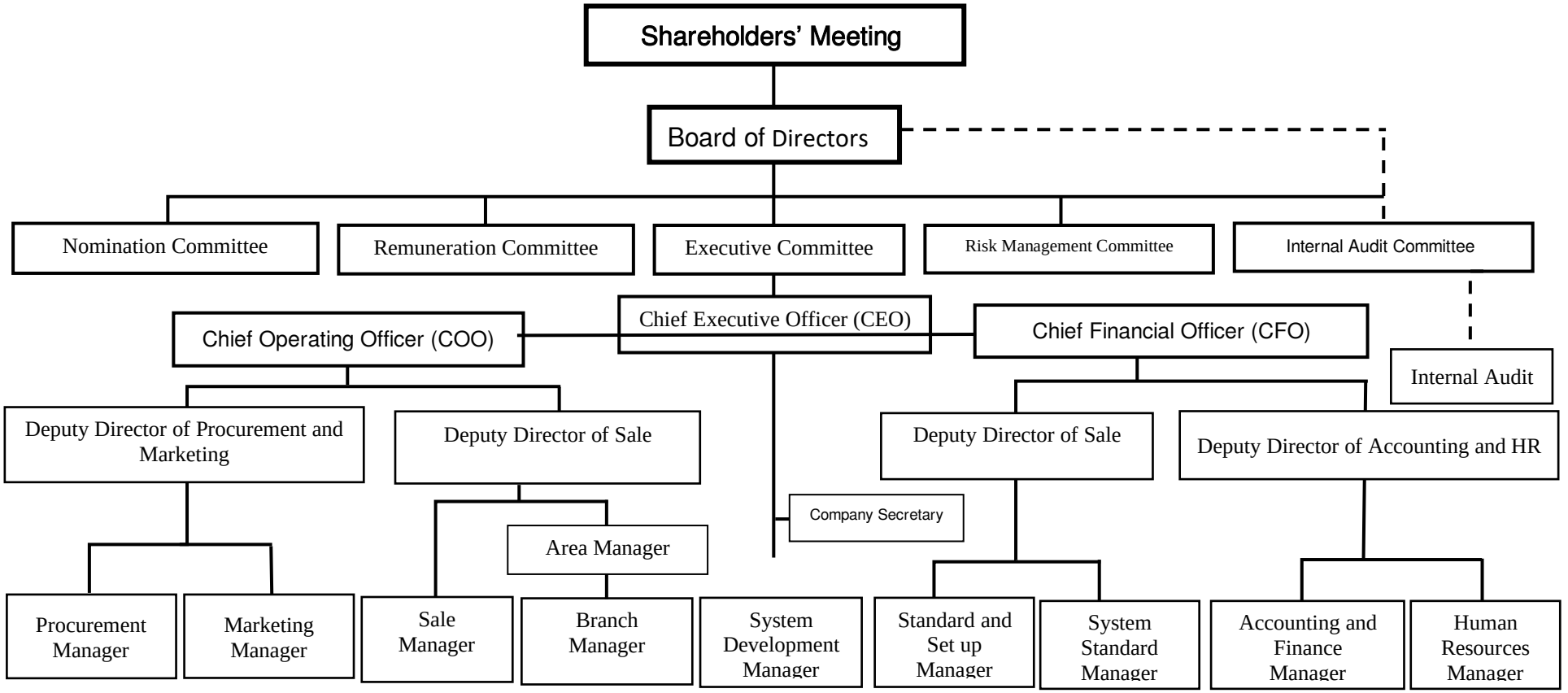
➢ **Shareholders.**

The shareholder of the Company who has a share of more than 5 percent of the total shares

1. Soukhabandith family with 83,893,600 shares equal to 51 percent
2. Global House International Company Limited with 56,000,000 shares equal to 34 percent.

## V. Organization Structure: Board of Directors, Managing Directors and the activities of the Board.

### 1. Organization Chart of the Company.



## 2. The structure of SVN's Board of Directors and their curriculum vitae.

### 2.1. Board of Directors of SVN consists of 9 members



**Mr. Somchith INTHAMITH**
Chairman and the Board of Directors, Independent



**Assoc.Prof.Dr. Xayphone KONGMANILA**
Vice Chairman of the Board of Directors



**Mr. Waddana SOUKHABANDITH**
Member of the Board of Directors, Chief Executive Officer (CEO)



**Mr. Sonesavanh SENGAPHAY**
Member of the Board of Directors, Independent Director



**Mr. Phannola SOUKHABANDITH**
Member of the Board of Directors, Chief Financial Officer (CFO)



**Mr. Bounthavy SIMMASAY**
Member of the Board of Directors



**Mr. Kotsada SOUKHABANDITH**
Member of the Board of Director, Chief Operating Officer (COO)



**Ms. Chutikan SRISAENGCHAN**
Member of the Board of Directors



**Mr. Piphop VASANAARCHASAKUL**
Member of the Board of Directors

## 2.2. Briefly Background of the Board of Directors.

### 1. Mr. Somchit INTHAMITH



| | |
|---|---|
| **Date of Birth** | 13/03/1960 |
| **Nationality** | Lao |
| **Education Background** | Master of Development Economics, martin luther university halle-wittenberg, Germany. |
| **Positions** | Chairman of the Board of Directors and independent member of SVN. |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong for 1 time.<br>- Attended meeting of the selection committee for 1 time. |

### 2. Assoc.Prof.Dr. Xayphone KONGMANILA



| | |
|---|---|
| **Date of Birth** | 30/12/1973 |
| **Nationality** | Lao |
| **Education Background** | Doctoral Degree of Business Administration, Hiroshima University, Japan. |
| **Positions** | Vice chairman of Board of Directors of SVN, Chairman of the Audit Committee, Member of Board of Directors of SVN, Independent Director of SVN |
| **Attendance at various meeting in first quarter 2025** | - Attended the Board Of Directors' Meetiong for 1 time.<br>- Attended the Audit Committee's Meeting for 1 time. |

### 3. Mr. Waddana SOUKHABANDITH



| | |
|---|---|
| **Date of Birth** | 28/10/1966 |
| **Nationality** | Lao. |
| **Education Background** | Master of Business Administration , Mahasarakham University,Thailand. |
| **Positions** | Member of Board of Directors of SVN.<br>CEO of SVN. |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong for 1 time.<br>- Attended the Audit Committee's Meeting for 1 time.<br>- Attended meeting of the selection committee for 1 time. |

### 4. Mr. Sonesavanh SENGAPHAY



| | |
|---|---|
| **Date of Birth** | 30 /6/1960 |
| **Nationality** | Lao |
| **Education Background** | - Master of art in law, Tajikistan University of Law, former USSR, year 1993<br>- Master of law, Chulalongkorn University, Bangkok, Thailand, year 2009 |
| **Positions** | Member of Board of Directors of SVN and Independent Director of SVN |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong 1 time. |

### 5. Mr. Bounthavy SIMMASAY



| | |
|---|---|
| **Date of Birth** | 06/04/1982 |
| **Nationality** | Lao |
| **Education Background** | Degree of Business Administration, Pakpasak Technical College, Laos.<br>Study Master of Finace ang Account (MFA), National University of Laos. |
| **Positions** | Member of Board of Directors of SVN |
| **Attendance at various meeting in fisrt quarter 2025** | - None |

### 6. Mr. Phiphop VASANAARCHASAKUL



| | |
|---|---|
| **Date of Birth** | 21/05/1970 |
| **Nationality** | Thai |
| **Education Background** | Bachelor's degree of humanities, Kasetsart University, Thailand |
| **Positions** | Member of Board of Directors of SVN.<br>Deputy Chief Executive Officer- Business Development of Siam Global House PCL. |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong 1 time. |

**7. Ms. Chutikan SRISAENGCHAN**



| | |
|---|---|
| **Date of Birth** | 25/04/1969 |
| **Nationality** | Thai |
| **Education Background** | Master of Business Administration, Khonkaen University, Thailand |
| **Positions** | Member of Board of Directors of SVN.<br>Deputy Chief Executive Officer of Financial and Accounting of Siam Global House PCL |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong 1 time. |

**8. Mr. Phannola SOUKHABANDITH**



| | |
|---|---|
| **Date of Birth** | 22/09/1969 |
| **Nationality** | Lao |
| **Education Background** | Master of Business Administration, Mahasarakham University, Thailand. |
| **Positions** | Member of Board of Directors of SVN.<br>Chief financial officer Of SVN (CFO) |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong for 1 time.<br>- Attended the Audit Committee's Meeting for 1 time.<br>- Attended meeting of the selection committee for 1 time. |

### 9. Mr. Kotsada SOUKHABANDITH



| | |
|---|---|
| **Date of Birth** | 04/01/1972 |
| **Nationality** | Lao |
| **Education Background** | Master of Business Administration, Khonkaen University, Thailand |
| **Positions** | Member of Board of Directors of SVN.<br>Chief operating officer Of SVN (COO) |
| **Attendance at various meeting in fisrt quarter 2025** | - Attended the Board Of Directors' Meetiong for 1 time.<br>- Attended meeting of the selection committee for 1 time. |

## 2.3. The structure of SVN's Executive Management.



Mr. Waddana SOUKHABANDITH
Chief Executive Officer (CEO)



Mr. Phannola SOUKHABANDITH
Chief Financial Officer (CFO)



Mr. Kotsada SOUKHABANDITH
Chief Operating Officer (COO)

**3. The activities of SVN's Board for the first quarter 2025.**

- The Board of Directors' Meeting was held for 1 time.
- The Audit Committee's Meeting was held for 1 time.
- The Selection Committee's Meeting was held for 1 time.
- The 01st Ordinary Meeting of SVN's Board of Directors for the year 2025, dated 17/02/2025, the appointment of Mr. Bounthavy SIMMASAY as a new member of the Board of Directors was approved, replacing the previous member whose term had ended.

**4. Remuneration of Members of Board of Directors.**

the allowance to attend a meeting of member of the board of directors of the company who the independent member of the board of directors as follows:

- The Chairman of the board of directors 10,000,000 Kip/1 time.
- The Deputy Chairman of the board of directors 6,600,000 Kip/1 time.
- The member of the board of directors 6,600,000 Kip/1 time.

## VI. Corporate Social Responsibility.

**1. Tax Payment.**

Souvanny Home Center Public Company has strictly taken under the law of the Lao P.D.R. particularly Tax law by performing its obligation to the state such as Value Added Tax, payroll tax, profit tax, etc.

| **The state tax in the First Quarter of 2025** | | | |
|---|---|---|---|
| **No.** | **Details** | **Total value (LAK) 2025** | **Total value (LAK) 2024** |
| 1 | Import Duty | 1,508,259,900 | 1,136,826,600 |
| 2 | Value Added Tax | 7,249,193,348 | 15,958,104,715 |
| 3 | Payroll Tax | 1,796,430,392 | 1,123,400,751 |
| 4 | Consumption tax | 2,089,700 | - |
| 5 | Profit Tax | 8,600,000,000 | - |
| | **Total** | **19,155,973,340** | **18,308,332,252** |

**2. Corporate Social Responsibility.**

Souvanny Home Center Public Company supported the society such as:

- On February 02 , 2 0 2 5 , Souvanny Home Center Public Company donated 150 square meters of flooring tiles at 14,478,297 LAK to Chomthong Temple, located in Hom Village, Hadxaiyfong District, Vientiane Capital.




- On Monday, February 10, 2025, in Vientiane Capital – Souvanny Home Center Public Company, a distributor of building materials and home furnishings products, submitted taxes for the year 2024 to the Ministry of Finance worth 114,117,000,000 kip (114 billion kip), an increase of 67.33 percent from 2023.




- On February 22, 2025, Souvanny Home Center Public Company supported the government of Pakse City, Champasak Province, to decorate the public roads. As part of the support, Souvanny's logo will be displayed for one year along the main road on 10 lamp posts, with a total sponsorship value of 44,200,000 LAK.

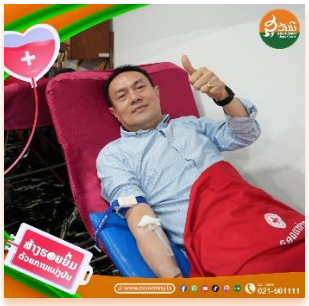



- On March 13–14, 2025 Souvanny Home Center Public Company together with Suppliers, organized a seminar in Luang Prabang Province with participants from design and construction companies and artisans. The seminar was held at the

Luang Prabang Provincial Conference Hall to provide knowledge about new innovative products, proper use, and professional installation.



- Souvanny Home Center together to donate Blood to the Lao Red Cross to help a patient who needs blood, held on the 18 th of March 2025 , with over 100 participants. Of these, 86 donors met the eligibility criteria and successfully donated blood, resulting in a total of 86 bags collected.







## VII. Body's Management Policy.

The company has internal policies to manage the body by applying the Management Standard under the ISO 9001-version 2015, Using the store's standard for servicing and the computer system with effective software in order to control and approve following the work procedures under the internal and external audit team and also utilizing the Closed-circuit television to control the mistakes that might occur to the company.




**Cert No. 75Q17255**

## VIII. Risk Management Policy.

The Business on distributing the Construction Materials has the main risks last year following;

1. Customer's debt
2. Money Exchange rate
3. The direct and indirect costs are higher
4. And threats

We systemically manage risks the detail is below;

- On the term of managing the Customer's debt, we have used approval mechanics by carefully considering giving credits and determining the suitable credit value to customers
- On the Money Exchange rate, we accurately import the products under the Lao Law, so that we are able to buy the currency from the bank;
- On the term of Disease Epidemics such as COVID-19, We have applied the SOUVANNY APP that Customer can select and buy our products on ONLINE and on OFFLINE, we have set the prevention measure of Social distancing, wearing the mask, check temperature before entering the showroom and we have provided hand cleaning gel the entrance and many points around the showroom.

- In terms of threats such as Floods, Fires, storms, earthquakes also, we have bought the insurance for each branch to cover every situation that may arise;

**Chief Executive Officer**
**Souvanny Home Center Public Company**

**Waddana SOUKHABANDITH**