Lao People's Democratic Republic
Peace Independent Democracy Unity Prosperity

LALCO
LAO ASEAN LEASING PUBLIC COMPANY

No. .....9.103.....

Vientiane Capital, Date. May 23th 2023

Invitation

Attn: Shareholders of Lao ASEAN Leasing Public Company

Issue: Invitation to the Annual Shareholders' Meeting for the year 2022

- According to the resolutions of BOD meeting date May 04th 2023 and May 18th 2023

Lao ASEAN Leasing Public Company is honored to invite all shareholders to attend the Annual Shareholders' Meeting for the year 2022 on **June 2nd 2023** at 11:00 AM (registration begins at 10:30 AM) at Lao ASEAN Leasing Public Company at 1st Floor, NNN Building, Bourichane Road, Phonsinuan Village, Sisattanak District, Vientiane Capital, Lao PDR. The meeting agenda is attached in this document.

Lao ASEAN Leasing Public Company notifies to Lao Securities Exchange on May 18th 2023 is closing date of shareholders register book (Record Date) to determine the right of shareholders to attend the Annual Shareholder's Meeting for the year 2022.

Shareholders who get the right can receive the meeting invitation letter (with barcode) and documents in Lao Securities Exchange to identify registered to attend meeting.

Hopefully, you will be well worth the time to attend this meeting.

Your Sincerely,
Member of Board of Director/ General Director

Mr. Yoshihito Oshima

Attachment:

1. Agenda of the Annual Shareholder's Meeting for the year 2022
2. Financial Statement and Annual report of year 2022
3. Business plan of year 2023
4. Proxy Form
5. Instruction for vote
6. Instruction about the documents and evidence to presented prior to attending the meeting
7. CV of Board of Directors
8. Map of Shareholders' Meeting Places

Remarks: All shareholders shall obtain the invitation letter and attachments starting from May 25th 2023, at Lao Securities Exchange Building, 4th Floor, Settlement and Depository Department, T4 Road, Phonthan Nuea Village, Saysetha District, Vientiane Capital, Tel: (856-21) 545 361-4, Fax: (856-21) 545 361-4.

1. For the shareholders who wish to attend the Meeting by yourself, please present the identification card or passport (for foreign shareholders).
2. If the shareholder wishes to appoint a proxy to attend the Meeting and cast votes on your behalf, please complete the information and sign the proxy from attached hereto the proxy who will attend the meeting must present the identification card or passports (for foreign shareholders).
3. If any shareholder wishes to appoint an independent director of the company to attend and cast votes on your behalf, please complete the information and sign the proxy from put a (□) in front of the name of an independent director as provided in the proxy and send to Lao ASEAN Leasing Public Company at the 2nd Floor, NNN Building, Bourichane Road, Phonsinuan Village, Sisattanak District, Vientiane Capital, Lao PDR and please deliver before May 31st 2023.
4. If you have any queries or questions in relation to the proxy and the invitation letter, you have may contact Ms. Louly Leelianou, Tel (856-20) 28037659

Attachement 1

Agenda of the Annual Shareholder's Meeting for the year 2022

Agenda 1	**Consider and Approved for Annual report of company and the Audited Financial Statement of the 2022** **Objective and Rationale:** Pursuant on the article 155 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned "Annual report and Financial Statement shall be approved by the shareholder's meeting' detail as attachment 2. **Board of directors' Opinion:** Agreed to propose the shareholders should approve the company's Annual Report and Financial Statement of year 2022 which audited by external audit. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting.
Agenda 2	**To consider and approve payment of dividends from business results in the past until the end of 2021** **Objective and Rationale:** Pursuant on the article 155 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned "Dividend payment shall be approved by the shareholder's meeting". **Board of directors' Opinion:** According to the meeting of board of directors on August 15, 2022 and the 2022 extraordinary shareholders meeting of the Lao ASEAN Leasing Public Company, the company approved payment of dividends from the results of business operations in the past until the end of 2021 in the amount of 570,027,606,419 kip. As actual implementation, the board of directors agreed to propose to the shareholders' meeting to approve payment of dividends from the past business results until the end of 2021 amounting to 17,185,500,000 kip, dividend per share 57 kip, on June 30, 2023. The rest will be used as business expansion fund. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting.

Agenda 3	**Consider and approve no dividend payment from the business results of 2022 to be used as business funds** **Board of directors' Opinion:** Approve no dividend payment from the business results of 2022 to be used as business funds and propose to the shareholders' meeting for consideration and approval. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting
Agenda 4	**Consider and approve LALCO's business plan for 2023** **Objective and Rationale:** Pursuant on the article 154 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned "Business plan shall be approved by the shareholder's meeting" detail as attachedment 3. **Board of directors' Opinion:** Approve business plan of LALCO for 2023 and present it to the shareholders' meeting for consideration and approval. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting
Agenda 5	**Consider and approve appointment Mr. Yoshihito Oshima to be member of the Board of Director, Chief Executive Officer, Chairman of Remuneration Committee, Chairman of Nomination Committee, Legal Representative (Who's name in Enterprise Register Certificate) and General Director and also acting as Chief Financial Officer replaces Mr. Takuro Nishida.** **Objective and Rationale:** Pursuant on the article 154 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned " Appoitment board of directors or director shall be approved by the shareholder's meeting". **Board of directors' Opinion:** Approved appointment Mr. Yoshihito Oshima to be member of the Board of Director, Chief Executive Officer, Chairman of Remuneration Committee, Chairman of Nomination Committee, Legal Representative (Who's name in Enterprise Register Certificate) and General Director and also acting as Chief Financial Officer replaces Mr. Takuro Nishida and present it to the shareholders' meeting for consideration and approval. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting

Agenda 6	**Consider and approve appointment Mr. Viet Vongthavone to be Chief Operations Officer replaces Mr. Morikawa Kazutaka and be new member of board of directors.** **Objective and Rationale:** Pursuant on the article 154 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned “Appointment board of directors or director shall be approved by the shareholder’s meeting”. **Board of directors’ Opinion:** Approved appointment Mr. Viet Vongthavone to be Chief Operations Officer replaces Mr. Morikawa Kazutaka and be new member of board of directors and present it to the shareholders' meeting for consideration and approval. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting
Agenda 7	**Consider and approve Ernst & Young Lao Co., Ltd to be auditor for Y2023** **Objective and Rationale:** Pursuant on the article 154 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned “Appointment external audit and audit service fee shall be approved by the shareholder’s meeting”. **Board of directors’ Opinion:** Ernst & Young Lao Co. Ltd. has been an external auditor of company for many years, an auditor with experience and understanding company's operating system. Therefore, Board of Directors has confidence and agrees to propose to the meeting to consider and approve the appointment of Ernst & Young Lao Co. Ltd as the auditor in 2023, for the audit service fee is authorize to board of directors consider and approve as appropriate. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting
Agenda 8	**Consider and approve borrowing from domestic banks/others in the amount 10,000,000,000-30,000,000,000 kip and 10,000,000-30,000,000 dollars** **Objective and Rationale:** Pursuant on the article 154 of Enterprises Law Edited version, No.46/Na, date 26 December 2013 concerned “Other rights and duties deemed necessary shall be approved by the shareholder’s meeting”. **Board of directors’ Opinion:** Approved borrowing from domestic banks/others in the amount 10,000,000,000-30,000,000,000 kip and 10,000,000-30,000,000 dollars and approved the authorization to Board of Directors or the person entrust by Board of Directors to be the authorized person to consider and take any action related to this borrowing and will be submitted to the Shareholder’s Meeting for consider and

	approval. **Required vote:** Law on Enterprises stipulates that this agenda must be approved by the vote for more than half of the total votes attending the meeting

Attachement 2.1 Financial statement year 2022

Lao ASEAN Leasing Public Company

STATEMENT OF PROFIT OR LOSS
for the year ended 31 December 2022

	Notes	2022 LAK	2021 LAK
Interest income calculated using effective interest method		320,442,605,434	256,732,697,133
Other interest and similar income		34,553,711,700	15,346,119,135
Interest expenses calculated using effective interest method		(6,282,309,214)	(9,679,244,700)
Net interest income	8	**348,714,007,920**	**262,399,571,568**
Fees and commission income		-	-
Fees and commission expense	9	(14,166,156,446)	(8,398,444,393)
Net fees and commission income		**(14,166,156,446)**	**(8,398,444,393)**
Net foreign exchange gain		483,186,505,648	93,969,529,608
Other operating income	10	22,681,732,053	2,002,072,309
Total operating income		**840,416,089,175**	**349,972,729,092**
Change in allowance for impairment losses	11	(276,226,916,193)	(14,796,083,571)
NET OPERATING INCOME		**564,189,172,982**	**335,176,645,521**
Personnel expenses	12	(51,543,723,005)	(36,770,255,955)
Depreciation of property and equipment	18	(1,851,756,756)	(1,181,831,355)
Other operating expenses	13	(48,528,924,230)	(41,670,268,237)
TOTAL OPERATING EXPENSES		**(101,924,403,991)**	**(79,622,355,547)**
PROFIT BEFORE TAX		**462,264,768,991**	**255,554,289,974**
Current profit tax expense	21	(14,126,318,809)	(23,574,159,408)
NET PROFIT FOR THE YEAR		**448,138,450,182**	**231,980,130,566**

Mr. Yoshihito Oshima
General Director

Mr.Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

4 May 2023

Lao ASEAN Leasing Public Company

STATEMENT OF COMPREHENSIVE INCOME
for the year ended 31 December 2022

	Notes	2022 LAK	2021 LAK
NET PROFIT FOR THE YEAR		**448,138,450,182**	**231,980,130,566**
Other comprehensive income		-	-
TOTAL OTHER COMPREHENSIVE INCOME FOR THE YEAR		-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX		**448,138,450,182**	**231,980,130,566**
Earnings per share			
Basic, profit for the year attributable to ordinary equity holders	22	1,486	769

Mr. Yoshihito Oshima
General Director

Mr.Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

4 May 2023

Lao ASEAN Leasing Public Company

STATEMENT OF FINANCIAL POSITION
as at 31 December 2022

	Notes	31 December 2022 LAK	31 December 2021 LAK
ASSETS			
Current assets			
Cash and cash equivalents	14	189,632,451,441	81,964,873,900
Due from banks	15	7,270,270,037	1,968,900,000
Hire purchase receivables – current portion	16	894,411,700,995	701,029,640,354
Other current assets	17	134,777,156,737	18,591,620,393
Total current assets		**1,226,091,579,210**	**803,555,034,647**
Non-current assets			
Hire purchase receivables – non-current portion	16	140,879,584,041	149,230,910,050
Property and equipment	18	4,602,604,052	2,464,006,612
Other non current assets		1,158,825	1,338,916,081
Total non-current assets		**145,483,346,918**	**153,033,832,743**
TOTAL ASSETS		**1,371,574,926,128**	**956,588,867,390**
LIABILITIES			
Current liabilities			
Statutory obligations	19	95,095,023,156	107,675,829,407
Short-term borowings	20	-	3,904,187,334
Other current liabilities		9,512,905,212	7,380,336,747
Total current liabilities		**104,607,928,368**	**118,960,353,488**
Non-current liabilities			
Long-term borrowings	20	61,547,114,093	80,347,080,421
Due to related parties	24	1,316,180,748	1,316,180,748
Total non-curent liabilities		**62,863,294,841**	**81,663,261,169**
TOTAL LIABILITIES		**167,471,223,209**	**200,623,614,657**
EQUITY			
Registered paid-up capital	23	30,150,000,000	30,150,000,000
Share premium	23	155,497,646,314	155,497,646,314
Other capital		290,000,000	290,000,000
Retained earnings		1,018,166,056,605	570,027,606,419
TOTAL EQUITY		**1,204,103,702,919**	**755,965,252,733**
TOTAL LIABILITIES AND EQUITY		**1,371,574,926,128**	**956,588,867,390**

Mr. Yoshihito Oshima
General Director

Mr.Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

4 May 2023

Lao ASEAN Leasing Public Company

STATEMENT OF CHANGES IN EQUITY
for the year ended 31 December 2022

	Registered paid-up capital LAK	*Share premium LAK*	*Other capital LAK*	*Retained earnings LAK*	*Total LAK*
Balances as at 1 January 2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**338,047,475,853**	**523,985,122,167**
Profit for the year	-	-	-	231,980,130,566	231,980,130,566
Balances as at 31 December 2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**570,027,606,419**	**755,965,252,733**
Profit for the year	-	-	-	448,138,450,186	448,138,450,186
Balances as at 31 December 2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,018,166,056,605**	**1,204,103,702,919**

Mr. Yoshihito Oshima
General Director

Mr.Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

4 May 2023

Lao ASEAN Leasing Public Company

STATEMENT OF CASH FLOWS
for the year ended 31 December 2022

	Notes	2022 LAK	2021 LAK
OPERATING ACTIVITIES			
Profit before tax		**462,264,768,991**	**255,554,289,974**
Adjustments for:			
Depreciation and amortization charges	18	1,851,756,756	1,181,831,355
Change in allowance for impairment losses	11	276,226,916,193	24,507,494,648
Interest expenses		6,282,309,214	9,679,244,700
Net foreign exchange (gain)/loss		(344,457,235,289)	(78,892,840,276)
Change in operating assets			
Net change in hire purchase receivable		(106,629,394,777)	(171,124,394,809)
Net change in loan to related parties		-	5,233,900,000
Net change in other assets		(113,910,275,155)	(7,187,605,727)
Change in operating liabilities			
Net change in due to related parties		-	1,316,180,748
Net change in other liabilities		6,489,005,347	(7,152,011,310)
Interest paid		(4,149,740,747)	(616,118,081)
Profit tax paid		(7,612,962,309)	(2,094,168,606)
Net cash flows from operating activities		**176,355,148,224**	**30,405,802,616**
INVESTING ACTIVITIES			
Acquisitions of property and equipment		(3,990,354,196)	(2,552,664,578)
Net cash flows used in investing activities		**(3,990,354,196)**	**(2,552,664,578)**
FINANCING ACTIVITIES			
Borrowing drawdown		14,000,000,000	55,230,000,000
Borrowing repayment		(78,697,216,490)	(94,018,794,228)
Net cash flows from/(used in) financing activities		**(64,697,216,490)**	**(38,788,794,228)**
Net change in cash and cash equivalents		**107,667,577,538**	**(10,935,656,190)**
Cash and cash equivalents at the beginning of the year	**14**	**81,964,873,900**	**92,900,530,090**
Cash and cash equivalents at the end of the year	**14**	**189,632,451,441**	**81,964,873,900**

Mr. Yoshihito Oshima
General Director

Mr.Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

4 May 2023

Attachement 2.2 Annual Report for year 2022

LAO ASEAN LEASING PUBLIC COMPANY

Accounts for the year- 2022
(Annual Report)

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ASEAN Leasing Public Company

1. Issuing Company

1.1. General Information of Company

Company Name	:	Lao ASEAN Leasing Public Company
Business type	:	Financial Leasing non-real estate
Symbol	:	LALCO
Registered Office	:	Phonesinuan village, Sisattanak district, Vientiane capital city, Lao P.D.R
Enterprise registration certificate	:	0222/ERC
Enterprise Tax certificate	:	534675249-9-00
Email	:	info@lalco.la
Website	:	www.lalco.la
Telephone	:	(856) 21 255 557, (856) 30 505 6685

1.2. THE COMPANY

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 No. 0222/ELSD dated 19 February 2019. 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. 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.

Leasing business in Lao is a rapidly growing business, so leasing businesses in Lao must be licensed and operate under regulations issued by the Financial Institution Supervision Department of the Bank of Lao PDR**.** 32 companies leasing companies have been established and operate. Statistic February 2019, Financial Institution Supervision Department of the Bank of Lao PDR.

LALCO is a leasing business operating in Lao PDR, particularly retail finance, the Company mainly focuses on vehicles from Japanese brands including:

- Pick up and car brand: TOYOTA, ISUZU, HONDA, SUZUKI, NISSAN, MAZDA and others.
- Motorcycle brand: HONDA, SUZUKI, YAMAHA and others.

Currently**,** LALCO have three types of service: new cars and motorcycles, second hand cars and motorcycles and refinance for cars and motorcycles.

For Refinance service, the Company focuses on clients with a good payment history, most of the clients using the refinance service are old clients that have used LALCO services before. For new clients, LALCO must: check clients' credit history in detail, check clients' history with the clients' head of village and check on credit with the information bureau system in Bank of Lao PDR program, to ensure that clients will have the ability to repay.

The Company has been seen potential in the leasing sector in Lao PDR over the past years, so in 2014 it explored the feasibility and studied setting up a leasing business. The preliminary study showed, clients had limited access to capital for the purchase of vehicles for family use and business operations. When identifying this potential, the Company requested permission to establish and operate business at the end of 2014. The policy of the Company outlines that the managing director must have a vision for the Company to be the leader of car and motorcycle leasing services in leasing industrial sector in Lao. The Company has taken clients as the center of service by setting up strategic services following the Company's slogan " Lao ASEAN Service minded Conveniently fast High amount".

After receiving permission to establish and operate a business in 2015, the Company has been operating under the laws and regulations determined by the leasing business supervision organizations. Therefore, the products and services of the company are well known to customers, especially in Vientiane Capital. The results of performance over the past four years, are from loss LAK 17 billion in 2015 and the profit increase to LAK 126 billion in 2020. In addition, the Company has been approved an expansion for branches to open in provinces such as Luang Prabang, Savannakhet and Champasak in May 2018.

The Company mainly focuses on reaching clients and potential customers through direct call sales, advertisements using media and commercial advertisement campaigns targeting potential customers in populous locations, such as markets and trade fairs.

The Company converted into a public Company on 19 February 2019 , with a registered capital as on 31-12-2020 of LAK 30,150,000,000, and has been operating as financial leasing (non-real estate) under the Law of Lao PDR (hereinafter "conversion date") with the Company's shares held by LALCO Holding PTE CO., Ltd, which the Company from Singapore totaling LAK 23,316,000,000 equal to 78.33%, O International Co.,Ltd is a company from Cayman Islands held LAK 6,170,270,000 equal to 20.46% and others shareholders at approximately LAK 362,250,000 equal to 1.21%.

Since the Company establishment, The Company had increased its registered capital onc. On the day of establishment, 05 February 2015, the registered capital was LAK 8,040,000,000. 13th of October 2015 the Company raised its registered capital to LAK 30,150,000,000. Currently, the company can expand its seven branches. The Company has been licensed to expand its branches twice, first on 21 May 2018 the Company was approved an expansion of its branches to three new provinces; Luang Prabang, Savannakhet and Champasak, approved by: Financial Institution Supervision Department, Bank of Lao PDRand Enterprise registration and Management Department Ministry of Industry and Commerce.

As of 17 December 2018, Enterprise Registration Certificate No. 1191/ERC, The Company has been granted permission to extend to four additional provinces: Houaphanh, Xieng Khouang, Bolikhamxay and Salavan.

1.3 Vision

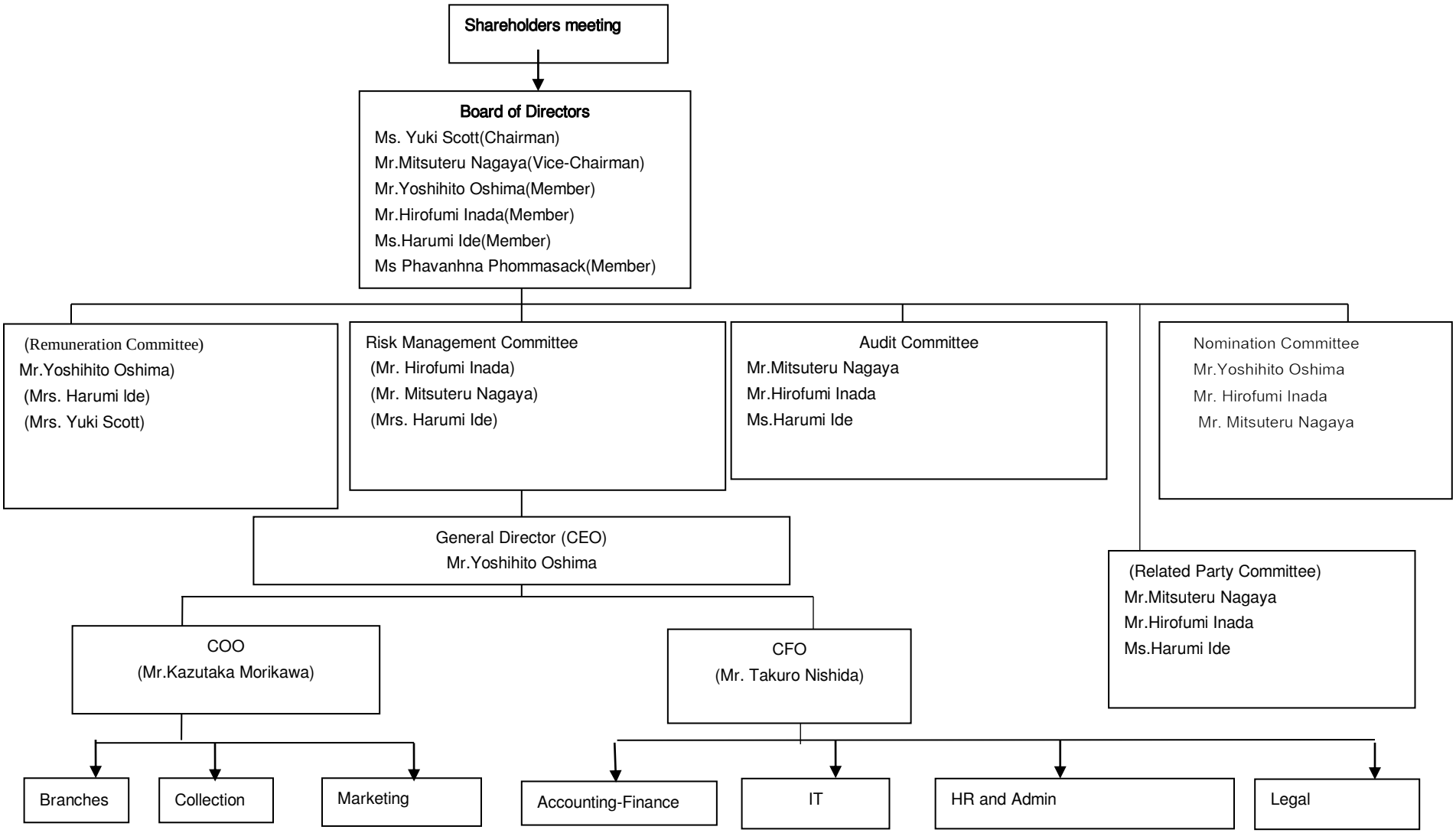
Lao ASEAN Leasing Public Company will be the leader in leasing services to meet the needs of customers in the country.

1.4 **Mission**

Fast service, approved within days to meet customer needs and create maximum benefits for the company

1.5 Organization structure: Board of Directors, Managing Directors, activities of Board

1.5.1 Organization structure chart


Shareholders meeting
Board of Directors
Ms. Yuki Scott(Chairman)
Mr.Mitsuteru Nagaya(Vice-Chairman)
Mr.Yoshihito Oshima(Member)
Mr.Hirofumi Inada(Member)
Ms.Harumi Ide(Member)
Ms Phavanhna Phommasack(Member)
(Remuneration Committee)
Mr.Yoshihito Oshima)
(Mrs. Harumi Ide)
(Mrs. Yuki Scott)
Risk Management Committee
(Mr. Hirofumi Inada)
(Mr. Mitsuteru Nagaya)
(Mrs. Harumi Ide)
Audit Committee
Mr.Mitsuteru Nagaya
Mr.Hirofumi Inada
Ms.Harumi Ide
Nomination Committee
Mr.Yoshihito Oshima
Mr. Hirofumi Inada
Mr. Mitsuteru Nagaya
General Director (CEO)
Mr.Yoshihito Oshima
(Related Party Committee)
Mr.Mitsuteru Nagaya
Mr.Hirofumi Inada
Ms.Harumi Ide
COO
(Mr.Kazutaka Morikawa)
CFO
(Mr. Takuro Nishida)
Branches
Collection
Marketing
Accounting-Finance
IT
HR and Admin
Legal

1.5.2 Activities of Board

Board of directors hold meeting for 6 times in the year 2022:

- 1st Meeting: 31st Mar 2022
- 2nd meeting: 11th Apr 2022
- 3rd meeting: 22nd Jul 2022
- 4th Meeting: 15th Aug 2022
- 5th meeting: 01st Sep 2022
- 6th Meeting: 13th Oct 2022

2. Risk factor

To invest in business may involve risks. Before investing, the investors should carefully consider the risks and information described below in this prospectus. The following sections describe some risks that may arise, affecting the company and the value of investing. Though the Company is aware of all major risks, there may be other risk factors; that the Company does not anticipate that the Company is unable to recognize and other minor risks which may affect business; financial conditions, operating performance, and the projections. This prospectus also estimates the future business operations which come with risks and other uncertainties. The operating result may be completely different from the plan. The forecast of future operations can be affected by many factors, including risks that the company may face as described in this prospectus.

Lao is considered a Frontier Market and the investment in frontier stock markets can be risky. Apart from the company (qualities of management and asset, cash flow, financial liquidity, regulations and other related parties), the investors also need to be aware of factors in the stock market including: regulation, taxes, liquidity and costs related to trading transactions.

The investors need to consider to the following risks, as detailed, that may impact the company and the value of investment in the Company. Moreover, there will be other risks which the company may not be aware of or the risks that are not important for the company in the present, but may cause negative impact. Investors may lose a part or all of their capital.

The main factors which are involved with investment in common stock are compiled and detailed as follows.

2.1 Macro Risk

2.1.1 Macroeconomic risk

Leasing business has serious competition from new entrepreneurs, mostly from Financial Institution Companies, which have advantages from lower financial costs and a large amount of capital. Because of the high return rate, potential competitors include; commercial banks and affiliated companies, leasing companies and vehicle rental businesses and companies. This business doesn't need large investments in tools and equipment for operations. So, it attracts more and more new entrepreneurs to come into the industry. Beside the new entrepreneurs, there is competition from existing operators who use marketing strategies such as provision of: high rate borrowing, extending repayment terms and lower interest rates to attract customers.

Operating the business is not solely dependant on having enough capital. Having an experienced management, access to target customers, meeting customer demands, many branches, customer service

centers in business areas, fast and efficient services, a large customer database, expertise in credit management and repayment controlling systems, all promote the Company's competitive advantage. Moreover, commercial banks and other companies will focus on providing leases to new vehicles or premium customers. The Company mainly focuses on; customers who'd like to buy new and second hand vehicles, medium to premium customers and only Japanese brand vehicles.

2.1.2 Currency risk

Doing business in Lao PDR, the dominant currency is Lao Kip (LAK). The Company sources of funds are mostly from offshore loans, so there will be the risk of forex loss when the exchange rate fluctuates and it will affect the Company debt repayments.

Therefore to reduce such a risk, the Company needs to look for more local sources in LAK currency or may also use forward exchange, but currently financial institutions do not provide such service for the LAK or there will be a high fee associate with the service. If necessary, the Company will take the high cost forward exchange into the consideration.

2.1.3 Risk on interest rate

The main revenue of the Company comes from lease interests, which are fixed rate till their maturity dates. When the interest rate in the market changes, it may affect the result of the Company's performance, if the Company has a cost of borrowing and has to pay for interest at a fixed rate, the operating result will be affected along with the ability to make profit.

However, the changing of interest rate in the market will affect all of the leasing industry. Currently the ratio of interest income and payment of the Company still has more space to generate increased profit for shareholders. Moreover, the interest rate is expected to decline in the short to medium term and after the Company is listed; it will have more capital and reduce future interest payment.

2.2 Financial risk

2.2.1 Marketing and competitive risk

The leasing business has a highly competitive environment because of high return, the number of competitors in this industry are increasing, resulting a higher risk of interest competition. However, in the past these factors have not directly affected the Company as the financial institutions will focus on customers who need a loan, while the Company is focusing on customers who have stable incomes. The Company also focuses on the qualities of before and after sales services; mainly fast service with high loan limit and approval within 1 day. There are a wide range of service access points and product designs to meet the demand of customers.

2.2.2 Risk from providing leases for second hand vehicles

Providing leases for second hand vehicles, the Company may face risks from technical checking and evaluation. If the Company is inefficient in evaluating the second hand vehicle before providing a lease for a customer, it will have a risk from selling the vehicle if it is confiscated. The vehicle evaluation is dependent on the useful life, appearance and popularity of that vehicle.

To reduce these risks the Company selects staff, who are experts in vehicle selection to provide a lease to a customer, this not only helps to reduce the risk from vehicle quality but it also builds confidence from customers. Moreover, the Company also selects high standard second hand vehicle dealers, who offer the second hand vehicle at the suitable price, including guarantee and after-sales service.

2.3 Management and operational Risk

2.3.1 Risk by the Director

The quick success of the Company after its establishment only 6 years ago was because it was operated by experienced individuals, who have the expertise and are well-known in the industry. They play important roles in various departments such as marketing, credit management, collection and debt management. Without those experienced managers, the Company may face business operational risk.

This risk can be protected against, as the Company set up personnel development policies to train staff. The goal and direction of the Company's personnel development policies are to develop knowledge and skills of staff to meet the needs of the Company.

2.3.2 Risk from Controlling by major shareholders

After the IPO, the Company's major shareholder will be LALCO Holding Co., ltd with 78.33% and O-International Co., ltd with 20.46% Between them covering over 98% of the total vote from registered capital, which will take almost full control of shareholder's meeting resolutions, including the appointment of BOD or approval of other matters that require a majority in the shareholders' meeting, except agenda related to the Article of Association and laws. Therefore, other shareholders may face risk of not having enough votes to veto the votes of the major shareholders during the shareholders meeting.

For transparency and to reduce the risk in management by major shareholders, the Company has set up a BOD to balance the power of its members by having independent directors not less than one-third of the total numbers of directors. Independent directors provide comments and consider important issues. Directors who have conflict of interest with

2.3.3 Risk by the Computer system

Motorcycle leasing businesses are engaged with lots of information and data therefore, the management information base is needed. Information technology requires close control, a monitoring system, and expertise and specialist skills to solve issues in case of an emergency. Risks associated with the computer system are: system programming, hardware, and security software and information system.

The Company plans to prevent the above risk as follows:

- Application software: in case of emergency the Company has built a backup storage, located in a secured location. In addition, to make sure that the backup storage system is working properly, system testing is done twice a year.
- Hardware Control: There's a backup computer that supports the Company's server. the quality of this computer may be lower than the main computer but it is not placed in the same location as the server, Backup computers are placed in different branches. The backup computer works the same way as the main computer and is tested regularly.
- Data Risk: Equipment for data storage and to replace damaged equipment will be procured. The data gets backed up every day in external storage which located offsite or handed to the authorized person. Another backup system is also installed, in case the main storage is damaged.
- Security risks in accessing computer systems and data: The system will be accessed by the authorized personnel only. To prevent risks such as computer viruses, the Company will install security software, Firewall and Antivirus software. Using external files or external devices like hard drives or USB are restricted to avoid computer viruses that may arise.

2.3.4 Risk of Staff fraud or other Parties

Leasing businesses are involved with direct money services; the Company may face risk of corruption by staff, especially when the customers make their payment at the branch. The financial officer of each branch receives cash directly from customers and there may be risk of Staff fraud.

In order to prevent such problems, the Company has setup an internal control technology system, to inspect its branch. When the customers are paying their installment, they receive a payment bill and if the branch has cash over the set limit, they need to deposit to the bank and inform head office by daily report. In addition, the Company also has a policy for an Internal Audit Unit to inspect the financial position of each branch. These precautions will help limit damage that may occur, protecting the Company's performance.

2.3.5 Risk from Nonperforming Loan (NPL)

Motorcycle leasing business is a highly profitable business. The determination of financial conditions, such as installment rate, interest rate and the contract duration depend on the market mechanism controlled by the Bank of Lao PDR. Currently there is no fixed ceiling rate. As a result, motorcycle lease entrepreneurs can operate in full competition. Depending on the potential of the companies in competition, the risk is quite high.

Considering that the Company business status is at the beginning stage, the Company needs to expand its customer base at a higher rate to increase market share. The balance between the expansions of the lease customer base, the flexibility of the credit approval must be in taken into the consideration to get quality credit. If the Company is unable to maintain this balance, risk of decreasing quality of credit will affect the company's performance, as it needs to acknowledge more bad debts and doubtful accounts from more provisions.

To protect from the risk of bad debtors, the Company can confiscate vehicles if certain conditions are met as indicated in the lease contract (the Company may confiscate its debtors' motorcycles if debtors skipped payment installments over a specified timeframe) to request for outstanding payments. In a case where customers unable to make payments, the Company will confiscate the vehicle and sell it as soon as possible.

Along with these measures, the Company has a strict guideline in approving credit by paying attention to the approval process. Before the approval, customer's information will be checked from the Company's database system. In addition to the collateral (vehicle), the Company also requires a third party to guarantee lowering risk from the debtors. An appropriate amount of down payment, dependent on the risk of each debtor is required. The Company will also; setup a management system of the debt installments, create a team to track debt and follow up with customers and separate customer into levels based on customer payment behavior.

2.3.6 Risk from non- diversified products

Due to the present highly competitive situation in leasing business, if the Company doesn't have diversity of products, it will not be attractive to customers who want to purchase consumer goods with leasing services. Therefore, the Company may face a revenue risk from not diversifying its products, which may in turn affect in the future performance of the Company.

In order to reduce this risk, the Company plans to expand its services to include providing financial lease for: cars, electronic appliances, machinery and more. The Company is granted a license for all non-real

estate leasing services by Financial Institution Supervision Department. In addition, the Company will expand to other financial businesses according to the approval from related authorities in the future.

2.3.7 Risk on source of funding

The Company's capital mostly comes from overseas, associated risks are; when the loan contract ends, when the lender asks for payment before the contact end or changes to the countries' lending regulations occur.

However, the Company can prevent those risks by fully identifying the contents of the contract, so the Lender cannot ask for the loan before the maturity date. The Company has also taken loans from local financial institutions with interest rates lower than foreign loans.

2.3.8 Risk on increasing debt

Leasing businesses need to spend a lot of capital, to keep business growing continuously. The Company needs to access different sources of funding to respond to the business growth and the result for the Company can be high levels of debt in the future. The preventive measures include; prepared sources of funding that comply with the purpose of use terms, assessing the appropriateness of interest rates, repayment period and debt ratio in congruity with the economic situation, in order to find the best source of fund. If the Company can be listed on the Lao Securities Exchange, there will be more channels to access sources of funding such as: shares, corporate bonds, public offerings and access to funding from banks by using customer accounts as collateral for a loan.

2.3.9 Risk on defaults, guarantors and collateral

To reduce these risks, the Company has installed GPS to all of vehicles before leaving to the customers. In addition, the Company's policy is to to provide leases an individual and/or the guarantor, whom live areas that have a branch. The Company's staff will check given information with the chief of the village as to whether the information from is true. In the case skip of customers who skip payments, the staff calls and asks the customer to pay. If the customer still doesn't pay the staff will promptly visit them in order to reduce risk.

2.3.10 Risk form depending on specialized staff

Leasing businesses need specialized staff; experts with lots of experience in checking and evaluating the price of second hand vehicles, with knowledge about marketing and good relationship with dealers. The Company may face risk from depending on specialist staff. If the Company doesn't have them, it may affect the Company operating result directly. The Company plans to reduce those risks by working systematically, using manuals on every step, including using credit scoring to provide leases. This will help make the process of lease approval standardized. To further reduce the risk, the Company also motivates their staff by offering rewards and training, creating new generations of skilled staff.

2.3.11 Risk on the collateral were not cover debt

All of the Company's asset guarantees are real Estate, so the Company is set up for debt collection measures. If the customer continually skips their payment for three times, the Company will take the vehicle and will cancel the agreement. If the customers do not pay their debt within 30 days, the Company can sell vehicle through the market. Currently, the Company had sold vehicles through the branch, the Company's warehouse and public auction in order to pay debt. If the Company can't sell the vehicle that had been confiscated or it is sold at a lower price than the debt value, there will be an effect on the Company's financial position and performance.

To reduce these risks, the Company will inspect and evaluate the guarantee before providing a lease; the Customers need to pay at least 30-70 percent of the total value of the vehicle dependent on the type of vehicle. The remaining value of the vehicle will be lower than the market price, reducing the risk from the price rapidly declining on new vehicles. The Company will sell a vehicle immediately after confiscation. For sell price, the Company will evaluate the remaining payable debt, which is usually lower than market price that will give the Company more flexibility in selling the vehicle. In case the sale price was lower than the outstanding debt, the customer needs to pay the remainder; if the customer can't pay the guarantor must pay instead. As the loan agreement clearly states it in detail, Confiscated vehicles, when sold at a higher price than the outstanding debt, result in the Company refunding the difference between the outstanding dept and the vehicle sale price to the Customer.

3. Current business

Word explanation:
The word "Vehicles" in this title means Motorcycles and Cars

3.1 Business model

Leasing business is a type of financial service, which is between 3 parties: 1) Leasing Company, 2) Dealer and 3) Customer.

In some cases, there are only two parties: Leasing Company and Customer (which maybe an individual, a retail store or a second hand product store)

Leasing services start with the Customer who wants to buy Vehicle by paying installments to a vehicle dealer, they can choose to use leasing services offered by the Company. The Customer has to pay a down payment; the rest will be payed to the dealer on the condition that the customer signs a leasing contract with the Company. The customer has an obligation to pay the installments and use the vehicle under the terms of the leasing contract. After completing the leasing contract, the ownership of the vehicle will be transferred to the customer completely.

The customer can access leasing services through a Dealer who is a partner of the Company. The Company has staff, who are located at those shops to provide leasing services. The staff makes it convenient for customers, as the Customer does not need to apply for leasing at the Company's office.

We can see that the Dealer is an important factor of marketing for the Company because most customers, who want to buy a vehicle, will likely go to the dealership. Building good relationships with dealers is very important in order to: reach and expand the customer base in the future, make good impressions and provide satisfactory services and meet the demands of customer vehicle usage. The Company has set an internal working process, providing leasing approval within 1 day.

To prevent the risk of NPL, the Company focuses on procedure and verification of customer information. Company staff must go to customer's home to check the information provided. Also, the background of the customer is verified through: the chief of the customer's village, the Company database system (for returning customers) and Credit Information Bureau (CIB). The Company requires a guarantor for every leasing contract or co-leasehold to reduce the risk from customers that cannot pay the installment on time. In addition, the Company has focused on systematic and effective management and debt reporting. The debt classification system is able to accurately show the company's credit quality. Other factors of risk protection include: determining appropriateness of Customer, type of vehicle, down payment rate, an appropriate payment period, responsible staff and considering both quantitative and qualitative criteria of debtors. The factors as mentions will help Company to prevent other risks.

3.2 Characteristics of services

The consideration of the characteristics of vehicle leasing services, can be divided into 3 types of services such as 1. Motorcycle leasing service, 2. Car leasing service and 3. Refinance

1) Motorcycle leasing service

The Company provides New and second-hand motorcycle leasing service, focusing on well-known Japanese brands including: Honda, Yamaha and Suzuki. About 90% of all motorcycle leases are Honda.

The Second-hand motorcycle leasing service sources vehicles through second-hand motorcycle dealers and motorcycles confiscated from customers who cannot comply with the leasing contract. For the confiscated motorcycles, the Company will either have an auction or sell off to the market, Customers are people who are interested in a good quality Japanese second-hand motorcycles that can bought or leased from the Company.

Price of the motorcycle lease, installments and payment period will depend on the customer's ability to pay, which is in accordance with the down payment rate, the type/brand of motorcycle and the motorcycle price. Currently, customers can access motorcycle leasing services through the dealer partner. More than 70 shops in Vientiane capital and surrounding provinces have company branches.

2) Car leasing service

The Company provides new and second-hand car leasing services. Currently, the Company is mainly focused on second-hand cars, most of them are cars and pick-ups from favorite Japanese brands like: TOYOTA, ISUZU, and NISSAN.

To set the financial amount for car leasing, installments and payment period, an evaluation of: the customer's ability to make payment, the down payment rate, the type/brand of the car, price and the condition of the car – usage age (second-hand car) is carried out. The customer can pay the installments over a maximum of 60 months (5 years).

The second-hand car leasing service provided by the Company will carry higher risk from asset quality when compared to the new car leasing service. The Company therefore considers the factors of leasing approval: conditions and usage age of car, the benchmark price of the second-hand car on the market and the car’s registered verification. Taking these factors into consideration, the Company’s experienced leasing analysis staff check the conditions and price of second-hands cars to reduce risks. The Company also helps check customer car quality, providing good quality second-hand cars, improve the level of second-hand car leasing service from the Company.

4 Financial and Operating Results

4.1 Financial Statement

Summary of Audited Financial Report

The law of initial public offering issuing No.05/LSC on 28th Jan 2019 of the LSCO which states that the Company must be issued an annual audited financial statement by an/the external auditor which is approved by Lao Securities Commission Officer. The Financial Statement for the period ended 30th June-2021 was reviewed by the external auditor who gives the not modified conclusion as reported below:

Summary of Audited Financial Report

Audited Financial Report	For the period ended 31 December 2022
External Auditor	(Ernst & Young Lao Co., Ltd) which is approved by Lao Securities Commission Office
Report Opinion	not modified conclusion
External Auditor *Report*	Please refer page No 4 and 6 of the Financial Statement for the period ended 31 December 2022

4.2 Summary Table of Financial Statement and Operating Results

4.2.1 Balance Sheet

Balance Sheet	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
ASSETS				
Current assets				
Cash and cash equivalents	189,632	13.8%	81,965	8.6%
Deposit with the Bank of Lao	7,270	0.5%	1,969	0.2%
Hire purchase receivables –current portion	894,412	65.2%	701,030	73.3%
Loan to related parties	0	0.0%	0	0.0%
Other assets	134,777	9.8%	18,592	1.9%
Total current assets	**1,226,092**	**89.4%**	**803,555**	**84.0%**
Non-current assets				
Hire purchase receivables – non-current portion	140,880	10.3%	149,231	15.6%
Property and equipment	4,603	0.3%	2,464	0.3%
Other non-current assets	1	0.0%	1,339	0.1%
Total non-current assets	**145,483**	**10.6%**	**153,034**	**16.0%**
TOTAL ASSETS	**1,371,575**	**100.0%**	**956,589**	**100.0%**
LIABILITIES				
Current liabilities				
Statutory obligations	95,095	6.9%	107,676	11.3%
Short-term borrowings	0	0.0%	3,904	0.4%
Other liabilities	9,513	0.7%	7,380	0.8%
Total current liabilities	**104,608**	**7.6%**	**118,960**	**12.4%**
Non-current liabilities				
Long-term borrowings	61,547	4.5%	80,347	8.4%
Due to related parties	1,316	0.1%	0	0.0%
Total non-current liabilities	**62,863**	**4.6%**	**81,663**	**8.5%**
TOTAL LIABILITIES	**167,471**	**12.2%**	**200,624**	**21.0%**
EQUITY				
Registered paid-up capital	30,150	2.2%	30,150	3.2%
Share premium	155,498	11.3%	155,498	16.3%
Other capital	290	0.0%	290	0.0%
Retained earnings	1,018,166	74.2%	570,028	59.6%
TOTAL EQUITY	**1,204,104**	**87.8%**	**755,965**	**79.0%**
TOTAL LIABILITIES AND EQUITY	**1,371,575**	**100.0%**	**956,589**	**100.0%**

4.2.2 Income Statement

Income Statement	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Interest income calculated using the effective interest method	320,443	71.51%	256,733	110.67%
Other interest and similar income	34,554	7.71%	15,346	6.62%
Interest and similar expense	-6,282	-1.40%	-9,679	-4.17%
Net interest income	**348,714**	**77.81%**	**262,400**	**113.11%**
Fees and commission income	-	0.00%	-	0.00%
Fees and commission expense	-14,166	-3.16%	-8,398	-3.62%
Net fees and commission income	**-14,166**	**-3.16%**	**-8,398**	**-3.62%**
Net foreign exchange (loss)/gain	483,187	107.82%	103,681	44.69%
Other operating income	-	0.00%	2,002.07	0.86%
Total operating income	**840,416**	**187.53%**	**359,684**	**155.05%**
Change in allowance for impairment losses	-276,227	-61.64%	-24,507	-10.56%
NET OPERATING INCOME	**564,189**	**125.90%**	**335,177**	**144.49%**
Personnel expenses	-51,544	-11.50%	-36,770	-15.85%
Depreciation of property and equipment	-1,852	-0.41%	-1,182	-0.51%
Other operating expenses	-48,529	-10.83%	-41,670	-17.96%
TOTAL OPERATING EXPENSES	**-101,924**	**-22.74%**	**-79,622**	**-34.32%**
PROFIT BEFORE TAX	**462,265**	**103.15%**	**255,554**	**110.16%**
Current profit tax expense	-14,126	-3.15%	-23,574	-10.16%
NET PROFIT FOR THE PERIOD	**448,138**	**100.00%**	**231,980**	**100.00%**
Other comprehensive income	0	0.00%	0	0.00%
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	**448,138**	**100.00%**	**231,980**	**100.00%**

4.2.3 Cash Flow Statement

Cash Flow Statement	*31/12/2022*	*31/12/2021*
	Million Lak	***Million Lak***
OPERATING ACTIVITIES		
Profit before tax	**462,265**	**255,554**
Adjustments for:	-	-
Depreciation and amortization charges	1,852	1,182
Change in allowance for impairment losses	276,227	(2,963)
Interest expenses	6,282	9,679
Net foreign exchange (gain)/loss	(344,457)	(78,893)
Change in operating assets	-	-
Net change in hire purchase receivables	(106,629)	(143,654)
Net change in loans to related parties	-	-
Net change in other assets	(113,910)	(7,188)
Change in operating liabilities	-	-
Net change in due to related parties		
Net change in other liabilities	6,489	1,911
Interest paid	(4,150)	(9,679)
Profit tax paid	(7,613)	(2,094)
Net cash flows from operating activities	**176,355**	**30,406**
INVESTING ACTIVITIES	**-**	**-**
Acquisitions of property and equipment	(3,990)	(2,553)
Net cash flows used in investing activities	**(3,990)**	**(2,553)**
FINANCING ACTIVITIES	**-**	**-**
Borrowing drawdown	14,000	55,230
Borrowing repayment	(78,697)	(94,019)
Net cash flows used in financing activities	**(64,697)**	**(38,789)**
Net change in cash and cash equivalents	**107,668**	**(10,936)**
Cash and cash equivalents at the beginning of the period	**81,965**	**92,901**
Cash and cash equivalents at the end of the period	**189,632**	**81,965**

4.2.5 Financial Analysis and Past Performance

Lao Asian Leasing Public Company provides new and second-hand car leasing services. Currently, the Company is mainly focused on Japan vehicle brand. Currently, it provides leasing services in Vientiane capital and other provinces such as: Huapand, Xienkhouang, Luangprabang, Bolikhamxay, Savannakhet, Salavan, Champasack and Odomxay which has dealer partners of cars and motocycles more than 200 shops.

The Company targets customers for motorcycle and car leasing service. The target groups are retail customers who have a career and stable income such as government staff, employees from private sectors, merchants and private workers that want to buy vehicle using installment payment. Price of the motorcycle lease, installments and payment period will depend on the customer's ability to pay, which is in accordance with the down payment rate, the type/brand of motorcycle and the motorcycle price**.** Customers can choose to pay the installment from 6 to 60 months.

To prevent the risk of NPL, the Company focuses on procedure and verification of customer information. Company staff must go to customer's house to check the information provided. Also, the background of the customer is verified through: the chief of the customer's village, the Company database system (for returning customers) and Credit Information Bureau (CIB). The Company requires a guarantor for every leasing contract or co-leasehold to reduce the risk from customers that cannot pay the installment on time. In addition, the Company has focused on systematic and effective management and debt reporting. The debt classification system is able to accurately show the company's credit quality. Other factors of risk protection include: determining appropriateness of Customer, type of vehicle, down payment rate, an appropriate payment period, responsible staff and considering both quantitative and qualitative criteria of debtors. The factors as mentions will help Company to prevent other risks.

The analysis and explanation of the business operating result and financial position as detailed below:

4.2.6 Operating Results

1.) Revenues

Income statement	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Interest income calculated using the effective interest method	320,443	37.22%	256,733	67.96%
Other interest and similar income	34,554	4.01%	15,346	4.06%
Net foreign exchange gain	483,187	56.13%	103,681	27.45%
Other operating income	22,682	2.63%	2,002	0.53%
Total revenues	860,865	100.00%	377,762	100.00%

In the Income statement, the Company reported Total Revenues including: Interest Income Calculated Using The Effective Interest Method, Fees And Commission Income, Net Foreign Exchange Gain and Other Operating Incomes. In 2022 and 2021, the Company had Total Revenue 860,865 million LAK and 377,762 million LAK respectively. The main incomes were from interest and similar income which covered more than 67.96%of total revenues.

In 2021 and 2020 Interest income calculated using the effective interest method were equal to LAK 320,443 million and LAK 256,733million or equal to 37.22% and 67.96%of Total Revenue respectively.

2.) Expenses

Income statement	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Interest expense calculated using the effective interest method	6,282	1.52%	9,679	6.64%
Fees and commission expense	14,166	3.43%	8,398	5.76%
Net loss foreign exchange	-	-	-	-
Change in allowance or impairment losses	276,227	66.93%	24,507	16.81%
Operating expenses	101,924	24.70%	79,622	54.62%
Others operating expenses	14,126	3.42%	23,574	16.17%
Total expenses	412,726	100.00%	145,782	100.00%

In 2022 and 2021, the Company had Total Expenses equal to LAK 412,726 million and LAK 145,782 million respectively. It had increased.

3.) Net profit and Net Profit Margin

Ratio	Unit	31/12/2022	31/12/2021
Total revenues	Million LAK	860,865	377,762
Net profit	Million LAK	448,138	231,980
Net profit margin	%	52.06%	61.41%

In 2022 and 2021, the Company's net profit was equal to LAK 448,138 million and LAK 231,980 million or 52.06% and 61.41% of the Net Profit margin respectively.

4.3 Financial Position of the Company

4.3.1 Total Assets

Balance sheet	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Asset				
Current assets				
Cash and Cash equivalents	189,632	13.83%	81,965	8.57%
Deposit with BOL	7,270	0.53%	1,969	0.21%
Hire purchase receivable-current portion	894,412	65.21%	701,030	73.28%
Loan to related Party	0	0.00%	0	0.00%
Othe assets	134,777	9.83%	18,592	1.94%
Total current assets	**1,226,092**	**89.39%**	**803,555**	**84.00%**
Non-Current assets	0	0.00%	0	0.00%
Hire purchase receivable-non-current portion	140,880	10.27%	149,231	15.60%
Loans to related parties	0	-	-	-
Property and equipment	4,603	0.34%	2,464	0.26%
Other non-current assets	1	0.00%	1,339	0.14%
Total Non-Current assets	**145,483**	**10.61%**	**153,034**	**16.00%**
Total assets	**1,371,575**	**100.00%**	**956,589**	**100.00%**

In 2022 and 2021, the Company had Total Assets equal to LAK 1,371,575 million and LAK 956,589 million respectively. The main asset was Hire purchase receivable-current portion and Hire purchase receivable-non-current portion, equal to LAK 1,035,291 million and LAK 850,261 million or equivalent to 75.48% and 88.88% of total assets respectively.

4.3.2 Total Liabilities

Balance sheet	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Liabilities				
Current Liabilities				
Statory obligations	95,095	56.78%	107,676	54.02%
Short-term borrowings	0	0.00%	3,904	1.96%
Other liabilities	9,513	5.68%	7,380	3.70%
Total current liabilities	104,608	62.46%	118,960	59.69%
Non-current liabilities	0	0.00%	0	0.00%
Long-term borrowings	61,547	36.75%	80,347	40.31%
Due to related parties	1,316	0.79%	0	0.00%
Total non-current liabilities	62,863	37.54%	80,347	40.31%
Total liabilities	167,471	100.00%	199,307	100.00%

In 2022 and 2021, the Company had Total Liabilities equal to LAK 167,471 million and LAK 199,307 million or 12.21% and 20.84% of Total Assets respectively. Long-term borrowings equal to LAK 61,547 million and LAK 80,347 million, or 36.75% and 40.31% of Total Liabilities respectively.

4.3.3 Source of funds

Source of funds	31/12/2022		31/12/2021	
	Million LAK	%	Million LAK	%
Shareholder's equity	1,204,104	95.04%	755,965	90.25%
Long-term borrowings and Due to related parties	62,863	4.96%	81,663	9.75%
Total	**1,266,967**	**100.00%**	**837,629**	**100.00%**

In 2022 and 2021, the Company had Sources of Fund equal to LAK 1,266,967 million and LAK 837,629 million respectively. In that, the main Source of Fund was from Shareholder's equity.

In 2022 and 2021, the Company had shareholders' Equity equal to LAK 1,204,104 million and LAK 755,965 million or 95.04% and 90.25% of Sources of Fund respectively.

4.4 Liquidity of the Company

Cashflow statement	31/12/2022 Million LAK	31/12/2021 Million LAK
Net Cash flows from operating activities	176,355	30,406
Net Cash flows from investment activities	-3,990	-2,553
Net Cash flows from financing activities	-64,697	-38,789
Net change in cash and cash equivalents	107,668	-10,936
Cash and cash equivalents at the beginning of the year	81,965	92,901
Cash and cash equivalents at the end of the year	189,632	81,965

The vehicle leasing business operation is the main income of the Company's leasing business, the income comes from interest from leasing customers. The Company is not a deposit financial institution. The Company's major sources of funding for vehicle leasing must come from Shareholders' equity and loans. When the Company wants to further expand its vehicle leasing service, the operating cash flow will be minus number (Paying the bill to the Dealer for the vehicle, then receiving installments from Customer as per the leasing contract) which is the normal nature of leasing business operation. The operating cash flow is then off set by Cash flow from financing activities to bring liquidity to the Company.

In 2022 and 2021, the Company had Net Cash Flows from Operating Activities equal to LAK 176,355 million and LAK 30,406 million respectively.

In 2022 and 2021, the Company had Net Cash Flows from Investment Activities equal to LAK -3,990 million and LAK -2,553 respectively.

In 2021 and 2020, the Company had Cash and cash equivalents at the end equal to LAK 189,632 million and LAK 81,965 million respectively. Overall, the Company had financial liquidity which was managed appropriately to support the growth of business in the past.

4.5 Key Financial Ratios

Ratio	Unit	2022	2021
Profitability ratio			
Rate for interest receive	%	21.32	33.96
Net profit margin	%	52.06	61.41
Return on equity	%	37.22	30.69
Efficiency ratio			
Return on asset	%	32.67	24.25
Total assets turnover	%	41.13	35.04
Financial policy ratio			
Debt to equity ratio	%	5.11	11
Dividend payout ratio	%	N/A	

In 2022 and 2021, the Company had Net Profit Margin equal to 52.06 % and 61.41 % respectively. The effective rate shows the Company had ability to make profit.

In 2022 and 2021, the Company had the Return on Assets equal to 32.67 % and 24.25% respectively. The Total Assets Turnover rate was equal to 41.13 % and 35.04% respectively. It showed stableness on the rate and the that the operating performance still high

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Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Financial Officer

Attachedment 3: Business plan for year 2023

1. Marketing

The Company has planned to increase the number of new booking loan about 20 percent from 2022 in term of number of contract and more than 30 percent in term of amount, which is a little bit higher than the growth from 2022 performance. The main strategies are below:

a. Maintains the market share in Vientiane Capital.
b. Increase the market share in Savannakhet Province, Champasack and Luang Prabang.
c. Develop the new marketing channel thru social media and new technology.
d. Current, Company got approval from FISD for open 7 branches, Continue to open branch in 18 province of Laos

2. Borrowing

Based on Business plan for 2023 which company expects to expand business by increase the number of new booking loan. Therefore, the company needs to continue borrowing from local bank and oversea.

3. Employee

At the end of 2023 the Company plans to have 750 people of the company staff, Experienced and Management level include 20-30 percent of all employees.

Attachedment 4:

ໃບມອບສິດ

Proxy

1. ຂ້າພະເຈົ້າ/ (I/we).....ສັນຊາດ/ Nationality.....
   ບັດປະຈຳຕົວ/ໜັງສືຜ່ານແດນ ເລກທີ່/ID Card/ Passport number:.....,
   ທີ່ຢູ່ປະຈຸບັນ/ Current address:.....
   ເບີໂທລະສັບ/Telephone No.: .....ອີເມວ/ email.....
   ເປັນຜູ້ຖືຮຸ້ນບໍລິສັດ ລາວ ອາຊຽນ ເຊົ່າສິນເຊື່ອ ມະຫາຊົນ (ລອຊ)
   Being a shareholder of LAO ASEAN Leasing Public Company (LALCO)
   ມີຮຸ້ນທີ່ຖືຈຳນວນ.....ຮຸ້ນ ຊຶ່ງເທົ່າກັບຈຳນວນສຽງທີ່ຈະລົງຄະແນນສຽງ
   Holding a total number of …… shares which are equivalent to the same number of votes

2. ຂໍມອບໝາຍ ທ່ານ/ Hereby assign Mr/Ms .....ອາຍຸ/ age.....
   ບັດປະຈຳຕົວ/ໜັງສືຜ່ານແດນ ເລກທີ່/ID Card/ Passport number:.....,
   ທີ່ຢູ່ປະຈຸບັນ/ Current address:.....
   ເບີໂທລະສັບ/Telephone No.: .....ອີເມວ/ email.....
   ໃຫ້ເປັນຜູ້ຕາງໜ້າຂອງຂ້າພະເຈົ້າ ເພື່ອເຂົ້າຮ່ວມ ແລະ ລົງຄະແນນສຽງແທນຂ້າພະເຈົ້າ ຢູ່ໃນກອງປະຊຸມວິສາມັນຜູ້ຖືຮຸ້ນ ປະຈຳປີ 2022 ຂອງ ລອຊ ທີ່ຈະຈັດຂຶ້ນໃນເວລາ 13:30 ຕອນທ່ຽງ ຂອງວັນທີ 13 ກັນຍາ 2022
   To be my/our proxy to attend and vote on my/our behalf in the Annual Shareholders' meeting for year 2022 of the LALCO which will be held at 13:30 PM of 13 Sep 2022
3. ຂ້າພະເຈົ້າ ອະນຸຍາດໃຫ້ຜູ້ຕາງໜ້າລົງຄະແນນສຽງແທນຂ້າພະເຈົ້າ ຢູ່ໃນກອງປະຊຸມດັ່ງນີ້ (ເລືອກເອົາໜຶ່ງ ຈາກສອງທາງເລືອກລຸ່ມນີ້):
   I/We authorize the proxy to vote on my/our behalf in the Meeting as follows (choose one from the two following options):
   - ☐ 1. **ໃຫ້ຜູ້ຕາງໜ້າມີສິດພິຈາລະນາ ແລະ ລົງຄະແນນສຽງໃນທຸກໆບັນຫາແທນຂ້າພະເຈົ້າ ຕາມທີ່ຜູ້ມ່ຽວເຫັນສົມຄວນ; ຫຼື**

To grant the proxy to consider and vote in all agendas on my/our behalf as the proxy may deem appropriate; or

☐ 2. ໃຫ້ຜູ້ຕາງໜ້າລົງຄະແນນສຽງຕາມຄວາມຕ້ອງການຂອງຂ້າພະເຈົ້າດັ່ງນີ້ (ຖ້າເລືອກຂໍ້ນີ້, ກະລຸນາລົງຄະແນນ ເຫັນດີ ຫຼື ບໍ່ເຫັນດີ ໃນທຸກໆວາລະລຸ່ມນີ້):

To grant the proxy to vote as per my/our intention indicated in the followings (if you select this option, please choose to vote either approve or disapprove in ever agenda):

Agenda 1 Consider and Approved for Annual report of company and Audited Financial Statement of the 2022

.....

☐ ເຫັນດີ/ approve

☐ ບໍ່ເຫັນດີ / disapprove

Agenda 2 Consider and approve payment of dividends from business results in the past until the end of 2021

.....

☐ ເຫັນດີ/ approve

☐ ບໍ່ເຫັນດີ / disapprove

Agenda 3 Consider and approve no dividend payment from the business results of 2022 to be used as business funds

.....

☐ ເຫັນດີ/ approve

☐ ບໍ່ເຫັນດີ / disapprove

Agenda 4 Consider and approve LALCO's business plan for 2023

.....

☐ ເຫັນດີ/ approve

☐ ບໍ່ເຫັນດີ / disapprove

Agenda 5 Consider and approve appointment Mr. Yoshihito Oshima to be member of the Board of Director, Chief Executive Officer, Chairman of Remuneration Committee, Chairman of Nomination Committee, Legal Representative (Who's name in Enterprise Register Certificate) and General Director and also acting as Chief Financial Officer replaces Mr. Takuro Nishida.

.....

- ☐ ເຫັນດີ/ approve
- ☐ ບໍ່ເຫັນດີ / disapprove

Agenda 6 Consider and approve appointment Mr. Viet Vongthavone to be Chief Operations Officer replaces Mr. Morikawa Kazutaka and be new member of board of directors.

.....

- ☐ ເຫັນດີ/ approve
- ☐ ບໍ່ເຫັນດີ / disapprove

Agenda 7 Consider and approve Ernst & Young Lao Co., Ltd to be auditor for Y2023

.....

- ☐ ເຫັນດີ/ approve
- ☐ ບໍ່ເຫັນດີ / disapprove

Agenda 8 Consider and approve borrowing from domestic banks/others in the amount 10,000,000,000-30,000,000,000 kip and 10,000,000-30,000,000 dollars

.....

- ☐ ເຫັນດີ/ approve
- ☐ ບໍ່ເຫັນດີ / disapprove

4. ການລົງຄະແນນສຽງຂອງຜູ້ຕາງໜ້າທີ່ບໍ່ເປັນໄປຕາມໃບມອບສິດນີ້ ໃຫ້ຖືວ່າບໍ່ຖືກຕ້ອງ ແລະ ບໍ່ແມ່ນການລົງຄະແນນຂອງຂ້າພະເຈົ້າ

   Any votes made by the proxy contradicting to this Proxy shall be considered as invalid and shall not constitute my/our votes as the shareholder.

5. ໃນກໍລະນີທີ່ຂ້າພະເຈົ້າ ບໍ່ໄດ້ລະບຸຄວາມຕ້ອງການຂອງຕົນໃນການລົງຄະແນນສຽງໃນວາລະໃດໜຶ່ ຫຼື ລະບຸໄວ້ ບໍ່ຈະແຈ້ງໃຫ້ຖືວ່າຂ້າພະເຈົ້າລົງຄະແນນສຽງເຫັນດີ
   In case I/We have failed to specify my/our voting intention in any agenda or not clearly specified, my/our vote in such agenda shall be deemed approved.

6. ທຸກການກະທຳໃດຂອງຜູ້ຕາງໜ້າໃນກອງປະຊຸມທີ່ເປັນໄປຕາມໃບມອບສິດນີ້ ໃຫ້ຖືວ່າຂ້າພະເຈົ້າໄດ້ກະທຳເອງ ທຸກປະການ.
   Any action made by the proxy in the meeting in accordance with this Proxy, shall be deemed as having been performed by myself/ ourselves in all respects.

ທີ່/ At.....
ວັນທີ/Date.....

ເຊັນຜູ້ຖືຮຸ້ນທີ່ມອບໝາຍ /Signed by the shareholder

_____
ເຊັນຜູ້ຕາງໜ້າ / Signed by the proxy

_____

ໝາຍເຫດ/ Remark

1. ຜູ້ຖືຮຸ້ນ ຈະຕ້ອງແຕ່ງຕັ້ງຜູ້ຕາງໜ້າພຽງຜູ້ດຽວເຂົ້າຮ່ວມກອງປະຊຸມ ແລະ ລົງຄະແນນສຽງແທນຕົນເອງ
   The shareholder is required to assign only one proxy to attend and vote in the meeting on the shareholder's behalf.

2. ໃບມອບສິດສະບັບນີ້ຈະຕ້ອງນຳໄປຈົດທະບຽນສານ ນຳສຳນັກງານທະບຽນສານທີ່ຢູ່ສະດວກສຳລັບທານ ເພື່ອໃຫ້ຮັບປະກັນຜົນສັກສິດທາງກົດໝາຍ, ລອຊ ມີສິດປະຕິເສດໃບມອບສິດໃດໆທີ່ບໍ່ໄດ້ຈົດທະບຽນ ສານ

   This Proxy must be certified by your most convenient Court Notary Office to ensure its legal validity. LALCO may reject any Proxies or proxy authorizations without endorsement of the Court Notary Office.

3. ຜູ້ຕາງໜ້າຕ້ອງສະແດງເອກະສານຂອງຕົນເອງຕໍ່ພະນັກງານປະຈຳໂຕະລົງທະບຽນ ຄື: ບັດປະຈຳຕົວ ຫຼື ປຶ້ມສຳມະໂນຄົວ ຫຼື ໜັງສືຜ່ານແດນ (ສຳລັບນັກລົງທຶນຕ່າງປະເທດ) ພ້ອມກັບສຳເນົາເອກະສານປະເພດ ດຽວກັນນີ້ຂອງຜູ້ຖືຮຸ້ນ, ໃບມອບສິດສະບັບນີ້ ແລະ ໜັງສືເຊີນປະຊຸມ

   The proxy must present to the officers at registration desk his/her valid ID Card, or Family book or Passport (in case of foreign investor) together with the copies of the same documents of the shareholder, this Proxy, and the invitation to the Meeting.

Attachement 5

ຄຳແນະນຳກ່ຽວກັບການລົງຄະແນນສຽງ

Instruction for vote

1. ຜູ້ເຂົ້າຮ່ວມປະຊຸມ ຈະໄດ້ຮັບບັດລົງຄະແນນສຽງໃນທຸກໆວາລະ ທີ່ຕ້ອງການໃຫ້ມີການລົງຄະແນນສຽງ ໃນເວລາລົງທະບຽນເຂົ້າຮ່ວມກອງປະຊຸມ, ການລົງຄະແນນສຽງໂດຍຜູ້ຕາງໜ້າ ຊຶ່ງຜູ້ຖືຮຸ້ນທີ່ຜູ້ມອບໝາຍສິດ ໄດ້ລະບຸຢ່າງຈະແຈ້ງແລ້ວກ່ຽວກັບການລົງຄະແນນສຽງໃນແຕ່ລະວາລະ ລອຊ ຈະບັນທຶກການລົງຄະແນນສຽງ ໃນເວລາລົງທະບຽນ ໂດຍທີ່ຜູ້ຕາງໜ້າຈະບໍ່ຕ້ອງລົງຄະແນນສຽງອີກ.
   The attendees will be given a ballot for voting in each agenda requiring a vote at the time of registration. For the case of proxy in which the voting in each agenda has been clearly specified by the shareholder in the Proxy, LALCO will record such voted at the time of the registration and the proxy will not be required to vote.

2. ກອງປະຊຸມ ຈະເຊີນພຽງແຕ່ຜູ້ຖືຮຸ້ນທ່ານໃດທີ່ ບໍ່ເຫັນດີ ຕໍ່ບັນຫາທີ່ກອງປະຊຸມໄດ້ນຳສະເໜີເທົ່ານັ້ນ ລົງຄະແນນສຽງ (ໝາຍຄວາມວ່າ ຜູ້ຖືຮຸ້ນທ່ານໃດທີ່ ເຫັນດີຕໍ່ການແຕ່ງຕັ້ງດັ່ງກ່າວ ກໍ່ບໍ່ຈະເປັນຕ້ອງລົງຄະແນນສຽງໃດໆ).
   Only the shareholders who DO NOT AGREE with the matters proposed by the meeting are invited to vote (meaning that for those who agree with such appointment are not necessary to make any vote.

3. ໃນການລົງຄະແນນສຽງ ຂໍໃຫ້ທ່ານປະກອບຂໍ້ມູນໃສ່ບັດລົງຄະແນນສຽງທີ່ໄດ້ແຈຍາຍໃຫ້. ໃນນັ້ນ, ຕ້ອງໄດ້ລະບຸຢ່າງຈະແຈ້ງກ່ຽວກັບຊື່ ແລະ ນາມສະກຸນຂອງທ່ານ, ຈຳນວນຮຸ້ນ ລອຊ ທີ່ທ່ານຖືຢູ່ ແລະ ໃຫ້ໝາຍຕີນກາໃສ່ຫ້ອງ ບໍ່ເຫັນດີ.
   To vote, kindly fill in the distributed ballot in which you must specify clearly about your name and surname, and the total number of LALCO shares you are holding and mark a cross in the Disapprove box.

4. ຫຼັງຈາກທ່ານລົງຄະແນນສຽງຮຽບຮ້ອຍແລ້ວ ຂໍໃຫ້ທ່ານຍົກບັດດັ່ງກ່າວຂຶ້ນ ເພື່ອໃຫ້ຄະນະຮັບຜິດຊອບເກັບເອົາ ແລະ ຮວບຮວມຄະແນນສຽງ
   After you have clearly casted your vote, kingly raise your hand with the ballot, so the organizers can take the ballot and count the votes.

5. ທ່ານຈະໄດ້ຮັບແຈ້ງກ່ຽວກັບການນັບຄະແນນໃນທີ່ປະຊຸມເລີຍ ໂດຍການນັບຄະແນນສຽງຈະຖືເອົາໜຶ່ງຮຸ້ນເທົ່າກັບໜຶ່ງຄະແນນສຽງ.

You will be informed about the voting result right in the meeting with one share equals on vote.

6. ການລົງຄະແນນສຽງທີ່ບໍ່ເຫັນດີຈະມີຜົນສັກສິດ ກໍຕໍ່ເມື່ອມີຄະແນນສຽງຫຼາຍກວ່າເຄິ່ງໜຶ່ງຂອງຈຳນວນຮຸ້ນ ລອຊ ທັງໝົດໃນທີ່ປະຊຸມ

   The Disapproval votes will become effective only if such votes account for more than half of the total number of LALCO attending the meeting.

ໝາຍເຫດ/Remark:

1. ຜູ້ເຂົ້າຮ່ວມທີ່ບໍ່ໄດ້ລົງທະບຽນເຂົ້າປະຊຸມ ຈະບໍ່ມີສິດໃນການລົງຄະແນນສຽງ.
   Any attendees who failed to make registration will not be eligible to votes.
2. ທຸກບັດລົງຄະແນນສຽງບໍ່ເຫັນດີຕໍ່ວາລະໃດໜຶ່ງທີ່ຖືກສົ່ງໃຫ້ທີ່ປະຊຸມ ຫຼັງຈາກທີ່ກອງປະຊຸມໄດ້ປະກາດຜົນການລົງຄະແນນຂອງວາລະນັ້ນແລ້ວ, ຈະຖືວ່າເປັນບັດລົງຄະແນນສຽງທີ່ໃຊ້ບໍ່ໄດ້.
   All disapprove votes in any Agenda which is submitted to the Meeting after the Meeting has announced the voting result of such Agenda shall be deemed invalid.

Attachement 6

ຄຳແນະນຳກ່ຽວກັບເອກະສານ ແລະ ຫຼັກຖານທີ່ຕ້ອງນຳມາສະເໜີໂຕເພື່ອເຂົ້າຮ່ວມກອງປະຊຸມ

Instruction about the documents and evidence to be presented prior to attending the meeting

ເພື່ອຄວາມສະດວກໃນການລົງທະບຽນຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມຜູ້ຖືຮຸ້ນສາມັນປະຈຳປີ 2021 ຂອງ ບໍລິສັດ ລາວ ອາຊຽນ ເຊົ່າ ສິນເຊື່ອ ມະຫາຊົນ)ລອຊ(, ຜູ້ຖືຮຸ້ນ ແລະ ຜູ້ຕາງໜ້າ ທີ່ຈະເຂົ້າຮ່ວມກອງປະຊຸມ ກະລຸນາມາເອົາໜັງສືເຊີນປະຊຸມ, ໃບເຂົ້າຮ່ວມກອງປະຊຸມທີ່ອອກໃຫ້ໂດຍຕະຫຼາດຫຼັກຊັບລາວ ແລະ ໃບມອບສິດ)ສຳລັບຜູ້ຕາງໜ້າ (ມາພ້ອມເອກະສານທີ່ ສາມາດນຳໃຊ້ຢັ້ງຢືນຕົນເອງຕາມແຕ່ລະກໍລະນີດັ່ງນີ້:

For convenience in registration process to attend the Annual General Shareholders' Meeting for the Year 2020 of LAO ASEAN Leasing Public Company (LALCO), shareholders or the proxies who will attend the Meeting are required to bring the Invitation to the Meeting, the Letter for attending the meeting issued by the Lao Securities Exchange (LSX) and the Proxy (applicable for the proxy only) together with the documents for proof of identity as indicated for each circumstance below:

1. ຜູ້ເຂົ້າຮ່ວມທີ່ເປັນບຸກຄົນ /Individual attendee
   ໃຫ້ນຳເອົາເອກະສານໃດໜຶ່ງຂອງຕົນດັ່ງຕໍ່ໄປນີ້ ມາສະແດງເວລາລົງທະບຽນ
   Shall present on of the following documents of their won at the time of registration
   1.1 ບັດປະຈຳຕົວ/ Identification card
   1.2 ສຳມະໂນຄົວ/Family book
   1.3 ໜັງສືຜ່ານແດນ (ສຳລັບນັກລົງທຶນຕ່າງປະເທດ)/Passport (for foreign investors)
2. ຜູ້ເຂົ້າຮ່ວມທີ່ເປັນນິຕິບຸກຄົນ/ Entity attendees
   ໃຫ້ນຳເອົາເອກະສານໃດໜຶ່ງທີ່ກຳນົດໄວ້ໃນຂໍ້ 1 ເທິງນີ້ ພ້ອມກັບເອກະສານໃດໜຶ່ງດັ່ງຕໍ່ໄປນີ້ ມາສະແດງ ເວລາ ລົງທະບຽນ:
   Shall present one of the documents as given in the 1 above plus one of the following documents at the time of registration:
   2.1 ໃບອະນຸຍາດລົງທຶນ/Investment license
   2.2 ໃບທະບຽນວິສະຫະກິດ/ Certificate of Enterprise Registration
   2.3 ໃບທະບຽນອາກອນສະບັບຫຼ້າສຸດ/Recent Tax Certificate

   ສຳລັບຜູ້ເຂົ້າຮ່ວມທີ່ບໍ່ແມ່ນຜູ້ອຳນວຍການ ຕ້ອງໄດ້ນຳເອົາໃບມອບສິດຈາກຜູ້ອຳນວຍການທີ່ມີສິດອຳນາດ ມາພ້ອມຕື່ມ ອີກ

For attendee who is not the authorized director shall have the Proxy as attached hereto signed by the authorized director.

ເອກະສານ ແລະ ຫຼັກຖານທີ່ຕ້ອງນຳມາສະເໜີໂຕ ເພື່ອເຂົ້າຮ່ວມກອງປະຊຸມຊຶ່ງເປັນພາສາຕ່າງປະເທດ ຕ້ອງແປເປັນພາສາລາວ ໂດຍມີການເຊັນຢັ້ງຢືນຄວາມຖືກຕ້ອງໃນການແປຈາກບໍລິສັດແປພາສາທີ່ໜ້າເຊື່ອຖືໄດ້ .ສຳລັບພາສາຕ່າງປະເທດແມ່ນອະນຸຍາດໃຫ້ສຳລັບພາສາອັງກິດ .ລອຊ ມີສິດປະຕິເສດເອກະສານອ້າງອີງໃດໆ ທີ່ບໍ່ເປັນໄປຕາມການກຳນົດນີ້

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All documents and evidence in a foreign language which are required to present prior to attending the Meeting must be translated into Lao language and the translation shall be certified by an acceptable translation company. The foreign language is permitted only for English. LALCO has the right to reject any documents contradicting this provision.

Attachement 7

CV of Board of Directors and CV of CFO (Information only)

1. Ms. Yuki Scott 	**Curriculum Vitae** Date of birth : 23 April 1978 Nationality : Japanese Langue : English Position : Chairman of the board directors,member of Remuneration committee of Lao ASEAN Leasing Public Company **Education** In 2001 : B.A. in Philosophy at Yalensis University, USA. **Experience in doing Business** In 2008 to now : Director of Bluebird Co., Ltd in Japan
2. Mr. Mitsuteru Nagaya	**Curriculum Vitae** Date of birth : 22/9/1969 Nationality : Japanese Langue : English Position : Vice chairman of the Board of Director, Chairman of Audit Committee, member of Risk Management Committee, member of Nomination Committee, Chairman of Related Party Committee of Lao ASEAN Leasing Public Company **Education:** In 1992 : Economics at Kokushikan University **Experience in doing Business** In 2002-2009 : Sale Manager at SFCG Corporation In 2010-Now : Sale Manager at Property Management Co., Ltd

3.Mr. Hirofumi Inada 	**Curriculum Vitae** Date of birth : 16/01/1975 Nationality : Japanese Langue : English Position : Member of the Board of Director, member of Audit Committee, Chairman of Risk Management Committee, member of Nomination Committee, member of Related party Committee of Lao ASEAN Leasing Public Company **Education:** In 1997 : Economics at Kansai University ,Japan **Experience in doing Business** In 1997-2009 : Employee at SFCG Corporation In 2009-2010 : Employee at Justice Servicer Co.,Ltd In 2010-Now : Employee at Property Management Co., Ltd
4. Ms. Harumi Ide 	**Curriculum Vitae** Date of birth : 7 November 1974 Nationality : Japanese Langue : English Position : Member of BOD, member of Audit Committee,member of Rish Management Committee, member of Remuneration Committee, member of Related party Committee of Lao ASEAN Leasing Public Company **Education:** In 1983 : B.A.in Faculty of humanities ,Tokyo Seitoku University **Experience in doing Business** In 1996-1998 : Accountant at Meiji Yasuda Life Insurance Company, Japan In 1999-2001 : Accountant at Sankusu Co., Ltd, Japan In 2001-2007 : Accountant at ,Bansei Securities Co., Ltd ,Japan In 2007-now : Accountant Manager at Unicorn Co., Ltd

5. Mr. Yoshihito Oshima



Curriculum Vitae

Date of birth	:	23 Oct 1976
Nationality	:	Japanese
Langue	:	Japanese, English
Position	:	Member of the Board of Director, Chief Executive Officer, Chairman of Remuneration Committee, Chairman of Nomination Committee, General Director (Legal of representative), CEO of Lao ASEAN Leasing Public Company (New)

Education

In 1995-1999	:	Bachelor in Economic, KEIO University Tokyo, Japan
2002-2004	:	Master in Business administration, Leonard N.stern School Of Business

Experience in doing Business

In 2004-2008	:	Fund Analysis, Equity Research Department, Lehman Brothers
In 2008	:	Financial Analysis, Asian Century Guest Capital, Japan
In 2008-2022	:	Chairman of Bluebird Co., Ltd Japan
Now	:	CEO of Lao ASEAN Leasing Public Company

6.Mr.Viet Vongthavone



Curriculum Vitae

Date of birth	:	04 May 1987
Nationality	:	Lao
Langue	:	Japanese, English, Lao
Position	:	Member of the Board of Director, COO of Lao ASEAN Leasing Public Company (New)

Education

In 1995-1999	:	Bachelor in Electronic, NUMAZU NATIONAL COLLEGE OF TECHNOLOGY, Tokyo, Japan

Experience in doing Business

In 2013-2018	:	Marketing staff at Lao Asean Leasing Company
In 2018-2022	:	Assistant to COO of LALCO
Now	:	COO of Lao ASEAN Leasing Public Company

Attachement 8

Map of Shareholders' Meeting Places

