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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

1. Revenue:

- Total revenue of the third quarter of 2024 was equivalent to LAK 205,433 million, compared to the same period of the previous year, an increase of LAK 11,291 million or equal to 5.82% due to increased new products to meet the customers' needs

- Total accumulated revenue for the 9 months of 2024 was equivalent to LAK 662,313 million, compared to the same period of the previous year, an increase of LAK 95,604 million or equal to 16.87% due to the increase in new products to meet the customers' needs and organizing the sale promotions to encourage customers to be more interested in the service.

2. Expenses:

- Total expenses of the third quarter of 2024 were equivalent to LAK 39,834 million, compared to the same period of the previous year, an increase of LAK 7,366 million or equal to 22.69 % due to the increase in sales and administrative expenses
- Total accumulated expenses of the 9 months of 2024 were equivalent to LAK 115,276 million, compared to the same period of the previous year, an increase of LAK 25,809 million or equal to 28.85% due to the rise of sales and administrative expenses and including expenditures on sale promotion.

3. Net Profit:

- Total net profit of the third quarter of 2024 was equivalent to LAK 15,621 million.
- Total-net profit of the 9 months of 2024 was equivalent to LAK 47,036 million.

4. Asset:

- Total assets on September 30, 2024, were equivalent to LAK 1,912,113 million compared to December 31, 2023, which increased by LAK 105,760 million, or equal to 5.85 %, due to the increase of inventory and 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 on September 30, 2024, were equivalent to LAK 312,110 million compared to December 31, 2023, which increased by LAK 20,466 million or equal to 7.02%, due to the increase of current liabilities from the bank overdraft and short-term borrowings from financial institutions for expanding new branches to be the source of goods supply to customers and to be a source of income for the company in the future.

6. Equity:

- Total equity on September 30, 2024, was equivalent to LAK 1,600,002 million compared to December 31, 2023, it increased by LAK 85,293 million or equal to 5.63%, 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, phonesavangnuea village, Kaisone Phomvihan City, Savannakhet Province. Tel: 041 215858

2. Contact Information

- Tel: (+856-21) 415645 / 021 561111
- Whatsapp: (+856-20) 96 935 223
- E-mail: Souvanny@souvanny.la
- Website: www.souvanny.la

IV. Securities and Shareholders 2024

➢ **Registered Capital**

The Company has paid registered capital of LAK 330 billion on 30 September of 2024, as the ordinary shares of 165,000,000 with par value at LAK 2,000 per share.

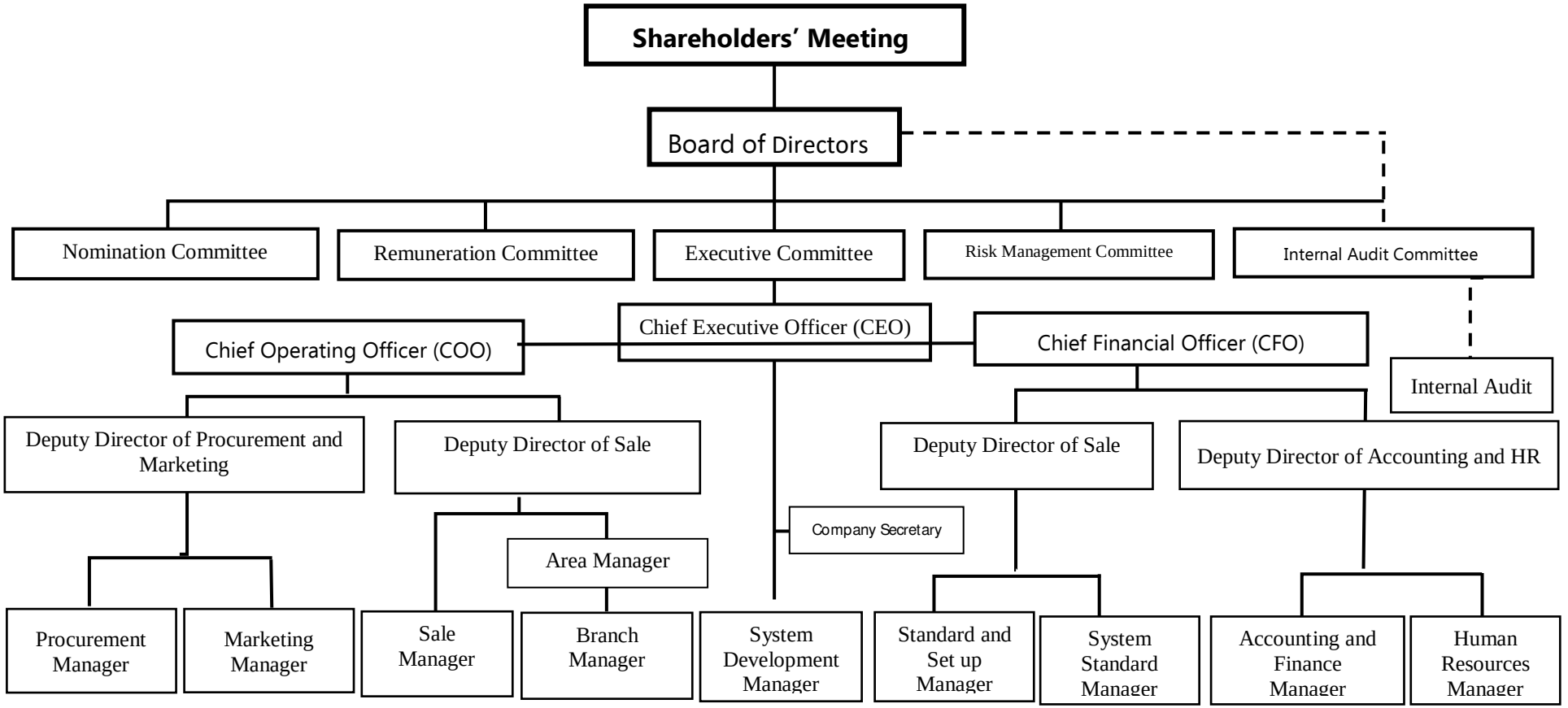
➢ **Shareholders.**

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)



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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board of Directors' Meeting for 3 times. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting 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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time. - Attended the Audit Committee's Meeting for 3 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. CEO of SVN.
Attendance at various meeting in the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time. - Attended the Audit Committee's Meeting for 2 time. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting for 1 time. - Attended the Remuneration Committee's Meeting 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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time. - Attended the Remuneration Committee's Meeting 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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time.

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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 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. Deputy Chief Executive Officer of Financial and Accounting of Siam Global House PCL
Attendance at various meeting in the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 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. Chief financial officer Of SVN (CFO)
Attendance at various meeting in the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time. - Attended the Audit Committee's Meeting for 3 time. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting for 1 time. - Attended the Remuneration Committee's Meeting 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 the Nine-month 2024	- Attended General Shareholder's Meeting for 1 time. - Attended the Board Of Directors' Meetiong for 3 time. - Attended the Audit Committee's Meeting for 3 time. - Attended the Nomination Committee's Meeting for 1 time. - Attended the Risk Management Committee's Meeting for 1 time. - Attended the Remuneration Committee's Meeting 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 Nine-month 2024

- The General Shareholder's Meeting of 2023 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 Nomination Committee's Meeting was held for 1 time.
- Attended the Risk Management Committee's Meeting for 1 time.
- Attended the Remuneration Committee's Meeting 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 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 4,400,000 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 of 2024			
No.	**Details**	**Total value (LAK) 2024**	**Total value (LAK) 2023**
1	Import Duty	1,040,043,272	585,682,900
2	Value Added Tax	20,970,732,297	13,613,039,560
3	Payroll Tax	1,458,762,453	874,688,145
4	Consumption tax	39,540,800	-
5	Profit Tax	9,782,859,692	-
	Total	**33,291,938,514**	**15,073,410,605**

The state tax in the Nine-month of 2024			
No.	**Details**	**Total value (LAK) 2024**	**Total value (LAK) 2023**
1	Import Duty	3,150,463,272	2,137,059,300
2	Value Added Tax	57,869,953,350	40,084,590,913
3	Payroll Tax	3,955,766,754	2,186,019,480
4	Consumption tax	39,540,800	6,320,800
5	Profit Tax	10,782,859,692	6,001,697,500
	Total	**75,798,583,868**	**50,415,687,993**

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 11th of September 2024.



- On 02nd August 2024, Souvanny Home Center Public Company gave the safety shoes used in the fire rescue work to the Capital Rescue Association 1624 to serve in rescue work with a total value of 5,000,000 kips.



- On 28th August 2024, Souvanny Home Center Public Company gave 50 sets of primary education textbooks to the Association of Disabled People of Lao PDR for use in students' studies with a total value of 8,520,000 kips.



- On 26-27 August 2024, Souvanny Home Center Public Company gave learning materials, student clothes, sports equipment, and musical equipment to 6 primary schools in Muen and Mad districts at a total value of 60,000,000 kips.



- On 14th September 2024, Souvanny Home Center Public Company gave 100 sets of food, beverage, and medicine aid with a total value of 20,500,000 kips to alleviate the suffering of flood victims in Luang Namtha through the Capital Rescue Association 1624.



3.The outstanding Work of the company in brief of the first Six-month 2024

- On February 21, 2024, Mr. Waddana SOUKHABANDITH, Chief Executive Officer (CEO) of Souvanny Home Center Public Company participated in the Award Hand-over ceremony and represented to receive awards and appreciation certificates, this prestigious award was given by Mr. Santipharb PHOMVIHARN, Minister of Finance.



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.

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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