Lao ASEAN Leasing Public Company

Financial statements (Unaudited)

For quarter III ended 30 September 2022

Lao ASEAN Leasing Public Company

CONTENTS

	Pages
Interim statement of profit or loss	2
Interim statement of comprehensive income	3
Interim statement of financial position	4
Interim statement of changes in equity	5
Interim statement of cash flows	6
Notes to the interim financial statements	7 - 19

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF PROFIT OR LOSS
for Quarter III ended 30 September 2022

	Notes	*For Quarter III ended 30 Sep 2022 LAK*	*For Quarter III ended 30 Sep 2021 LAK*
Interest income calculated using effective interest method		85,834,975,044	38,379,419,451
Other interest and similar income		11,762,768,867	3,639,769,280
Interest expenses calculated using effective interest method		-	(134,503,425)
Net interest income	**4**	**97,597,743,911**	**41,884,685,306**
Fees and commission income		-	-
Fees and commission expense	5	(4,186,880,821)	(2,249,019,454)
Net fees and commission income		**(4,186,880,821)**	**(2,249,019,454)**
Net foreign exchange gain		-	571,948,074
Other operating income	6	824,310,743	1,069,311,683
NET OPERATING INCOME		**94,235,173,833**	**41,276,925,609**
Personnel expenses	7	(12,840,718,417)	(10,477,453,184)
Depreciation of property and equipment	13	(335,293,654)	(249,229,119)
Other operating expenses	8	(10,870,045,445)	(8,107,837,321)
TOTAL OPERATING EXPENSES		**(24,046,057,516)**	**(18,834,519,624)**
PROFIT BEFORE TAX		**70,189,116,317**	**22,442,405,986**
Current profit tax expense	17	-	-
NET PROFIT FOR THE PERIOD		**70,189,116,317**	**22,442,405,986**

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF COMPREHENSIVE INCOME
for Quarter III ended 30 September 2022

	Notes	*For Quarter III ended 30 Sep 2022 LAK*	*For Quarter III ended 30 Sep 2021 LAK*
NET PROFIT FOR THE PERIOD		**70,189,116,317**	**22,442,405,986**
Other comprehensive income		-	-
TOTAL OTHER COMPREHENSIVE INCOME FOR THE PERIOD		-	-
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX		**70,189,116,317**	**22,442,405,986**
Earnings per share			
Basic, profit for the period attributable to ordinary equity holders	18	233	74

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF FINANCIAL POSITION
For Quarter III ended 30 September 2022

	Notes	30 Sep 2022 LAK	31 December 2021 LAK
ASSETS			
Current assets			
Cash and cash equivalents	9	150,114,299,316	81,964,873,900
Deposit with Bank of the Lao PDR ("BOL")	10	6,505,339,942	1,968,900,000
Hire purchase receivables – current portion	11	876,448,053,343	701,029,640,354
Other current assets	12	74,178,135,618	18,591,620,393
Total current assets		**1,107,245,828,219**	**803,555,034,647**
Non-current assets			
Hire purchase receivables – non-current portion	11	261,353,322,649	149,230,910,050
Property and equipment and rights-of-use assets	13	4,257,520,278	2,464,006,612
Other non-current assets		1,158,826	1,338,916,081
Total non-current assets		**265,612,001,753**	**153,033,832,743**
TOTAL ASSETS		**1,372,857,829,972**	**956,588,867,390**
LIABILITIES			
Current liabilities			
Statutory obligations	14	117,763,954,203	107,675,829,407
Short-term borrowings	15	-	3,904,187,334
Other current liabilities		8,602,090,453	7,380,336,747
Total current liabilities		**126,366,044,656**	**118,960,353,488**
Non-current liabilities			
Long-term borrowings	15	43,414,203,803	80,347,080,421
Due to other parties		1,316,180,748	1,316,180,748
Total non-current liabilities		**44,730,384,551**	**81,663,261,169**
TOTAL LIABILITIES		**171,096,429,207**	**200,623,614,657**
EQUITY			
Registered paid-up capital	19	30,150,000,000	30,150,000,000
Share premium	19	155,497,646,314	155,497,646,314
Other capital		290,000,000	290,000,000
Retained earnings		1,015,823,754,451	570,027,606,419
TOTAL EQUITY		**1,201,761,400,765**	**755,965,252,733**
TOTAL LIABILITIES AND EQUITY		**1,372,857,829,972**	**956,588,867,390**

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF CHANGES IN EQUITY
For Quarter III ended 30 September 2022

	Registered paid-up capital LAK	*Share premium LAK*	*Other capital LAK*	*Retained earnings LAK*	*Total LAK*
Balances as at 1/1/2022	30,150,000,000	155,497,646,314	290,000,000	570,027,606,419	755,965,252,733
Profit for the year	-	-	-	375,607,031,712	375,607,031,712
Balances as at 30/06/2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**945,634,638,131**	**1,131,572,284,445**
Profit for the period	-	-	-	70,189,116,317	70,189,116,317
Balances as at 30/9/2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,015,823,754,448**	**1,201,761,400,762**

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF CASH FLOWS
For Quarter III ended 30 September 2022

	Notes	*For Quarter III ended 30 Sep 2022 LAK*	*For Quarter III ended 30 Sep 2021 LAK*
OPERATING ACTIVITIES			
Profit before tax		**70,189,116,319**	**22,442,405,986**
Adjustments for:			
Depreciation and amortization charges	18	1,165,246,779	(162,240,775)
Change in allowance for impairment losses		-	-
Interest expenses		-	-
Net foreign exchange (gain)/loss		-	(16,879,867,895)
Change in operating assets			
Net change in hire purchase receivable		67,498,995,714	(34,346,159,736)
Net change in loan to related parties		-	5,233,900,000
Net change in other assets		(46,602,215,696)	(13,694,987,423)
Change in operating liabilities			
Net change in other liabilities		(41,521,744,513)	*13,893,263,491*
Interest paid		(4,720,668,383)	-
Profit tax paid		-	-
Net cash flows from operating activities		**46,008,730,220**	**(28,747,586,352)**
INVESTING ACTIVITIES			
Acquisitions of property and equipment		(1,040,935,125)	-
Net cash flows used in investing activities		**(1,040,935,125)**	-
FINANCING ACTIVITIES			
Borrowing drawdown		-	-
Borrowing repayment		-	-
Net cash flows from/(used in) financing activities		-	-
Net change in cash and cash equivalents		**44,967,795,095**	**(28,747,586,352)**
Cash and cash equivalents at the beginning of the year	**14**	**105,146,504,221**	**67,013,172,114**
Cash and cash equivalents at the end of the period	**14**	**150,114,299,316**	**38,265,585,762**

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022

1. CORPORATE INFORMATION

Lao ASEAN Leasing Public Company ("the Company"), formerly known as Lao ASEAN Leasing Company Limited, is a public company incorporated in Lao PDR in accordance with Enterprise Registration No.081/ELSD issued by the Enterprise Licensing and Supervision Department, Ministry of Industry and Commerce on 5 February 2015 and the latest amendment which is Enterprise Registration 0820/ERMO dated 19 April 2022. The Company was granted approval from the Bank of Lao PDR (the "BOL") on 2 February 2015 and the latest amendment on 14 September 2017 for conducting its leasing activities. On 9 September 2019, the Company received the Certificate of Initial Public Offering (IPO) completion issued by Lao Securities Commission Office. The total 301,500,000 shares of the Company (under the ticker "LALCO") have been officially listed on Lao Securities Exchange since 19 August 2019.

The principal business operation of the Company is to provide hire-purchase services through providing credit line for individual and corporate customers to buy motorcycles and cars.

The registered paid-up capital as at 30 Sep 2022 is LAK 30,150,000,000 (30 June 2021 is LAK 30,150,000,000).

The Company's head office is located at 2nd Floor, NNN building, Phonsinuan Village, Sisattanak District, Vientiane Capital, Lao PDR.

Total number of employees of the Company as at 30 Sep 2022 is 513 people (2021: 593 people).

2. BASIS OF PREPARATION

The financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

The Company maintains its accounting records in Lao Kip ("LAK") which is the Company's functional currency and presents its financial statements in Lao Kip.

The Company's fiscal years start on 1 January and end on 31 December.

3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS

The preparation of the Company's financial statements requires management to make estimates and assumptions that affect the reported amount of revenues, expenses, assets and liabilities, and the accompanying disclosures, as well as the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

4. NET INTEREST INCOME

	For Quarter III ended 30 Sep 2022 LAK	*For Quarter III ended 30 Sep 2021 LAK*
Interest income calculated using effective interest method from:		
Hire purchase receivables	85,828,708,000	38,379,419,451
Saving deposit	6,267,044	-
Other interest and similar income	-	3,639,769,280
	85,834,975,044	**42,019,188,731**
Interest expenses calculated using effective interest method for:		
Long-term borrowings	-	(134,503,425)
Other interest and similar expense	-	-
Net interest income	**85,834,975,044**	**41,884,685,306**

5. FEES AND COMMISSION EXPENSE

	For Quarter III ended 30 Sep 2022 LAK	*For Quarter III ended 30 Sep 2021 LAK*
Fees and commission expense for		
Commission fees	1,703,236,190	778,737,956
Car/bike ownership changing fee	1,566,049,000	1,009,267,000
Other fees	917,595,631	461,014,498
	4,186,880,821	**2,249,019,454**

6. OTHER OPERATING INCOME

	For Quarter III ended 30 Sep 2022 LAK	*For Quarter III ended 30 Sep 2021 LAK*
Other operating income	824,310,743	1,069,311,683
	824,310,743	**1,069,311,683**

7. PERSONNEL EXPENSES

	For Quarter III ended 30 Sep 2022 LAK	*For Quarter III ended 30 Sep 2021 LAK*
Wages and salaries	9,839,799,943	8,629,022,440
Other staff costs	3,000,918,473	1,848,430,744
	12,840,718,416	**10,477,453,184**

8. OTHER OPERATING EXPENSES

	For Quarter III ended 30 Sep 2022 LAK	*For Quarter III ended 30 Sep 2021 LAK*
Marketing	543,797,000	0
Petrol	548,282,063	431,296,500
Supplies	283,189,404	1,144,366,404
Legal fees	243,565,660	60,943,000
Repairs and maintenance	2,321,630,473	369,534,530
Utilities	32,402,221	1,244,311,868
Insurance	809,998,616	27,203,614
Transportation and travel	1,181,128,308	920,733,248
Taxes and social insurance obligation	1,897,929,791	1,084,147,749
Rental expenses	945,505,342	1,550,478,603
Consultancy fee	543,797,000	519,106,904
Others	2,062,616,566	755,714,901
	10,870,045,444	**8,107,837,321**

9. CASH AND CASH EQUIVALENTS

	30 Sep 2022 LAK	*31 December 2021 LAK*
Cash on hand	4,151,535,623	1,671,733,603
Demand/saving deposits at banks		
- in LAK	2,665,879,087	4,667,879,091
- in THB	2,036,418,534	603,256,838
- in USD	139,620,809,289	74,929,159,256
- in other currencies	133,810,504	92,845,112
Term deposit with term below 3 months in USD	1,505,846,279	-
Allowance for credit losses	-	-
	150,114,299,316	**81,964,873,900**

10. DEPOSIT WITH BANKs

	30 Sep 2022 LAK	*31 December 2021 LAK*
Registered capital reserve		
- in LAK	1,968,900,000	1,968,900,000
- Term deposits at banks	4,536,439,942	-
Allowance for credit losses	-	-
	6,505,339,942	**1,968,900,000**

Under regulations of the BOL, the Company is required to maintain a minimum balance of special deposit at the BOL which is at least 5% of the Company's registered capital and upon the notice of request from the BOL from time to time. This balance earns no interest.

11. HIRE PURCHASE RECEIVABLES

11.1 Hire purchase receivables

	30 Sep 2022 LAK	*31 December 2021 LAK*
Hire purchase receivables	1,248,104,345,869	917,063,873,483
Allowance for impairment losses	(110,302,969,877)	(66,803,323,079)
	1,137,801,375,990	**850,260,550,404**
In which:		
Current portion	*876,448,053,343*	*701,029,640,354*
Non-current portion	*261,353,322,647*	*149,230,910,050*

Title of the goods is only transferred completely to the purchaser after the complete settlement of principal and interest. Each receivable is guaranteed by a third party who will be responsible for the payment in case the purchaser defaults.

11. HIRE PURCHASE RECEIVABLES (continued)

11.1 *Hire purchase receivables* (continued)

Interest rates for hire purchase receivables during the period are as follows:

	2022 % per month	*2021 % per month*
Hire purchase receivables from car product	0.00 - 5.15	0.00 - 5.15
Hire purchase receivables from bike product	1.80 - 10.00	1.80 - 10.00

Analysis by term

	30 Sep 2022 LAK	*31 December 2021 LAK*
Short term	345,128,137,595	208,073,652,720
Medium term	831,593,439,756	649,975,864,727
Long term	71,382,768,517	59,014,356,036
	1,248,104,345,869	**917,063,873,483**

Analysis by currency

	30 Sep 2022 LAK	*31 December 2021 LAK*
Hire purchase receivables denominated in LAK	23,406,546,526	17,053,216,717
Hire purchase receivables denominated in USD	1,147,251,655,461	851,667,268,695
Hire purchase receivables denominated in THB	77,446,143,881	48,343,388,071
	1,248,104,345,869	**917,063,873,483**

11.2 *Allowance for impairment losses*

The table below shows the credit quality and maximum exposure to credit risk based on the Company's stage classification. The amounts presented are gross of impairment allowances:

	30 Sep 2022			
Internal rating grade (Number of DPD)	*Stage 1 Collective LAK*	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
0 DPD	534,138,115,033	-	-	534,138,115,033
1 - 89 DPD	-	360,175,746,325	-	360,175,746,325
90+ DPD	-	-	353,790,484,510	353,790,484,510
	534,138,115,033	**360,175,746,325**	**353,790,484,510**	**1,248,104,345,869**

11. HIRE PURCHASE RECEIVABLES (continued)

11.2 Allowance for impairment losses (continued)

	31 December 2021			
Internal rating grade (Number of DPD)	*Stage 1 Collective LAK*	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
0 DPD	480,828,726,321	-	-	480,828,726,321
1 - 89 DPD	-	201,040,737,812	-	201,040,737,812
90+ DPD	-	-	235,194,409,350	235,194,409,350
	480,828,726,321	**201,040,737,812**	**235,194,409,350**	**917,063,873,483**

11. HIRE PURCHASE RECEIVABLES (continued)

11.2 Allowance for impairment losses (continued)

A reconciliation of changes in the gross carrying amount is as follows:

	Stage 1 Collective LAK	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
Gross carrying amount as at 01/01/2021	**394,970,636,914**	**100,437,967,739**	**164,428,084,406**	**659,836,689,059**
Movement	85,858,089,407	100,602,770,073	70,766,324,944	257,227,184,424
Gross carrying amount as at 31/12/2021	**480,828,726,321**	**201,040,737,812**	**235,194,409,350**	**917,063,873,483**
Movement	53,309,388,712	159,135,008,513	118,596,075,160	331,040,472,386
Gross carrying amount as at 30/9/2022	**534,138,115,033**	**360,175,746,325**	**353,790,484,510**	**1,248,104,345,869**

A reconciliation of changes in the corresponding ECL allowances is as follows:

	Stage 1 Collective LAK	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
ECL allowances as at 01/01/2021	**874,502,455**	**3,042,771,791**	**38,378,554,185**	**42,295,828,431**
Movement	379,312,294	3,966,843,382	20,161,338,972	24,507,494,648
ECL allowances as at 31/12/2021	**1,253,814,749**	**7,009,615,173**	**58,539,893,157**	**66,803,323,079**
Movement	321,432,197	8,550,250,818	34,627,963,783	43,499,646,798
ECL allowances as at 30/9/2022	**1,575,246,946**	**15,559,865,991**	**93,167,856,940**	**110,302,969,877**

12. OTHER ASSETS

	30 Sep 2022 *LAK*	*31 December 2021* *LAK*
Advances to related parties (Note 20)	59,272,805,560	12,198,471,068
Dividend tax advance	1,487,761,490	1,487,761,490
Other advances	9,912,468,204	1,023,296,577
Rental prepayment	1,768,047,673	2,359,759,843
Others	1,737,052,690	1,522,331,415
	74,178,135,617	**18,591,620,393**

13. PROPERTY AND EQUIPMENT AND RIGHT-OF-USE ASSETS

Movements of property and equipment for Quarter III ended 30 Sep 2022 are as follows:

	Vehicles *LAK*	*Furniture and fixtures* *LAK*	*Computer equipment* *LAK*	*Right of Use assets*	*Total* *LAK*
Cost					
As at 1 January 2022	4,369,517,343	845,988,120	4,085,602,652	-	9,301,108,115
Additions	-	402,559,695	387,980,027	830,463,467	1,621,003,189
Transfer from Construction in Progress	-	-	1,337,757,255	-	1,337,757,255
As at 30 Sep 2022	**4,369,517,343**	**1,248,547,815**	**5,811,339,934**	**830,463,467**	**12,259,868,559**
Accumulated depreciation					
As at 1 January 2022	4,104,215,186	398,947,054	2,333,939,263	-	6,837,101,503
Charge for the period	62,299,755	122,652,771	762,180,682	218,113,570	1,165,246,778
As at 30 Sep 2022	**4,166,514,941**	**521,599,825**	**3,096,119,945**	**218,113,570**	**8,002,348,281**
Net book value					
As at 1 January 2022	**265,302,157**	**447,041,066**	**1,751,663,389**	-	**2,464,006,612**
As at 30 Sep 2022	**203,002,402**	**726,947,990**	**2,715,219,989**	**612,349,897**	**4,257,520,278**

14. PROPERTY AND EQUIPMENT AND RIGHT-OF-USE ASSETS (continued)

Movements of property and equipment for the year ended 31 December 2021 are as follows:

	Vehicles	*Furniture and fixtures*	*Computer equipment*	*Total*
	LAK	*LAK*	*LAK*	*LAK*
Cost				
As at 1 January 2021	4,369,517,343	578,433,347	2,935,433,845	7,883,384,536
Additions	-	267,554,773	1,150,168,807	1,417,723,579
As at 31 Dec 2021	**4,369,517,343**	**845,988,120**	**4,085,602,652**	**9,301,108,115**
Accumulated depreciation				
As at 1 January 2021	3,963,444,172	287,953,011	1,403,872,963	5,655,270,147
Charge for the year 2021	140,771,014	110,994,043	930,066,300	1,181,831,355
As at 31 Dec 2021	**4,104,215,186**	**398,947,054**	**2,333,939,263**	**6,837,101,503**
Net book value				
As at 1 January 2021	**406,073,171**	**290,480,336**	**1,531,560,882**	**2,228,114,389**
As at 31 Dec 2021	**265,302,157**	**447,041,066**	**1,751,663,389**	**2,464,006,612**

15. STATUTORY OBLIGATIONS

	30 Sep 2022	*30 Sep 2021*
	LAK	*LAK*
Personal income taxes	404,976,126	404,976,126
Foreign contractor withholding taxes	3,365,452,120	2,547,423,695
Profit tax (*)	103,595,379,977	100,754,974,653
Other	10,499,104,047	3,968,454,933
	117,763,954,204	**107,675,829,407**

16. BORROWINGS

Borrowings as at 30 Sep 2022 are as follows:

Lender	*30 Sep 2022*	*30 Sep 2021*
	LAK	*LAK*
Banque Franco-Lao Bank	-	3,904,187,334
Varteni Investment Limited	43,414,203,804	80,347,080,421
	43,414,203,804	**84,251,267,755**
In which:		
Current portion	-	*3,904,187,334*
Non-current portion	*43,414,203,804*	*80,347,080,421*

17. PROFIT TAX

In accordance with the Law on Profit Tax No.67/NA dated 18 June 2019 (replaced the Tax Law No.70/NA) which is effective for the periods from 1 January 2020, profit tax ("PT") rate at 13% applies to the listed companies in LSX for a period of four years commencing from listed date and at 20% for the subsequent years. Accordingly, the Company's PT rate for the years from 2020 to 2022 is 13%.

Because the application of tax laws and regulations in many types of transactions is susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities.

18. EARNINGS PER SHARE

Basic Earnings per share ("EPS") is calculated by dividing the profit for Quarter III ended attributable to ordinary equity holders by the weighted average number of ordinary shares outstanding during the period.

The following table reflects the income and share data used in the basic EPS calculations:

	30 Sep 2022 *LAK*	*31 December 2021* *LAK*
Profit attributable to ordinary equity holders	70,189,116,317	231,980,130,566
Weighted average number of ordinary shares	301,500,000	301,500,000
Earnings per share	233	769

19. PAID UP CAPITAL

19.1 Ordinary shares

	30 Sep 2022		*30 Dec 2021*	
	Quantity	*Amount (LAK)*	*Quantity*	*Amount (LAK)*
Authorized shares				
Issued and paid-up shares				
Ordinary shares	301,500,000	30,150,000,000	301,500,000	30,150,000,000
Closing balance	**301,500,000**	**30,150,000,000**	**301,500,000**	**30,150,000,000**

On 9 September 2019, the Company received the Certificate of Initial Public Offering ("IPO") completion issued by Lao Securities Commission Office, according to which the Company has completed IPO process where 60,300,000 shares with par value of LAK 100 per share and selling prices of LAK 2,700 per share were issued.

The total 301,500,000 shares of the Company (under the ticker "LALCO") have been officially listed on Lao Securities Exchange since 19 August 2019. The par value of each share is LAK 100.

Details of owners' capital contribution are as below:

	30 Sep 2022		*30 Dec 2021*	
	Total (mLAK)	*Number of ordinary shares*	*Total (mLAK)*	*Number of ordinary shares*
O International Ltd. (i)	6,170,270	61,702,700	61,702,700	61,702,700
LALCO Holdings Pte Ltd. (ii)	23,617,480	236,174,800	236,174,800	236,174,800
Other public investors	362,250	3,622,500	3,622,500	3,622,500
	30,150,000	**301,500,000**	**301,500,000**	**301,500,000**

(i) O International Ltd. is a limited liability company incorporated in Cayman Islands in accordance with Company Registration No. 293031 issued on October 2014. The principal business operations of the O International Ltd. are investment, immovable industry and provision of consulting and financing services.

(ii) LALCO Holdings Pte Ltd. is a limited liability company incorporated in Singapore in accordance with Company Registration No. 201542276K issued on December 2015. The principal business operations of the LALCO Holdings Pte Ltd. are provision of management, technology and business support services and investment holding business.

19.2 Shares premium

Share premium resulted from the IPO amounting to LAK 155,497,646,314 is the difference between the issue price (LAK 162,810,000,000) and the par value of the shares (LAK 6,030,000,000) after deducting share issuing cost (LAK 1,282,353,686).

20. RELATED PARTY TRANSACTIONS

Related party transactions include all transactions undertaken with other parties to which the Company is related. A party is related to the Company if:

(a) directly, or indirectly through one or more intermediaries, the party:
- controls, is controlled by, or is under common control with, the Company (this includes parents, subsidiaries and fellow subsidiaries);
- has an interest in the Company that gives it significant influence over the Company; or
- has joint control over the Company.

(b) the party is a joint venture in which the Company is a venture;

(c) the party is a member of the key management personnel of the Company or its parent;

(d) the party is a close member of the family of any individual referred to in (a) or (c);

(e) the party is an entity that is controlled, jointly controlled or significantly influenced by, or for which significant voting power in such entity resides with, directly or indirectly, any individual referred to in (c) or (d); or

(f) the party is a post-employment benefit plan for the benefit of employees of the Company, or of any entity that is a related party of the Company.

Related parties	*Relationship*
O International Ltd.	Shareholder
Bluebird Co., Ltd.	Shareholder before 1 January 2018
BBHD Co., Ltd.	Shareholder before 1 January 2018
Lalugo Group Hotel Sole Co., Ltd	Owned by the former General Director and member of Board of Directors
Laluco Hotel 1 Sole Co., Ltd	Owned by the former General Director and member of Board of Directors
Mekong Finance	Owned by the former General Director
Pawn shop number one Individual Enterprise	Affiliate

20. RELATED PARTY TRANSACTIONS

20.1 Significant balances with related parties

20.1.1 Advance to related parties (Note 17)

	30 Sep 2022 LAK	*31 December 2021 LAK*
Pawn Shop Number One Individual Enterprise	58,242,334,643	11,262,781,250
Lalugo Group Hotel Sole Co., Ltd	55,368,817	5,589,818
Bluebird Co., Ltd .	930,100,000	930,100,000
Mekong Finance	45,002,100	-
	59,272,805,560	**12,198,471,068**

Mr. Shingo Yamanaka
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 November 2022