SOUVANNY
Home Center

THE THIRD QUARTER REPORT 2023



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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.

II. Financial Status and Business Operation Result for the third quarter 2023

1. **Revenue:**
   - Total revenue of the third quarter of 2023 was equivalent to LAK 194,142 million, compared to the same period of the last year, an increase of LAK 33,030 million or equal to 20.50% due to increased new products to meet customers' needs.

   - Total revenue for the nine months of 2023 was equivalent to LAK 566,709 million, compared to the same period of the previous year, an increase of LAK 96,006 million or equal to 20.40% due to increased new products to meet customers' needs and has organized promotions to encourage customers to be more interested in the service.

2. **Expenses:**
   - Total expenses of the third quarter of 2023 were equivalent to LAK 32,469 million, compared to the same period of the last year, an increase of LAK 5,132 million or equal to 18.78% due to the increase in sales and administrative expenses and including expenditures on sale promotion.

   - Total expenses for the nine months of 2023 were equivalent to LAK 89,468 million, compared to the same period of the previous year, an increase of LAK 17.134 million or equal to 23.69% due to the rise of administrative expenses and fixed assets increase from expanding new branches, it was a reason that depreciation charges increased respectively.

3. **Net Profit:**
   - Total net profit of the Third quarter of 2023 was equivalent to LAK 10,917 million.
   - Total net profit for the nine months of 2023 was equivalent to LAK 46,949 million.

4. **Asset:**
   - Total assets of September 30, 2023, were equivalent to LAK 1,650,936 million compared to December 31, 2022, which increased by LAK 258,254 million, or equal to 18.54% due to the increase of inventory, there are non-current assets increased due to the expansion of new branches that are being built both in the Vientiane capital and other provinces and other current assets have increased accordingly.
5. **Liabilities:**
   - Total liabilities of September 30, 2023, were equivalent to LAK 263,938 million compared to December 31, 2022, which increased by LAK 20,345 million. or equal to 8.35% due to the increase of non-current liabilities from the issuance of the debentures for expanding new branches to rise the source of goods supply to customers and It will be a source of income for the company in the future.

6. Equity:

- Total equity of September 30, 2023, was equivalent to LAK 1,386,998 million compared to December 31, 2022, it increased by LAK 237,909 million, or equal to 20.70% 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 7 branches. 3 branches in Vientiane and 4 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

2. Contact Information

- Tel: (+856-21) 415645 / 021 561111
- Whatsapp: (+856-21) 262984
- E-mail: Souvanny@souvanny.la
- Website: www.souvanny.la

IV. Securities and Shareholders 2023

➢ **Registered Capital**

The Company has paid registered capital of LAK 330 billion on 30 September of 2023, as the ordinary shares of 165,000,000 with par value at LAK 2,000 per share.

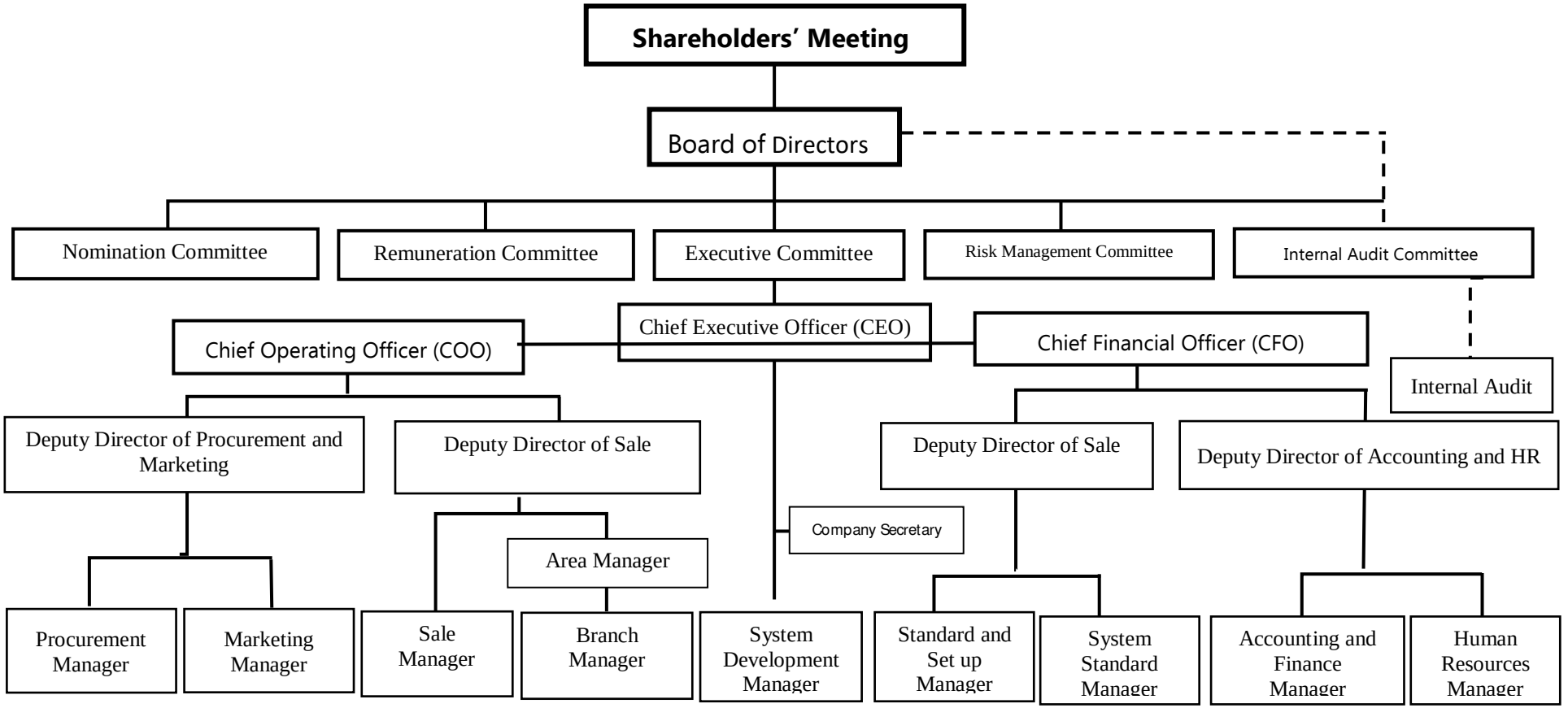
➢ **Shareholders.**

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



Mr. Xayphone KONGMANILA, Ph.D
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)



Mrs. Khamkhai LORVANXAY
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 third quarter 2023	- Attended General shareholder's meeting for 1 time - Attended the Board Of Directors' Meetiong for 3 times. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting for 1 time.

2. Mr. Xayphone KONGMANILA Assoc. Prof.Dr.



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 third quarter 2023	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 times. - Attended the Audit Committee's Meeting for 3 times.

3. M

3. 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. CEO of SVN.
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 times. - Attended the Audit Committee's Meeting for 3 times. - Attended the Remuneration Committee's Meeting 1 time. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting 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 - 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 third quarter 2023	- Attended the Board Of Directors' Meetiong 1 time.

5. Mrs. Khamkhai LORVANHXAI



Date of Birth	21/08/1978
Nationality	Lao
Education Background	Degree of Business Administration, Settha Business Administration College, Laos.
Positions	Member of Board of Directors of SVN
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time - Attended the Board Of Directors' Meetiong 3 times.

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. Deputy Chief Executive Officer- Business Development of Siam Global House PCL.
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time - Attended the Board Of Directors' Meetiong 3 times.

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. Deputy Chief Executive Officer of Financial and Accounting of Siam Global House PCL
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time - Attended the Board Of Directors' Meetiong 3 times.

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. Chief financial officer Of SVN (CFO)
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 times. - Attended the Audit Committee's Meeting for 3 times. - Attended the Remuneration Committee's Meeting 1 time. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting 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. Chief operating officer Of SVN (COO)
Attendance at various meeting in third quarter 2023	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 2 times. - Attended the Audit Committee's Meeting for 2 times. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting 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 six-month 2023

- The General Shareholder's Meeting of 2022 was held for 1 time.
- The Board of Directors' Meeting was held for 3 times.
- The Audit Committee's Meeting was held for 3 times.
- The Remuneration Committee's Meeting was held for 1 time.
- The Nomination Committee's Meeting was held for 1 time.
- The Risk Management Committee's Meeting was held for 1 time.

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 6,500,000 Kip/1 time.
- The Deputy Chairman of the board of directors 4,300,000 Kip/1 time.
- The member of the board of directors 4,300,000 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 Third Quarter

No.	Details	Total value (LAK) 2023	Total value (LAK) 2022
1	Import Duty	585,682,900	366,449,172
2	Value Added Tax	13,613,039,560	11,069,822,811
3	Payroll Tax	874,688,145	479,171,445
4	Consumption tax	-	-
5	Profit Tax	-	-
	Total	**15,073,410,605**	**11,915,443,428**

The state tax in the Nine-Month

No.	Details	Total value (LAK) 2023	Total value (LAK) 2022
1	Import Duty	2,137,059,300	1,874,387,445
2	Value Added Tax	40,084,590,913	32,357,684,584
3	Payroll Tax	2,186,019,480	1,198,184,351
4	Consumption tax	6,320,800	2,545,500
5	Profit Tax	6,001,697,500	10,000,000
	Total	**50,415,687,993**	**35,442,801,880**

2. Corporate Social Responsibility.

Souvanny Home Center Public Company supported the society such as:

- Souvanny Home Center together to donate Blood to the Lao Red Cross to help a patient who needs blood, held on the 12th of June 2023.



- On August 5, 2023, Souvanny Home Center Public Company donated consumables and medicines to help flood victims in Phonthong Village, Nong Hang Village, and others in Khounkham District, Khammouan Province the total amount is 10,000,000 kip.



- On August 3, 2023, Souvanny Home Center Public Company (Pakse Branch) gave sports shirts to the Vang Tao customs Checkpoint, which was represented by the manager of the Pakse branch to hand over and received by the head of the vehicle release control department with his board.



3. The outstanding work of the company in brief for the nine months of 2023

- On January 23, 2023, Souvany Home Center Public Company received the 2022 Outstanding Business Leader Award from the Industry and Commerce Council held at the National Assembly Hall in Vientiane under the chairmanship of His Excellency Mr. Sonxay SIPHANDON, The Prime Miniter of Lao PDR and the event was honored to hand over the award by Mr. Malaithong KOMMASITH, Minister of Industry and Trade, and was honored receive by Mr. Waddana SOUKHABANDITH, Chief Executive Officer of Souvanny Home Center Public Company.





- On April 5, 2023, Souvanny Home Center Public Company received the award and certificate of "Best Tax Compliant Enterprise in 2022" from the Ministry of Finance, Department of Taxes, given by Mr. Santipharb PHOMVIHARN, Minister of Finance, and received by Mr. Phannola SOUKHABANDITH, Chief Financial Officer of Souvanny Home Center Public Company.



- On June 09, 2023, Souvanny Home Center Public Company held the First Trading Day of Corporate Bond officially on the 8th floor of the Lao Security Exchange Building, the ceremony was honored by Mrs. Khankaew LARMANEENGAO, Deputy Governor of the Bank of the Lao PDR attended, At the same time Mr. Suphak THINXAYPHON, Director of the Lao Security Exchange, and Mr. Somchit INTHAMITH, Chairman of the Board of Directors of Souvanny Home Center public company, also gave the honor to share their opinions and give opening remarks as well.



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. Disease Epidemics
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