

HANOI BEER – ALCOHOL – BEVERAGE
JOINT STOCK CORPORATION
HANOI BEER TRADING JOINT STOCK
COMPANY

SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

No.: 24/HAT

Ha Noi, date 15 month 4 year 2026

EXTRAORDINARY INFORMATION DISCLOSURE

To: Hanoi Stock Exchange

1. Company name: Hanoi Beer Trading Joint Stock Company
2. Stock code: HAT
3. Head office address: No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Hanoi, Vietnam
4. Telephone: (84) 37281476
5. Person in charge of information disclosure: Mr. Nguyen Hai Quan
6. Content of information disclosure:

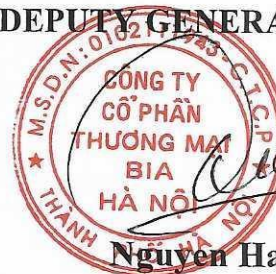
Hanoi Beer Trading Joint Stock Company held the 2026 Annual General Meeting of Shareholders on April 15, 2026 at the Company's head office. The Minutes and Resolution of the 2026 Annual General Meeting of Shareholders, together with other relevant documents (please refer to the attached documents), were published on the Company's website on April 15, 2026 at: <http://www.biahoihanoi.com.vn>.

We hereby certify that the information disclosed above is true and accurate, and we take full legal responsibility for the disclosed information.

**AUTHORIZED PERSON FOR
INFORMATION DISCLOSURE
DEPUTY GENERAL DIRECTOR**

Attachments:

- Minutes and Resolution of the 2026 Annual General Meeting of Shareholders;
- Documents attached to the Minutes and Resolution of the 2026 Annual General Meeting of Shareholders;



Nguyen Hai Quan

HANOI BEER, ALCOHOL AND
BEVERAGE JSC
HANOI BEER TRADING JSC
No: 01/BB-ĐHĐCĐ.HAT

THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

Ha Noi, date 15 month 04 year 2026

MINUTES
Annual General Meeting of Shareholders 2026
Hanoi Beer Trading Joint Stock Company

At 08:30 a.m. on April 15, 2026, at the meeting room of Hanoi Beer Trading Joint Stock Company, No. 183 Hoang Hoa Tham, Ngoc Ha Ward, Hanoi, the 2026 Annual General Meeting of Shareholders of Hanoi Beer Trading Joint Stock Company (Habeco Trading) was convened.

A. Attendance and validity of the Meeting:

I. Attendees:

- The Meeting was attended by 11 shareholders, representing 1.942.201 ordinary shares, equivalent to 62,19% of the total voting rights of Hanoi Beer Trading Joint Stock Company
- Members of the Board of Directors (“BOD”), the Board of Management, the Board of Supervisors (“BOS”), and management personnel of Habeco Trading.
- Representatives of the leadership of Hanoi Beer – Alcohol – Beverage Joint Stock Corporation.

II. Validity of the Meeting:

The Meeting heard Ms. Tran Phan Nguyet Minh – Head of the Shareholder Eligibility Verification Committee present the Minutes of verification of shareholder eligibility:

- Total number of shares of Habeco Trading: 3.123.000 shares.
- Total number of shareholders invited to attend the Meeting: 440 shareholders, representing 3.123.000 shares, equivalent to 3.123.000 voting rights.
- Total number of shareholders attending the Meeting: 11 shareholders, representing 1.942.201 shares, equivalent to 1.942.201 voting rights, accounting for 62,19% of the total voting rights of the Company.
- The 2026 Annual General Meeting of Shareholders of Hanoi Beer Trading Joint Stock Company is duly convened, valid, and meets all conditions to proceed in accordance with the Charter of Habeco Trading and the Law on Enterprises.

B. Agenda and Proceedings of the Meeting

After completion of procedural formalities, the Meeting proceeded as follows:



I. Approval of the Presidium

The Chairman of the Meeting, Mr. Nguyen Manh Hung – Chairman of the Board of Directors, proposed and sought approval from the Meeting for the list of the Presidium as follows:

- | | |
|------------------------|------------|
| 1. Mr Nguyen Manh Hung | - Chairman |
| 2. Mr Nguyen Van Minh | - Member |
| 3. Mr Tran Minh Tuan | - Member |

The Meeting conducted voting by voting cards, and 100% of voting shareholders present approved the list of the Presidium.

II. Approval of the Secretariat and the Vote Counting Committee

To assist the Presidium in recording the Minutes and the Resolution of the Meeting and in conducting vote counting, based on the proposed list introduced by the Presidium, the Meeting conducted voting by voting cards, and 100% of voting shareholders present approved the list of the Secretariat and the Vote Counting Committee as follows:

1. Secretariat:

- | | |
|-------------------------|----------|
| + Ms. Le Thi Thanh Binh | - Head |
| + Mr. Nguyen Huu Huong | - Member |

2. Vote Counting Committee

- | | |
|------------------------------|----------|
| + Ms. Vu Thi Kim Ngoc | - Head |
| + Ms. Pham Thi Thuy Hang | - Member |
| + Ms. Nguyen Thi Minh Phuong | - Member |

III. Approval of the Meeting Agenda and Working Regulations

The Chairman announced the Meeting agenda and the Working Regulations. The Meeting voted to approve the agenda and the Working Regulations by voting cards, with 100% of the shareholders present at the Meeting.

IV. Reports and Proposals presented at the Meeting and voting:

1. Mr. Nguyen Van Minh, Member of the Board of Directors and General Director, presented the report on the 2025 business performance and the implementation plan for 2026;

2. Mr. Nguyen Manh Hung, Chairman of the Board of Directors, presented the report of the Board of Directors for 2025 and the orientation for operations in 2026;

3. Ms. Tran Phan Nguyet Minh, Head of the Board of Supervisors, presented the report of the Board of Supervisors for 2025;

4. Proposals presented at the Meeting

Mr. Tran Minh Tuan presented:

- Proposal for approval of the 2025 financial statements and profit distribution plan;

- Proposal for approval of the 2026 profit distribution plan;
- Proposal for selection of the auditing firm for 2026;
- Proposal for approval of the finalization of salaries and remunerations for 2025 and the planned salaries and remunerations for 2026 of members of the Board of Directors and the Board of Supervisors;
- Proposal for approval of the 2026 business plan targets;
- Proposal for approval of contracts and transactions with Hanoi Beer – Alcohol – Beverage Joint Stock Corporation and its related parties.

V. Discussion at the Meeting

With respect to the discussion session, under the chairmanship of the Chairman, shareholders were invited to raise questions and express their opinions. However, no questions were raised by the shareholders.

VI. Voting Results at the Meeting

At the time of voting, the total number of shareholders attending and represented by proxy at the Meeting was 11 shareholders, representing 1.942.201 shares, accounting for 62,19% of the total voting shares of the Company.

The Meeting conducted voting by ballot to approve the reports and proposals presented. The approved contents and voting results are as follows:

Article 1: Approval of the Report of the Board of Management on the 2025 business performance and the 2026 plan (attached)

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 2: Approval of the Report of the Board of Directors for 2025 and the orientation and operating plan for 2026 (attached).

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 3: Approval of the Report of the Board of Supervisors for 2025 (attached)

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 4: Approval of the audited financial statements for 2025

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 5: Approval of the profit distribution plan for 2025:

TT	Diễn giải	Số tiền (đồng)
I	Distribution of profit after tax (PAT) for 2025	25.566.322.897
	- Accumulated undistributed PAT as of the end of the previous period	12.587.103.817

	- Undistributed PAT for the current period	12.979.219.080
1	Appropriation to funds	6.535.072.410
	Reward and welfare fund	5.603.988.810
	Board of Management bonus fund	931.083.600
2	Dividend payment for 2025	9.369.000.000
	Dividend payout ratio (%)	30
3	Undistributed profit	9.662.250.487

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 6: Approval of the 2026 business plan targets as follows:

No.	Indicator	Unit	2026 Plan
1	Total revenue and income	VND	1.656.629.131.063
2	Total profit before tax	VND	8.278.570.501
3	Total profit after tax	VND	6.622.856.401
4	Dividend payout ratio	%	10

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 7: Approval of the profit distribution plan for 2026:

No.	Description	Amount (VND)	Notes
I	Distribution of profit after tax (PAT) for 2026	16.285.106.888	
	- Accumulated undistributed PAT as of the end of the previous period	9.662.250.487	
	- Undistributed PAT for the current period	6.622.856.401	
1	Appropriation to funds	3.449.032.236	
	Reward and welfare fund	2.966.544.095	
	Board of Management bonus fund	482.488.141	
2	Dividend payment for 2026	3.123.000.000	
	Dividend payout ratio (%)	10	
3	Undistributed profit	9.713.074.652	

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 8: Approval of the finalization of salaries and remunerations for 2025 and the planned salaries and remunerations for 2026 of members of the Board of Directors and the Board of Supervisors

1. Finalization of salaries and remunerations for 2025 of members of the Board of Directors and the Board of Supervisors:

STT	Diễn giải	Số tiền (đồng)
	Salary fund for the Board of Directors and the Board of Supervisors	
1	Planned salaries and remunerations as per the Resolution of the 2025 General Meeting of Shareholders	1.760.000.000
2	Actual implementation	1.670.191.200
	Salaries of full-time members of the Board of Directors and the Board of Supervisors	1.209.448.800

	Remunerations of members of the Board of Directors and the Board of Supervisors	460.742.400
3	Conclusion: variance between actual and planned amounts	89.808.800

2. Planned salaries and remunerations for members of the Board of Directors and the Board of Supervisors in 2026:

- Salaries of full-time members of the Board of Directors: 1.254.000.000 VND
- Remunerations of part-time members of the Board of Directors and the Board of Supervisors: 500.000.000 VND

Total: 1.754.000.000 VND

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 9: Authorization for the Board of Directors to select a reputable auditing firm from the list of audit firms approved by the State Securities Commission to audit the 2026 financial statements.

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Article 10: Approval of contracts and transactions with Hanoi Beer – Alcohol – Beverage Joint Stock Corporation and its related parties.

The shareholder being HABECO, representing 1.873.800 shares, is a related party to these transactions; therefore, its voting rights have been excluded due to related interests.

Voting results:

Total number of voting ballots: 68.401 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	68.401	100%
In valid votes	0	0%
Agree	68.401	100%
Disagree	0	0%
No opinion	0	0%

Article 11. The General Meeting of Shareholders approved the Draft Minutes and the Resolution of the 2026 Annual General Meeting of Shareholders by voting cards, with the following results:

Voting results:

Total number of voting ballots: 1.942.201 votes, of which:

Classification	Number of Votes	Percentage of Total Votes of Attending and Voting Shareholders
Valid votes	1.942.201	100%
In valid votes	0	0%
Agree	1.942.201	100%
Disagree	0	0%
No opinion	0	0%

Pursuant to the Law on Enterprises, the Charter of Hanoi Beer Trading Joint Stock Company, and the Working Regulations of the Meeting, the above approval ratios are valid and sufficient for the adoption of the resolutions of the 2026 Annual General Meeting of Shareholders.

The 2026 Annual General Meeting of Shareholders concluded at 09 hours 45 minutes on the same day.

These Minutes are made in two (02) original copies and retained at the Company's head office

Secretaries



Le Thi Thanh Binh



Nguyen Huu Huong

Chairman



Nguyen Manh Hung

RESOLUTION
Annual General Meeting of Shareholders 2026
Hanoi Beer Trading Joint Stock Company – HABECO Trading

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on June 17, 2020;
- Pursuant to the Charter of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the Minutes of the General Meeting and the Vote Counting Minutes at the Annual General Meeting of Shareholders 2026 of Hanoi Beer Trading Joint Stock Company dated April 15, 2026;

QUYẾT NGHỊ

Article 1. Approval of the Report of the Board of Management on the 2025 business performance and the 2026 plan (attached)

Article 2. Approval of the Report of the Board of Directors for 2025 and the orientation and operating plan for 2026 (attached).

Article 3. Approval of the Report of the Board of Supervisors for 2025 (attached).

Article 4. Approval of the audited financial statements for 2025.

Article 5. Approval of the profit distribution plan for 2025.

No.	Description	Amount (VND)
I	Distribution of profit after tax (PAT) for 2025	25,566,322,897
	- Accumulated undistributed PAT as of the end of the previous period	12,587,103,817
	- Undistributed PAT for the current period	12,979,219,080
1	Appropriation to funds	6,535,072,410
	Reward and welfare fund	5,603,988,810
	Board of Management bonus fund	931,083,600
2	Dividend payment for 2025	9,369,000,000
	Dividend payout ratio (%)	30
3	Undistributed profit	9,662,250,487



Article 6. Approval of the 2026 Business Plan Targets.

TT	Indicators	Unit	2026 Plan
1	Total revenue and income	VND	1.656.629.131.063
2	Total profit before tax	VND	8.278.570.501
3	Total profit after tax	VND	6.622.856.401
4	Dividend payout ratio	%	10

Article 7. Approval of the profit distribution plan for 2026.

No.	Description	Amount (VND)
I	Distribution of profit after tax (PAT) for 2026	16,285,106,888
	- Accumulated undistributed PAT as of the end of the previous period	9,662,250,487
	- Undistributed PAT for the current period	6,622,856,401
1	Appropriation to the Company's reward and welfare fund <i>Of which:</i>	3,449,032,236
1.1	Reward and welfare fund for employees and the Board of Management	3,304,668,217
1.2	Bonus fund for the Board of Directors and the Board of Supervisors	144,364,019
2	Dividend payment for 2026	3,123,000,000
	Dividend payout ratio (%)	10
3	Undistributed profit	9,713,074,652

Article 8. Approval of the finalization of salaries and remunerations for 2025 and the planned salaries and remunerations for 2026 of members of the Board of Directors and the Board of Supervisors.

1. Finalization of salaries and remunerations for 2025:

No.	Description	Amount (VND)
	Salary fund for the Board of Directors and the Board of Supervisors	
1	Planned salaries and remunerations as per the Resolution of the 2025 General Meeting of Shareholders	1.760.000.000
2	Actual implementation	1.670.191.200
	Salaries of full-time members of the Board of Directors and the Board of Supervisors	1.209.448.800
	Remunerations of members of the Board of Directors and the Board of Supervisors	460.742.400
3	Conclusion: variance between actual and planned amounts	89.808.800

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2. Planned salaries and remunerations for members of the Board of Directors and the Board of Supervisors in 2026:

- Salaries of full-time members of the Board of Directors: 1.254.000.000 VND
- Remunerations of part-time members of the Board of Directors and the Board of Supervisors: 500.000.000 đồng

Total: 1.754.000.000 VND

Article 9. Approval of the selection of the auditing firm for 2026.

To authorize the Board of Directors to select a reputable auditing firm from the list of audit firms approved by the State Securities Commission to audit public interest entities in the securities sector for 2026, for the purpose of auditing the 2026 financial statements.

Article 10. Approval of contracts and transactions with Hanoi Beer – Alcohol – Beverage Joint Stock Corporation (HABECO) and its related parties.

To ensure that the execution of contracts and transactions with HABECO and its related parties complies with the Law on Enterprises No. 59/2020/QH14, the Board of Directors respectfully submits to the General Meeting of Shareholders for consideration the following:

1. Approval of the draft Goods Sale and Purchase Contract for 2027, Office Lease Contract for 2027, Contract for the Purchase and Sale of Goods in 2026 (Keg Shell) and Keg Shell Repair Service Contract for 2026 with HABECO (drafts attached)
2. Approval of the draft Sale and Purchase Contract for 2027 with HABECO Trading One Member Limited Liability Company.

The draft contracts are attached to the submission.

The Board of Management is assigned to organize and implement the execution of the above-mentioned contracts and transactions in compliance with applicable laws.

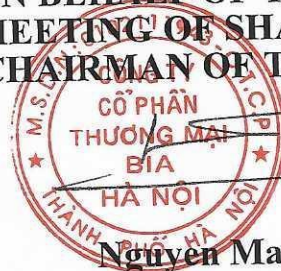
Article 11. Implementation provisions

- This Resolution has been fully approved by the General Meeting of Shareholders and takes effect from the date of signing.
- Members of the Board of Directors, the Board of Supervisors, the Board of Management, and all shareholders of Hanoi Beer Trading Joint Stock Company shall be responsible for the implementation of this Resolution.

Recipients:

- SSC, HNX;
- HABECO (for reporting);
- Members of the BOD, BOS;
- Board of Management;
- Archived at Office;

**ON BEHALF OF THE GENERAL
MEETING OF SHAREHOLDERS
CHAIRMAN OF THE MEETING**



Nguyễn Mạnh Hưng





Hanoi Beer Alcohol and Beverage Joint Stock Corporation
Hanoi Beer Trading Joint Stock Company
 183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476,
 Website: biahoihanoi.com.vn, Stock code: HAT

Agenda of the 2026 Annual General Meeting of Shareholders
 15 April 2026

Time	Agenda
08h00 - 08h30	Reception and verification of shareholders' eligibility - Welcome delegates and shareholders attending the General Meeting - Shareholders register, receive meeting materials and voting cards
08h30 - 08h40	Opening of the General Meeting - Statement of purpose and introduction of delegates and attending shareholders - Report on the results of verification of shareholders' eligibility - Introduction and approval of the Chairperson of the Meeting, the Secretary of the Meeting and the Vote Counting Committee - Approval of the Meeting Agenda and the Rules of Procedure of the General Meeting
08h40 - 09h45	Agenda Items - Report on business performance for 2025 and the business plan for 2026 - Report of the Board of Directors for 2025 and orientations for 2026 - Report of the Supervisory Board for 2025 - Remarks by the Corporation's Management (if any) Proposals for Approval - Proposal for approval of the 2025 Financial Statements and profit distribution plan - Proposal for approval of the 2026 profit distribution plan - Proposal for approval of the 2026 business targets - Proposal for approval of the finalization of salaries and remuneration for 2025 and the plan for 2026 for members of the Board of Directors and the Supervisory Board - Proposal for selection of the auditing firm for the 2026 Financial Statements - Proposal for approval of contracts and transactions with Habeco Corporation and related parties.
09h45 - 10h15	- Voting; - Break; the Vote Counting Committee announces the voting results
10h15 - 10h30	Closing of the General Meeting - Approval of the Minutes of the Meeting and the Resolution of the 2026 Annual General Meeting of Shareholders - Closing of the General Meeting

Ha Noi, date 14 month 3 year 2026

RULES OF PROCEDURE
OF THE 2026 ANNUAL GENERAL MEETING OF SHAREHOLDERS
OF HANOI BEER TRADING JOINT STOCK COMPANY

Pursuant to

- *The Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020, and its guiding documents;*
- *The Charter of Organization and Operation of Hanoi Beer Trading Joint Stock Company,*

I. CONDITIONS FOR HOLDING THE GENERAL MEETING OF SHAREHOLDERS:

(Pursuant to Article 21 of the Charter of Organization and Operation of Hanoi Beer Trading Joint Stock Company)

1. The General Meeting of Shareholders shall be conducted when shareholders attending the Meeting represent more than fifty percent (50%) of the total voting rights.
2. In the event that the first meeting does not meet the conditions for being conducted as stipulated in Clause 1 of this Article within thirty (30) minutes from the scheduled opening time, the convener shall cancel the Meeting. The notice of invitation for the second meeting must be sent within thirty (30) days from the intended date of the first meeting. The second General Meeting of Shareholders shall be conducted when shareholders attending the Meeting represent at least thirty-three percent (33%) of the total voting rights.
3. In the event that the second meeting does not meet the conditions for being conducted as stipulated in Clause 2 of this Article within thirty (30) minutes from the scheduled opening time, the convener shall cancel the Meeting. The notice of invitation for the third meeting must be sent within twenty (20) days from the intended date of the second meeting. In this case, the General Meeting of Shareholders shall be conducted irrespective of the total voting rights of the attending shareholders and shall be deemed valid and have the authority to decide on all matters proposed for approval at the first General Meeting of Shareholders.

II. RULES OF ORDER AT THE GENERAL MEETING:



1. Shareholders and/or their representatives attending the Meeting shall sit in the designated seats or areas as arranged by the Organizing Committee.
2. Smoking is not permitted in the Meeting room.
3. Maintain order in the Meeting room; private conversations and the use of mobile phones during the Meeting are not permitted. Mobile phones must be switched off or set to silent mode.

III. VOTING ON MATTERS AT THE GENERAL MEETING:

1. Principles:

- All matters included in the Meeting agenda shall be discussed and voted on publicly by the General Meeting of Shareholders, either by raising voting cards or by casting ballots.
- Voting cards shall be distributed directly to shareholders at the Meeting by the Organizing Committee. Each shareholder shall be issued one (01) voting card. The voting card shall clearly state the delegate code, full name, number of voting rights of the shareholder, and shall bear the official stamp of HABECO Trading.

2. Voting Methods:

- Shareholders and/or their representatives shall vote (*in favor, against, or abstention*) on the matters included in the Meeting agenda in accordance with the decision of the Chairperson, using a method deemed appropriate to the proceedings of the Meeting, specifically as follows:

- ✓ Voting by raising voting cards: The Chairperson shall request shareholders and/or their representatives to raise their voting cards (in favor, against, or abstention) to vote on certain matters, including:
 - The Meeting Agenda, the Rules of Procedure, and the election of the Vote Counting Committee at the General Meeting.
 - The Minutes of the Meeting.
 - Other matters as decided by the Chairperson and depending on the actual proceedings of the Meeting.

When voting is conducted at the General Meeting, shareholders voting in favor shall raise their voting cards clearly. Similarly, under the direction of the Chairperson, shareholders voting against or abstaining shall, respectively, raise their voting cards.

- ✓ Voting by ballot: Shareholders and/or their representatives shall vote by marking the appropriate box (in favor, against, or abstention) for each specific matter stated on the ballot. Invalid ballots include:

- Ballots not in the standard form issued by the Organizing Committee or not bearing the official stamp of HABECO Trading.
 - Ballots containing additional content not prescribed in the ballot.
 - Ballots with erasures or alterations without the shareholder's signature affixed next to such amendments.
 - Ballots not signed by the shareholder.
- Immediately after the completion of voting on the matters presented at the General Meeting, the Vote Counting Committee shall proceed with vote counting and announce the voting results to the entire General Meeting.

3. Voting Rules:

- a. One (01) ordinary share shall correspond to one (01) vote.

As at the record date (16 March 2026), the total number of shares of Habeco Trading is 3.123.000 (*three million one hundred twenty-three thousand*) ordinary shares, equivalent to 3.123.000 (*three million one hundred twenty-three thousand*) voting rights.

b. Matters submitted for approval at the General Meeting shall be passed when they receive at least fifty-one percent (51%) of the total voting rights of the attending shareholders voting in favor at the Meeting. For certain matters as prescribed in Clause 1 and Clause 3, Article 148 of the Law on Enterprises 2020, such matters must be approved by at least sixty-five percent (65%) of the total voting rights of all attending shareholders voting in favor at the Meeting.

IV. DISCUSSIONS AT THE GENERAL MEETING:

1. Principles:

- Discussions shall only be conducted within the prescribed time and within the scope of matters presented in the Agenda of the General Meeting of Shareholders.
- Shareholders wishing to raise opinions or questions must register their content in the Question Form and submit it to the Secretariat of the General Meeting.
- The Secretariat of the General Meeting shall compile and arrange the Question Forms submitted by shareholders and forward them to the Presidium.

2. Responses to shareholders' questions:

Based on the Question Forms compiled and arranged by the Secretariat and submitted to the Presidium, the Chairperson or a person designated by the Chairperson shall respond to shareholders' questions.

V. RESPONSIBILITIES OF THE CHAIRPERSON:

1. To conduct the General Meeting in accordance with the Meeting agenda and the rules and regulations approved by the General Meeting. The Chairperson shall act in accordance with the principle of democratic centralism and make decisions based on the majority.
2. To guide the General Meeting in discussions and in obtaining votes on matters included in the Meeting agenda and other related matters throughout the course of the Meeting.
3. To resolve issues arising during the course of the General Meeting. Decisions of the Presidium regarding procedures, formalities, or matters arising outside the Meeting agenda shall be final and binding.

VI. RESPONSIBILITIES OF THE SECRETARIAT:

1. To fully and accurately record the entire proceedings of the General Meeting and all matters approved or noted by shareholders at the Meeting in the Minutes of the General Meeting.
2. To draft the Resolutions on matters approved at the General Meeting.

VII. RESPONSIBILITIES OF THE SHAREHOLDER ELIGIBILITY VERIFICATION COMMITTEE:

1. To verify the eligibility of shareholders or their authorized representatives attending the Meeting, including checking the Citizen Identification Card/ID card or passport, the Notice of Invitation, and the Power of Attorney (*in the case of authorized representatives*).
2. To collect the attendance confirmation forms from shareholders or their representatives and the Power of Attorney (*if any*).
3. To distribute to attending shareholders or their authorized representatives the voting cards and the documents/reports submitted to the General Meeting.
4. To report to the General Meeting on the results of the verification of shareholders' eligibility for attendance.

VIII. RESPONSIBILITIES OF THE VOTE COUNTING COMMITTEE:

1. To accurately determine the voting results of shareholders on matters submitted for approval at the General Meeting.
2. To promptly notify the Secretariat of the voting results.
3. To review and report to the General Meeting any violations of the voting procedures or complaints regarding the voting results.

IX. MINUTES AND RESOLUTIONS OF THE GENERAL MEETING OF SHAREHOLDERS:

The Minutes and the Resolutions of the General Meeting of Shareholders must be read and approved prior to the closing of the Meeting.

The above constitutes the Rules of Procedure of the 2026 Annual General Meeting of Shareholders of Hanoi Beer Trading Joint Stock Company. The Organizing Committee respectfully submits this to the General Meeting of Shareholders for consideration and approval.

**ON BEHALF OF THE BOARD OF
DIRECTORS**

CHAIRMAN



Nguyen Manh Hung





Hanoi Beer Alcohol and Beverage Joint Stock Corporation

Hanoi Beer Trading Joint Stock Company

183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476, Fax: 84 4 37281106

Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 14 month 4 year 2026

REPORT ON BUSINESS PERFORMANCE FOR 2025 AND IMPLEMENTATION OF THE 2026 BUSINESS PLAN

To: The Annual General Meeting of Shareholders 2026

PART I BUSINESS OPERATIONS OVERVIEW FOR 2025

1. General Assessment:

In 2025, Vietnam's economy maintained a positive growth momentum with several encouraging signals: GDP growth remained robust, trade activities continued to expand, inflation was kept under control, and the living standards of the population gradually improved. However, the economic environment still carries potential risks arising from global fluctuations.

In the beer and beverage industry, competition among domestic enterprises and international brands intensified. Additionally, the implementation of regulations on the prevention and control of alcohol-related harms has contributed to raising awareness among road users, but it has also had a certain impact on the demand for beer and alcoholic beverages in the market.

The tightening of sidewalk management regulations under Decree 168/2024/ND-CP (effective from January 1, 2025) will have a significant impact on street-side beer establishments. Encroachment on public roadways will be heavily fined, forcing beer businesses to shift toward indoor models, open-air spaces, or legally contracted sidewalk areas to continue operations.

During the year, weather conditions were unfavorable, with frequent storms in both number and severity reaching the highest levels in recent years, significantly affecting the growth rate of the beverage industry, including draft beer products.

In response to these challenges, the Company's Executive Board proactively implemented multiple measures to sustain and grow business activities, particularly by expanding market presence in suburban areas and neighboring provinces, while also deploying multi-channel sales approaches to enhance customer reach.



Furthermore, the Company has consistently received timely guidance and support from the parent corporation, along with favorable mechanisms and policies facilitating business operations. Thanks to the efforts of the Board of Directors and all employees, the Company has substantially achieved the objectives and targets assigned by the Annual General Meeting of Shareholders for 2025.

2. Business Performance in 2025

In 2025, the Company implemented its production and business plan in accordance with the resolutions of the Annual General Meeting of Shareholders, with the following results:

No.	Description	Unit	2024 Actual	2025		Actual/Plan (%)	Actual/Previous Year (%)
				2025 Plan	2025 Actual		
1	2	3	4	5	6	7=6/5	8=6/4
1	Total Revenue and Income	VND billion	1.357,49	1.571,99	1489,53	94,75	109,73
2	Total Profit Before Tax	VND billion	23,47	16,08	16,27	101,18	69,32
3	Total Profit After Tax	VND billion	18,76	12,86	12,97	100,86	69,14
4	Dividend	%	30	20	Estimated 30	150	100

Achievements

Finance and Investment Activities

The Company operates leasing services for warehouse and administrative office systems at Habeco Trading 33 Commercial Center (Thach That Industrial Park, Hanoi).

In addition, the equity investment in Hanoi Hung Yen Beer Trading Joint Stock Company also generated dividend income for the Company. The total capital contribution amounts to VND 7,5 billion, representing 12,5% of the equity of the associated company.

Market Development Activities

The inner-city Hanoi market continued to be the Company's key market, accounting for approximately 60% of total consumption volume. Suburban and out-of-province markets accounted for around 30% and 10%, respectively, representing an increase of approximately 2% compared to the same period last year.

In 2025, the Company expanded its distribution network to cover most provinces from the North Central region northwards. At the same time, the Company initiated the development of a model restaurant in Nghe An.

The Company also continued to comprehensively review the Hanoi Draft Beer keg system in the market. In parallel, it provided support to restaurants in proper storage and dispensing processes in accordance with standards, thereby contributing to maintaining product quality and enhancing brand image.

In response to increasing competitive pressure, the Company implemented various support policies for customers and the distribution system, including:

- Opening more than 600 new large-capacity draft beer outlets
- Developing and maintaining nearly 1,200 small-capacity retail points (shops and convenience stores)
- Introducing products into supermarket and convenience store chains
- Strengthening support for key restaurant partners in the Hanoi market
- Coordinating the organization of beer-related events and festivals to promote the brand

Other Operational Areas

During the year, the Company consistently ensured sufficient capital to support business operations while implementing cost optimization measures.

The Company fully complied with policies and regulations applicable to employees, ensuring that salaries and bonuses are aligned with job positions, performance levels, and business results, thereby maintaining fairness and efficiency.

Security, occupational safety, and environmental protection were continuously prioritized. The Company maintained a collective kitchen to ensure proper nutrition and health for employees; implemented measures to reduce noise during goods handling and transportation; provided personal protective equipment; and organized periodic health check-ups for employees.

In addition, the Company continued to promote the development of corporate culture, considering it a strategic priority alongside business growth objectives. Trade union and youth union activities were effectively maintained, contributing to enhancing the spiritual well-being of employees.

PART II DIRECTIONS AND KEY TASKS FOR 2026

1. Operating Context:

The beer and beverage market in Vietnam in 2026 is projected to continue facing significant volatility and challenges. This period also represents a critical

juncture for industry players to proactively adjust their business and production strategies in preparation for the implementation of the approved roadmap for increases in Special Consumption Tax (SCT).

According to policy orientation, from 2027 onward, the SCT on beer is expected to increase by approximately 5% annually, reaching around 90% by 2031. At the same time, sugar-sweetened beverages will also become subject to SCT starting from 2027, creating dual pressure on the entire beverage industry.

These changes are expected to have a considerable impact on consumer behavior, as a segment of consumers may shift toward more affordable alternatives or products less affected by taxation, while also intensifying competition among industry participants.

The implementation and adjustment of tax policies applicable to household businesses will contribute to strengthening tax administration, curbing tax evasion, and fostering a transparent and fair competitive environment among market participants. However, the enforcement of these new regulations also poses certain challenges for household businesses, particularly in terms of understanding and complying with tax and accounting requirements, fulfilling tax declaration obligations, and adopting e-invoicing systems, while many still face limitations in professional knowledge.

In addition, regulations governing the advertising and marketing of alcoholic beverages are becoming increasingly stringent, while tighter sidewalk management requirements are placing pressure on enterprises to proactively innovate their business models and enhance operational efficiency.

In this context, the Company needs to remain proactive and flexible in implementing appropriate solutions to maintain sales volume, sustain market share, and achieve its 2026 business targets.

2. Business Directions and Tasks for 2026:

2.1. Key Targets for the 2026 Business Plan:

- Total Revenue and Income:	1.656.629.131.063	VND
- Total Profit Before Tax:	8.278.570.501	VND
- Total Profit After Tax:	6.622.856.401	VND
- Expected Dividend Payout Ratio	10	%

2.2. Implementation Measures:

The Company will focus its resources on brand building and development, while implementing market development initiatives through the refinement of product, distribution, and sales strategies in line with evolving consumer trends.

In parallel, the Company will continue to restructure its distribution system toward greater professionalism, enhancing management efficiency across each channel and product segment.

Key solutions include:

- Improving the human resource management system and applying Key Performance Indicators (KPIs) for employee performance evaluation.
- Enhancing business efficiency by maximizing existing capabilities and promoting the consumption of products with competitive advantages in the market.
- Strengthening product quality management, with strict control over food safety and hygiene standards as well as product storage processes.
- Maintaining and enhancing HABECO brand visibility at points of sale.

In 2026, the Company aims to further expand its market presence, develop distribution channels, and increase the number of sales outlets.

To support volume growth targets, the Company plans to invest in additional 1-liter kegs and 30–50 liter kegs to meet market demand.

In addition, the Company will continue to apply a flexible keg deposit mechanism, while strengthening control and management to ensure proper usage.

The Company will also focus on effective working capital management, cost optimization, and efficient resource utilization to improve overall operational performance.

2.3. Other Activities:

- Strengthening the management of assets, capital, and cash flows, closely monitor the implementation of cost plans in order to promptly forecast and make appropriate adjustments in operations. As 2026 is projected to be a year of significant interest rate volatility, the Company will continue to efficiently optimize returns from term deposits.

- Planning and developing a pipeline of successor personnel; appointing capable managers and recruiting highly qualified employees to support marketing and sales activities.

- Continuing to review and streamline the organizational structure toward greater flexibility and efficiency; enhancing operational performance, optimizing resources, and implementing cost-saving measures.

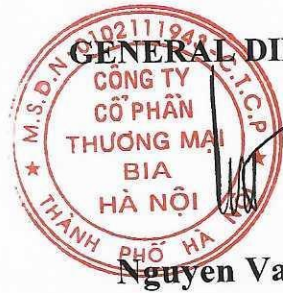
- Further reviewing and refining salary and bonus policies linked to job performance, while improving employees' material and spiritual well-being.

- Effectively fulfilling corporate social responsibility through community engagement initiatives and social welfare programs.

In 2026, the Executive Board, together with all employees of the Company, will continue to make every effort to fulfill the Company's mission, elevate the Hanoi Draft Beer brand to new heights, ensure and enhance the long-term interests of shareholders, and contribute more to society.

We respectfully submit this report to the Annual General Meeting of Shareholders for consideration and feedback to further improve the effectiveness of the Executive Board's operations.

We wish the Meeting great success./.

**GENERAL DIRECTOR**
Nguyen Van Minh



Ha Noi, date 4 month 4 year 2026

REPORT ON THE BOARD OF DIRECTORS' ACTIVITIES IN 2025, ORIENTATION FOR 2026

To: The Annual General Meeting of Shareholders of Hanoi Beer Trading Joint Stock Company

The Board of Directors of Hanoi Beer Trading Joint Stock Company respectfully submits to the Annual General Meeting of Shareholders the report on its activities in 2025 and the orientation for 2026 as follows:

In 2025, the Company's production and business activities continued to be affected by various external factors, including:

- Volatility in the global economic and political landscape.
- Intensifying competition among domestic beer companies and imported beer brands.
- The Company's business operations have been adversely affected by unfavorable weather conditions, including frequent storms causing the most severe damage in recent years.
- Government policies on the prevention and control of alcohol abuse.

In this context, under the direction and support of Hanoi Beer – Alcohol – Beverage Joint Stock Corporation, together with the efforts of the Executive Board and all employees, the Company maintained stable operations and substantially fulfilled the targets assigned by the Annual General Meeting of Shareholders.

1. Assessment of the Board of Directors' Performance in 2025:

Based on the Resolution of the Annual General Meeting of Shareholders for 2025, the Company's key performance indicators were achieved as follows:

- Revenue and income: reached VND 1.489.53 billion, equivalent to 94,75% of the plan and 109,73% compared to the same period last year.
- Profit before tax: reached VND 16,27 billion, equivalent to 101,18% of the plan and 69,32% compared to the same period last year.
- Profit after tax: reached VND 12,97 billion, equivalent to 100,86% of the plan and 69,14% compared to the same period last year.

The Board of Directors highly appreciates the efforts of the Executive Board and all employees in implementing business solutions to achieve the above results.



In 2025, the Board of Directors directed the implementation of the profit distribution plan, payment of remuneration for the Board of Directors and the Supervisory Board in accordance with the AGM Resolution, and appointed NVA Auditing Company Limited as the auditor for the 2025 financial statements. The utilization of the Investment Fund has not yet been carried out during the year due to the absence of an effective and feasible plan.

With a strong sense of responsibility toward shareholders, employees, and the Company's development, it can be affirmed that the Board of Directors has successfully fulfilled its duties in accordance with legal regulations, particularly in supervising the Executive Board and supporting departments in the implementation of the AGM resolutions, as well as the resolutions and decisions of the Board of Directors.

2. Activities of the Board of Directors in 2025

In 2025, the Board of Directors fully performed its functions and duties in accordance with applicable laws and the Company's Charter.

In addition to regular quarterly meetings, the Board of Directors convened thematic meetings to review and decide on key matters relating to business strategy, investment, and corporate governance.

The Board of Directors directed the Executive Board to implement various measures to enhance business performance, including:

- Expanding the network of sales outlets and distribution channels.
- Developing additional consumption markets in localities.
- Promoting the sales of small-volume products in line with market demand.
- Strengthening product quality control and brand image.
- Enhancing the capabilities of the market-facing workforce through training and recruitment.
- Reviewing and improving the distribution system.
- Optimizing costs through evaluating the effectiveness of sales programs.

As a result of the synchronized implementation of these measures, the Company's sales volume reached its highest level since inception.

Investment and Leasing Activities.

In 2025, the Company continued to implement investment activities and asset utilization initiatives to enhance resource efficiency, including:

- Leasing and operating the warehouse and administrative office system at Habeco Trading 33 Commercial Center – Thach That Industrial Park, Hanoi, generating stable income for the Company.
- Making a capital contribution of VND 7,5 billion to Hanoi – Hung Yen 89 Beer Trading Joint Stock Company.

The Company appointed its capital representative to participate in the management of the investee in compliance with applicable laws and the Company's Charter.

Other responsibilities performed by the Board of Directors in accordance with applicable laws and the Company's Charter include:

- Formulating and approving the 2025 business plan targets for submission to the Annual General Meeting of Shareholders.
- Organizing, directing, and overseeing management and operations to ensure the fulfillment of the 2025 targets assigned by the AGM and the Board of Directors.
- Reappointing personnel upon expiry of their terms to the positions of Deputy General Director and Chief Accountant.
- Approving the nomination and introduction of candidates for election as members of the Board of Directors and the Board of Supervisors for the 2025–2030 term.
- Approving the actual payroll fund for 2024 and the planned payroll fund for 2025.
- Approving the Internal Expenditure Regulations.
- Performing other duties within the authority of the Board of Directors.

Report on Salaries and Remuneration of the Board of Directors and Its Members in 2025:

No.	Full Name	Tenure in 2025	Position	Amount (VND)
1	Nguyen Manh Hung	From January 1, 2025 to December 31, 2025	Full-time Chairman	951,099,800
2	Nguyen Van Minh	From January 1, 2025 to December 31, 2025	Non-executive Member	148,560,000
3	Tran Minh Tuan	From January 1, 2025 to December 31, 2025	Non-executive Member	148,560,000
	Total			1.248.219.800

3. Supervisory and Support Activities of the Board of Directors in Relation to the Executive Board

The Board of Directors regularly monitored and supervised the activities of the Executive Board through periodic reports and professional meetings.

The Executive Board strictly complied with information disclosure requirements, providing full and timely reports, thereby enabling the Board of Directors to effectively perform its governance and supervisory functions.

Resolutions of the Annual General Meeting of Shareholders and the Board of Directors were implemented in a synchronized and effective manner.

4. Supervisory Results in Relation to the General Director

The General Director has fully exercised his/her rights and responsibilities in accordance with the Law on Enterprises and the Company's Charter, specifically:

- Organizing the implementation of the resolutions of the Annual General Meeting of Shareholders and the Board of Directors.
- Managing and overseeing the Company's production and business operations.
- Complying with reporting requirements and seeking guidance from the Board of Directors in accordance with regulations.

5. Report on the Activities of Individual Members of the Board of Directors

5.1 Chairman of the Board of Directors – Mr. Nguyen Manh Hung

- Performed duties and exercised powers in full compliance with the Law on Enterprises and the Company's Charter.

- Actively provided close direction and oversight of the Company's operations.

- Coordinated with the Executive Board to implement synchronized solutions, laying the foundation for sustainable development and maintaining the Company's market share.

- Developed and refined the Company's internal regulations and policies.

5.2 Board Member cum General Director – Mr. Nguyen Van Minh

- Performed duties and exercised powers in full compliance with the Law on Enterprises and the Company's Charter in his capacity as both Board member and General Director.

- Organized the implementation of the resolutions of the Annual General Meeting of Shareholders and the Board of Directors; managed and oversaw all business operations of the Company.

- Regularly reported to and sought guidance from the Board of Directors, ensuring that all areas of the Company's operations were directed and managed in accordance with applicable laws and the Company's Charter.

- Worked closely with the Board of Directors and the Executive Board in directing and managing the Company's operations.

- Proactively led and executed initiatives to stabilize the Company's production and business activities.

5.3 Board Member – Mr. Tran Minh Tuan

- Mr. Tran Minh Tuan has duly fulfilled his responsibilities and obligations as a member of the Board of Directors in accordance with applicable laws, the Company's Charter, and internal regulations.

- He has actively contributed recommendations on corporate management and organizational structure, thereby enhancing governance effectiveness and the Company's overall business performance.

6. Report on Transactions between the Company, its Subsidiaries, and Entities in which the Public Company Holds More than 50% of Charter Capital, with Members of the Board of Directors and Their Related Persons; as well as Transactions between the Company and Entities in which Members of the Board of Directors Have Been Founders or Managers within the Three (3) Years Prior to the Transaction.

The Company has compiled such transactions in the 2025 Corporate Governance Report submitted to the State Securities Commission and the Hanoi Stock Exchange, and has duly disclosed information in accordance with applicable laws and regulations.

7. Orientation for 2026

Building on the achievements of the past year and based on an assessment of the political, economic, and social context for 2026, the Company expects an operating environment with both opportunities and challenges.

Opportunities:

- Hanoi Beer is a long-established brand with strong reputation and solid market positioning.
- The Company's workforce is united, responsible, dynamic, and innovative.
- The Company continues to receive strong support, guidance, and timely direction from Hanoi Beer – Alcohol – Beverage Joint Stock Corporation (HABECO).
- The Company's distribution system remains stable and is being progressively expanded.
- Hanoi Beer products continue to be well received by consumers, particularly among younger customer segments.

Challenges:

- The reorganization of administrative boundaries may have certain impacts on business operations and the distribution system.
- Changes in tax policies, particularly the anticipated increase in excise tax and regulations applicable to household businesses.
- Volatility in fuel prices and transportation costs.
- Intensifying competition from both domestic companies and international beer brands.

In 2026, the Board of Directors has defined the following key orientations:

- To fully perform its functions, duties, and powers in accordance with the Company's Charter and internal regulations; while enhancing governance

capacity and strengthening inspection, supervision, and oversight of the performance of Board members.

- To direct and govern the Company's operations toward stability and sustainable development, striving to achieve the 2026 business plan targets assigned by the Annual General Meeting of Shareholders.
- To manage business operations in a flexible manner in line with market developments; to focus on implementing market development solutions tailored to each region, prioritizing areas with administrative centers, maintaining the key Hanoi market, and expanding into other provinces and cities. At the same time, to expand the network of sales outlets and develop product lines with capacities of 30 liters, 50 liters, and 1 liter.
- To optimize and efficiently utilize financial resources, particularly costs related to market development and sales services.
- To support the 2026 sales volume growth target and market expansion strategy, the Company will invest in additional kegs of various types to serve sales activities.
- To review, restructure, and streamline the organizational structure toward greater flexibility and efficiency; enhance operational performance, optimize resource utilization, and implement cost-saving measures.
- To strengthen investment in human resource management, training, and workforce development to meet the Company's growth requirements in the new phase.
- To ensure full and timely corporate information disclosure in compliance with applicable laws; and to continue reviewing, amending, and refining the Company's Charter and internal regulations to ensure alignment with current legal requirements.

In 2026, the Board of Directors has agreed on the following key business targets for submission to the Annual General Meeting of Shareholders for approval:

Target	2026 Plan	Unit
Total Revenue	1.656.629,13	VND billion
Total Profit Before Tax	8.278,57	VND billion
Total Profit After Tax	6.622,85	VND billion
Expected Dividend Payout Ratio	10	%

On behalf of the Board of Directors, I would like to express our sincere appreciation for the support and assistance of Hanoi Beer – Alcohol – Beverage Joint Stock Corporation, as well as the trust and support of our partners and

shareholders. We would also like to extend our heartfelt thanks to all employees of the Company for their significant contributions to the development and success of Habeco Trading over the past year.

This concludes the Board of Directors' report on the 2025 performance and the orientation for 2026. We respectfully submit this report to the General Meeting of Shareholders for consideration and look forward to receiving valuable feedback from shareholders for approval of the relevant resolutions.

On behalf of the Board of Directors, we would like to extend our sincere thanks and best wishes for good health to all shareholders, and wish the Meeting every success.

**ON BEHALF OF THE BOARD OF
DIRECTORS CHAIRMAN**



Nguyen Manh Hung



**REPORT OF THE SUPERVISORY BOARD
AT THE 2026 ANNUAL GENERAL MEETING OF SHAREHOLDERS**

- Pursuant to the Law on Enterprises No. 59/2020/QH14, adopted by the National Assembly of the Socialist Republic of Vietnam (14th Legislature) on June 17, 2020;
- Pursuant to the Charter of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the Resolution of the 2025 Annual General Meeting of Shareholders of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the 2025 audited financial statements audited by NVA Auditing Company Limited.

The Supervisory Board of Hanoi Beer Trading Joint Stock Company (hereinafter referred to as “Habeco Trading”) hereby reports to the Annual General Meeting of Shareholders on the results of its inspection and supervision of the Company’s operations in 2025 as follows:

I. Supervisory Board Activities in 2025

In 2025, the Supervisory Board fully performed its functions and duties in accordance with the Law on Enterprises, the Company’s Charter, and relevant legal regulations. Its key activities included:

- Attending meetings of the Board of Directors to supervise the exercise of governance functions and the management of the Company’s operations.
- Reviewing compliance with legal regulations in financial, accounting, and corporate governance matters.
- Examining the Company’s semi-annual and annual financial statements.
- Supervising information disclosure in accordance with legal requirements, as well as the fulfillment of obligations to the State, employees, and other stakeholders.
- Organizing meetings of the Supervisory Board in accordance with regulations to assess the Company’s performance and carry out supervisory duties within its authority.



II. Results of Supervision over Financial Performance

The Supervisory Board has reviewed the 2025 financial statements prepared by the Executive Board and audited by an independent auditing firm. Based on this review, the Supervisory Board is of the opinion that the Company's financial position in 2025 remained generally stable and was fairly and accurately presented in accordance with prevailing accounting standards.

Key financial figures are summarized as follows:

No.	Item	Amount (VND)
	Balance Sheet	
	Total Assets	221.247.608.392
A	Current Assets	166.810.179.179
I	Cash and Cash Equivalents	11.331.105.437
II	Short-term Financial Investments	85.300.000.000
III	Short-term Receivables	60.580.890.365
IV	Inventories	6.138.489.883
V	Other Current Assets	3.459.693.494
B	Non-current Assets	54.437.429.213
I	Long-term Receivables	
II	Fixed Assets	14.173.062.521
III	Investment Property	
IV	Construction in Progress (Long-term)	
V	Long-term Financial Investments	7.500.000.000
VI	Other Non-current Assets	32.764.366.692
	Total Liabilities and Equity	221.247.608.392
A	Total Liabilities	146.180.640.371
I	Current Liabilities	146.180.640.371
II	Non-current Liabilities	
B	Equity	75.066.968.021
	Income Statement	
1	Net Revenue from Sales and Services	1.415.049.460.631
2	Cost of Goods Sold	1.331.407.688.021
3	Gross Profit	83.641.772.610
4	Financial Income	5.820.677.494
5	Financial Expenses	
6	Selling Expenses	119.048.902.283
7	General and Administrative Expenses	22.796.639.320
8	Operating Profit (Loss)	(52.383.091.499)

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9	Other Income	68.660.097.481
10	Other Expenses	5.727.500
11	Other Profit	68.654.369.981
12	Accounting Profit Before Tax	16.271.278.482
13	Profit After Corporate Income Tax	12.979.219.080

Key Financial Indicators are as follows:

- Net revenue from sales and service provision: VND 1.415,05 billion, equivalent to 104,87% compared to 2024.
- Profit before tax: VND 16,27 billion, equivalent to 69,32% compared to 2024.
- Profit after tax: VND 12,97 billion, equivalent to 69,14% compared to 2024.

Key Financial Ratios:

- Return on Average Equity (ROE): 17,06%
- Return on Average Assets (ROA): 5,95%
- Debt-to-Equity Ratio: 1,95 times
- Current Ratio: 1,14 times

The above indicators demonstrate that the Company's revenue has remained stable; assets have been properly managed and utilized for their intended purposes; and financial obligations to the State and relevant stakeholders have been fully fulfilled.

At the same time, profitability and liquidity ratios indicate that the Company has maintained a relatively sound financial position, ensuring its ability to meet debt obligations as they fall due.

III. Supervision of the Board of Directors and the Executive Board

Through its supervisory activities, the Supervisory Board has observed that the Board of Directors and the Executive Board have duly performed their functions and duties in accordance with applicable laws and the Company's Charter.

Management decisions have been issued on a basis consistent with the Company's actual operating conditions, ensuring alignment with its development orientation and the legitimate interests of shareholders.

Corporate governance, information disclosure, and reporting practices have been conducted in compliance with legal requirements.

As of the reporting date, the total number of outstanding shares of Habeco Trading is 3.123,000 shares, with the shareholder structure as follows:

- State shareholder: 60% of charter capital
- Other shareholders: 40% of charter capital

IV. Assessment of Key Risk Factors

The Supervisory Board notes that the Company's operations in the coming period may be affected by increasing competition in the beer and beverage industry, fluctuations in input costs, and changes in regulatory policies governing the sector.

Accordingly, the Supervisory Board recommends that the Board of Directors and the Executive Board continue to strengthen risk management, enhance cost control, and improve the efficiency of resource utilization.

V. Conclusion and Recommendations

Based on the supervisory results for 2025, the Supervisory Board concludes that:

- The activities of the Board of Directors and the Executive Board have been conducted in compliance with applicable laws and the Company's Charter.
- The 2025 financial statements present fairly and accurately the Company's financial position.

The Supervisory Board highly appreciates the efforts of the Board of Directors, the Executive Board, and all employees in maintaining stable business operations.

In 2026, the Supervisory Board will continue to fully perform its supervisory functions in accordance with regulations, thereby contributing to enhanced corporate governance and ensuring the Company's sustainable development.

VI/ Report on the Coordination between the Supervisory Board, the Board of Directors, the Executive Board, and Shareholders

- The Supervisory Board operates in accordance with the Law on Enterprises, the Company's Charter, as well as internal regulations and governance frameworks, to carry out its supervisory duties.

- The Supervisory Board has been provided with favorable conditions by the Board of Directors and the Executive Board to effectively perform its functions.

- The Supervisory Board oversees the Company's compliance with information disclosure regulations in accordance with applicable laws, thereby safeguarding the interests of shareholders.

VII/ Self-Assessment Report on the Performance of the Supervisory Board and Its Members.

1. Assessment of the Supervisory Board's Performance:

Based on the rights and responsibilities stipulated in the Company's Charter and the performance results as outlined above, the Supervisory Board provides the following self-assessment:

- The Supervisory Board has effectively fulfilled its function in overseeing the Board of Directors and the Executive Board in the governance and management of the Company.

- It has successfully completed the review of the Company's semi-annual and annual financial statements.

- The Supervisory Board has organized periodic meetings in compliance with the Law on Enterprises and the Company's Charter, and has regularly exchanged views and sought opinions from its members.

- The Supervisory Board has operated in accordance with its prescribed powers and responsibilities.

2. Assessment of the Performance of Supervisory Board Members:

Based on the Company's Charter and the Operating Regulations of the Supervisory Board, all Supervisory Board members have satisfactorily fulfilled their assigned duties.

All members have attended the Supervisory Board's meetings in full.

The Supervisory Board's assessment of each member is as follows:

2.1 Head of the Supervisory Board – Ms. Tran Phan Nguyet Minh:

- Effectively directed and managed the activities of the Supervisory Board; convened and chaired its meetings.

- Reviewed and supervised the implementation of the AGM resolutions, dividend distribution, and appropriation of funds.

- Coordinated with other members in reviewing the Company's semi-annual and annual financial statements.

- Led the preparation and presentation of reports to the Annual General Meeting of Shareholders on the Supervisory Board's performance and plans..

2.2 Supervisory Board Member – Ms. Vu Thi Quyen:

Has effectively performed assigned duties, including:

- Coordinating with other members in reviewing the Company's semi-annual and annual financial statements.

- Attending meetings in accordance with regulations.

- Performing other duties as assigned by the Head of the Supervisory Board.

2.3 Supervisory Board Member – Ms. Le Thu Trang

Has effectively performed assigned duties, including:

- Coordinating with other members in reviewing the Company's semi-annual and annual financial statements.

- Attending meetings in accordance with regulations.

- Performing other duties as assigned by the Head of the Supervisory Board.

VIII/ Supervisory Board Work Plan for 2026

The Supervisory Board's work plan for 2026 will primarily focus on the following key areas:

- Performing its duties and functions as approved by the Annual General Meeting of Shareholders in accordance with the Company's Charter.
- Reviewing and examining the Company's financial statements.
- Assessing the legality and appropriateness of the Company's production, business, and financial activities; and monitoring the implementation of AGM resolutions and decisions of the Board of Directors.
- Actively participating in the review, evaluation, amendment, supplementation, and improvement of the Company's internal management regulations

This report has been unanimously approved by all members of the Supervisory Board and is respectfully submitted to the Annual General Meeting of Shareholders.

The Supervisory Board would like to express its sincere appreciation to the Board of Directors, the Executive Board, functional departments, and shareholders for their cooperation and support in facilitating the fulfillment of its duties.

We wish all distinguished delegates and shareholders attending the Meeting good health.

**ON BEHALF OF THE SUPERVISORY BOARD
HEAD OF THE SUPERVISORY BOARD**



Tran Phan Nguyet Minh





Hanoi Beer Alcohol and Beverage Joint Stock Corporation

Hanoi Beer Trading Joint Stock Company

183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476

Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date ¹⁴ month ⁴ year 2026

PROPOSAL

Re: Approval of the 2025 Financial Statements and Profit Distribution Plan

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to the current Charter on organization and operation of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the Resolution of the 2025 Annual General Meeting of Shareholders;
- Pursuant to current regulations of the State on finance and accounting;
- Pursuant to the 2025 financial statements audited by NVA Auditing Company Limited,

1. Approval of the 2025 Financial Statements:

The 2025 financial statements have been audited by NVA Auditing Company Limited and disclosed by the Board of Directors of Hanoi Beer Trading Joint Stock Company in accordance with regulations, and published on the Company's website at: <http://www.biahoihanoi.com.vn>

The Board of Directors respectfully submits to the General Meeting of Shareholders for approval of the Company's 2025 financial statements with the following key indicators:

Indicators	Amount (VND)
Total revenue and income	1.489.530.235.606
Profit before tax	16.271.278.482
Profit after tax	12.979.219.080
Earnings per share	2.920
Short-term assets	166.810.179.179
Long-term assets	54.437.429.213
Total assets	221.247.608.392
Liabilities	146.180.640.371
Equity	75.066.968.021
Total capital	221.247.608.392





Hanoi Beer Alcohol and Beverage Joint Stock Corporation
Hanoi Beer Trading Joint Stock Company
183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476
Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 14 month 4 year 2026

PROPOSAL
Re: Approval of the 2026 Business Plan Targets

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to the current Charter on organization and operation of Hanoi Beer Trading Joint Stock Company,

The Board of Directors respectfully submits to the General Meeting of Shareholders for approval of the 2026 business plan targets as follows:

TT	Indicators	Unit	2026 Plan
1	Total revenue and income	VND	1.656.629.131.063
2	Total profit before tax	VND	8.278.570.501
3	Total profit after tax	VND	6.622.856.401
4	Dividend payout ratio	%	10

Depending on market conditions, the Company will proactively adjust expenses in line with revenue to ensure the achievement and over-fulfillment of the above targets.

The Board of Directors respectfully submits to the General Meeting of Shareholders for consideration and approval./.

Recipients:

- As above;
- BOD, BOS;
- Archived at Secretariat, Office,

ON BEHALF OF THE BOARD OF

DIRECTORS
CHAIRMAN



Nguyen Manh Hung



Hanoi Beer Alcohol and Beverage Joint Stock Corporation
Hanoi Beer Trading Joint Stock Company
183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476
Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 14 month 4 year 2026

PROPOSAL

Re: Approval of the proposed profit distribution plan for 2026

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to the current Charter on organization and operation of Hanoi Beer Trading Joint Stock Company;
- Pursuant to current regulations of the State on finance and accounting,

The Board of Directors respectfully submits to the General Meeting of Shareholders for approval of the proposed profit distribution plan for 2026 as follows:

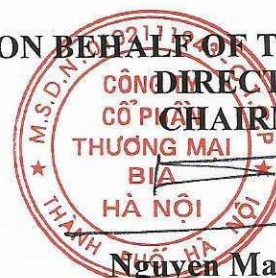
TT	Description	Amount (VND)	Notes
I	Distribution of profit after tax for 2026	16.285.106.888	
	- Accumulated undistributed profit after tax up to the end of the previous period	9.662.250.487	
	- Undistributed profit after tax for the current period	6.622.856.401	
1	Appropriation to Welfare and Bonus Funds	3.449.032.236	
1.1	Welfare and bonus fund for employees and the Executive Board	3.304.668.217	
1.2	Bonus fund for the Board of Directors and the Supervisory Board	144.364.019	
2	Dividend payment for 2026	3.123.000.000	
	Dividend payout ratio (%)	10	
3	Undistributed profit	9.713.074.652	

The Board of Directors respectfully submits to the General Meeting of Shareholders for consideration and approval./.

Recipients:

- As above;
- BOD, BOS;
- Archived at Secretariat, Office,

ON BEHALF OF THE BOARD OF
DIRECTORS
CHAIRMAN



Nguyen Manh Hung



Hanoi Beer Alcohol and Beverage Joint Stock Corporation

Hanoi Beer Trading Joint Stock Company

183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476

Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 24 month 3 year 2026

PROPOSAL

Re: Selection of the auditing firm for FSs 2026

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to Decree No. 155/2020/ND-CP dated 31 December 2020 of the Government on corporate governance applicable to public companies;
- Pursuant to the current Charter on organization and operation of Hanoi Beer Trading Joint Stock Company,

For the purpose of auditing the financial statements of Hanoi Beer Trading Joint Stock Company for the fiscal year 2026.

The Board of Supervisors of Hanoi Beer Trading Joint Stock Company respectfully proposes that the General Meeting of Shareholders authorize the Board of Directors to select a reputable auditing firm from the list of auditing firms approved by the State Securities Commission to audit the Company's financial statements for 2026.

The Board of Supervisors respectfully submits to the General Meeting of Shareholders for consideration and approval./.

**ON BEHALF OF THE BOARD OF
SUPERVISORS
HEAD OF THE BOARD OF
SUPERVISORS**

Recipients:

- As above;
- BOD, BOS;
- Archived at Secretariat, Office.

Tran Phan Nguyet Minh



Hanoi Beer Alcohol and Beverage Joint Stock Corporation
Hanoi Beer Trading Joint Stock Company
183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476
Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 4 month 4 year 2026

PROPOSAL

Re: Approval of the finalization of remuneration and allowances for 2025; and the planned remuneration and allowances for 2026 of members of the Board of Directors and the Board of Supervisors

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 passed by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to the current Charter on organization and operation of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the Resolution of the 2025 Annual General Meeting of Shareholders;
- Pursuant to the 2025 financial statements audited by NVA Auditing Company Limited;
- Pursuant to the 2026 business plan of Hanoi Beer Trading Joint Stock Company.

The Board of Directors respectfully submits to the General Meeting of Shareholders for approval of the finalization of remuneration and bonuses for 2025, and the planned salaries, remuneration and bonuses for 2026 of members of the Board of Directors and the Board of Supervisors as follows:

1. Finalization of salaries and remuneration for 2025 of the Board of Directors and the Board of Supervisors:

No.	Description	Amount (VND)
	Salary and remuneration fund of the Board of Directors and the Board of Supervisors	
1	Planned salaries and remuneration as per the 2025 AGM Resolution	1.760.000.000
2	Actual implementation	1.670.191.200
	Salaries of full-time members of the Board of Directors	1.209.448.800
	Remuneration of members of the Board of Directors and the Board of Supervisors	460.742.400
3	Conclusion: Actual amount lower than planned	89.808.800



2. Planned salaries, remuneration and bonuses for the Board of Directors, the Board of Supervisors in 2026:

Planned salaries and remuneration:

- Salaries of full-time members of the Board of Directors: 1.254.000.000 VND
- Remuneration of part-time members of the Board of Directors and the Board of Supervisors: 500.000.000 VND

Total: 1.754.000.000 VND

The Board of Directors respectfully submits to the General Meeting of Shareholders for consideration and approval./.

Recipients:

- As above;
- BOD, BOS;
- Archived at Secretariat, Office,

**ON BEHALF OF THE BOARD OF
DIRECTORS
CHAIRMAN**



Nguyen Manh Hung





Hanoi Beer Alcohol and Beverage Joint Stock Corporation
Hanoi Beer Trading Joint Stock Company
183 Hoang Hoa Tham, Ngoc Ha, Ha Noi, Tel: 84 4 37281476
Website: biahoihanoi.com.vn, Stock code: HAT

Ha Noi, date 14 month 4 year 2026

PROPOSAL

Re: Approval of contracts and transactions with Hanoi Beer Alcohol and Beverage Joint Stock Corporation and related parties

To: THE GENERAL MEETING OF SHAREHOLDERS

- Pursuant to the Law on Enterprises No. 59/2020/QH14 promulgated by the National Assembly of the Socialist Republic of Vietnam on 17 June 2020;
- Pursuant to the Law on Securities No. 54/2019/QH14 promulgated by the National Assembly of the Socialist Republic of Vietnam on 26 November 2019;
- Pursuant to the current Charter of Hanoi Beer Trading Joint Stock Company;
- Pursuant to the fact that Hanoi Beer – Alcohol – Beverage Joint Stock Corporation (HABECO) holds 60% of the Company's charter capital;
- Pursuant to the fact that HABECO Trading One Member Limited Liability Company is related parties of HABECO.

In order to ensure that the execution of contracts and transactions with HABECO and its related parties complies with the provisions of the Law on Enterprises No. 59/2020/QH14, the Board of Directors respectfully submits to the General Meeting of Shareholders for consideration the following:

1. Approval of the draft Goods Sale and Purchase Contract for 2027, Office Lease Agreement for 2027, Contract for the Purchase and Sale of Goods in 2026 (Keg Shell) and Keg Shell Repair Service Agreement for 2026 with HABECO.

2. Approval of the draft Sale and Purchase Contract for 2027 with HABECO Trading One Member Limited Liability Company.

The draft contracts are attached.

The Board of Management is assigned to organize and implement the execution of the above-mentioned contracts and transactions in accordance with applicable laws.

The Board of Directors respectfully submits to the General Meeting of Shareholders for consideration and approval./.

ON BEHALF OF THE BOARD OF
DIRECTORS
CHAIRMAN

Recipients:

- As above;
- BOD, BOS;
- Archived at Secretariat, Office.



Nguyen Manh Hung

THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

DRAFT

GOODS SALE AND PURCHASE CONTRACT

No: /HABECO - HHT TRADING/HDMB - 2027

- Pursuant to the Civil Code 2015 passed by the National Assembly of the Socialist Republic of Vietnam on 24 November 2015, effective from 01 January 2017, and its guiding documents;

- Pursuant to the Commercial Law 2005 passed by the National Assembly of the Socialist Republic of Vietnam on 14 June 2005, effective from 01 January 2006, and its guiding documents;

- Based on the capacity and demand of both Parties.

Today, date monthyear, at No. 183 Hoang Hoa Tham Street, Ba Dinh District, Hanoi, we hereby enter into this Contract with the following parties:

Seller (Party A): HANOI BEER – ALCOHOL – BEVERAGE JOINT STOCK CORPORATION

Address : No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District, Hanoi

Account No :

Bank :

Tel :

Tax Code :

Represented by : Position:

Buyer (Party B): HANOI BEER TRADING JOINT STOCK COMPANY

Address : No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District, Hanoi

Account No :

Bank :

Tel :

Tax Code :

Represented by : Position:

The Parties hereby agree to enter into this Goods Sale and Purchase Contract with the following terms and conditions:

Article 1: Scope of Work

Party A agrees to sell, and Party B agrees to purchase for the purpose of distribution and consumption, Party A's product "HANOI DRAFT BEER" from 01



January 2027 to 31 December 2027, in accordance with the quantities specified in Appendix 01 attached to this Contract.

Article 2: Specifications and Quality of Goods

The products supplied by Party A to Party B shall comply with the specifications and quality standards as declared by Party A on its website at: <https://www.habeco.com.vn/>.

Article 3: Selling Price

3.1 The selling prices of Party A's products to Party B are specified in Appendix 02 attached to this Contract.

3.2 In the event of any change in selling prices, Party A shall notify Party B in writing at least 15 days prior to the effective date of the new prices. The new prices shall be mutually agreed upon by both Parties through a Contract Appendix.

Estimated total contract value: 1.500.000.000.000 VND

In words: One thousand five hundred billion Vietnamese Dong.

Article 4: Payment Method

Party B shall pay 100% of the value of the goods prior to receipt. Payment shall be made by bank transfer to Party A's account or by offsetting mutual payables between the Parties.

Party A's bank account details are as follows:

Article 5: Place and Method of Delivery

5.1 Delivery shall be made at Party A's warehouse or at a location designated by Party A.

5.2 The delivery and receipt of goods between Party A and Party B shall be specified in detail in Appendix 03 attached to this Contract.

Article 6: Distribution Territory

Party B shall be responsible for organizing the distribution system for the products purchased from Party A within the distribution territory as specified in detail...

Article 7: Organization of Sales System

Party B is authorized by Party A and shall be responsible for organizing the distribution system for Party A's products...

Article 8: Use of Party A's Brand Identity

Party A permits Party B to use, and Party B is obliged to use, Party A's brand identity elements in accordance with Party A's standards and guidelines...

Article 9: Signage and Advertising Materials

Party B shall proactively equip signage and advertising materials (in line with Party A's orientation and guidelines) for members of its distribution system using its own budget...

Article 10: Implementation of Trade Promotion Activities, Sales Support and Market Development

For the purpose of supporting Party B in sales activities, developing the distribution system, and promoting trade promotion programs, thereby increasing Party A's sales volume and revenue, Party A shall provide financial support for Party B's sales activities. The scope of support, conditions for support, support costs, and methods of support (if any) shall be agreed upon by both Parties through the appendices attached to this Contract...

Article 11: Confidentiality

The Parties shall be responsible for maintaining the confidentiality of information related to this Contract and may only disclose such information to third parties with the prior consent of the other Party or as required by competent state authorities.

Article 12: Rights and Obligations of Party A

12.1 Rights of Party A:

12.1.1 To proactively:

- Adjust product specifications and designs;
- Adjust policies on sales promotion, product marketing, and branding of products supplied by Party A.

12.1.2 To inspect and supervise Party B's implementation of programs and plans for brand promotion and market development of Hanoi Draft Beer.

12.2. Obligations of Party A:

12.2.1 To supply Party B with sufficient quantities of goods in accordance with Appendix 01 of this Contract, ensuring that the specifications and quality of goods comply with the commitments set out in Article 2 of this Contract

12.2.2 To receive and handle defective products or complaints regarding product quality from customers and consumers;

Article 13: Rights and Obligations of Party B

13.1 Rights of Party B:

13.1.1 To request Party A to supply products in accordance with the specifications, quantity, and quality as stipulated in this Contract;

13.1.2 To propose to Party A policies, programs, and activities related to distribution, marketing, and promotion of products and brands supplied by Party A;

13.2 Obligations of Party B:

13.2.1 To ensure food safety and comply with requirements for maintaining product quality during storage and transportation in accordance with Party A's regulations.

13.2.2 To coordinate with Party A in carrying out procedures for product replacement and handling customer complaints in accordance with Party A's current regulations.

Article 14: Force Majeure

Force majeure events include, but are not limited to, strikes, fire, floods, natural disasters, earthquakes, epidemics, changes in laws, or other events beyond the control of the Parties, which result in one or both Parties being unable to perform one or more

obligations arising from this Contract, without fault or intentional misconduct of either Party.

Article 15: Termination of the Contract

15.1 This Contract shall be terminated in the following cases:

15.1.1 Upon expiry of the Contract term where the Parties do not agree to extend the Contract; or

15.1.2 This Contract is terminated prior to its expiry in accordance with Clause 15.2 of this Article.

15.2 This Contract shall be terminated prior to its expiry in the following cases:

15.2.1 By mutual written agreement of the Parties, duly signed by their legal representatives and affixed with seals (if any); or

15.2.2 Where the subject matter of this Contract no longer exists or cannot be continued due to a decision of a competent state authority; or

15.2.3 Where either Party is dissolved or declared bankrupt.

Article 16: Damages

The breaching Party shall be liable to compensate for all damages suffered by the non-breaching Party arising directly or indirectly from the breach...

Article 17: Effectiveness of the Contract and Dispute Resolution

17.1 The following documents shall be deemed integral parts of this Contract:

17.1.1 This Contract;

17.1.2 Appendices attached to this Contract:

- Appendix 01: Estimated Order Plan for 2027;
- Appendix 02: Price List;
- Appendix 03: Delivery and Receipt Procedures;
- Other appendices (if any).

17.2 This Contract shall be effective from 01/01/2027 to 31/12/2027.

APPENDIX 01 – Contract No. 01/HABECO - HHT TRADING/HDMB - 2027

ESTIMATED ORDER PLAN FOR 2027

No.	Product Name	Quantity (Unit: Liters)
1	Hanoi Draft Beer 30L MB and Hanoi Draft Beer 50L MB	
2	Hanoi Draft Beer 1L PET Bottle	
3	Hanoi Draft Beer 1L Keg	
Total		

Note: The quantity of each product type may vary depending on actual implementation.

REPRESENTATIVE OF PARTY A

REPRESENTATIVE OF PARTY B

PRICE LIST

1. The selling prices of products under the Contract are specified as follows:

No.	Product Name	Unit	Selling Price	VAT 10%	Total Payment Price
(1)	(2)	(3)	(4)	(5)	(6) (4)+(5)
1	Hanoi Draft Beer 30L MB / Hanoi Draft Beer 50L MB	VND/Liter			
2	Hanoi Draft Beer 1L PET Bottle (Pack of 6 bottles)	VND/Pack			

2. The above selling prices are ex-warehouse prices at Party A's warehouse or at a location designated by Party A and exclude the value of keg shells, caps, and labels.

REPRESENTATIVE OF PARTY A

REPRESENTATIVE OF PARTY B

Goods Delivery and Receipt Procedure

1. Authorization

Party A authorizes the Branch of Hanoi Beer - Alcohol - Beverage Joint Stock Corporation – Hanoi Beer Hoang Hoa Tham Brewery to be responsible for managing the delivery and receipt of goods under this Contract.

2. Participants

The parties directly involved in the goods delivery and receipt process as stipulated in the Contract include:

- Representatives of Hanoi Beer Hoang Hoa Tham Brewery (warehouse keeper, warehouse staff, security personnel); and
- Representatives of Party B (warehouse keeper, warehouse staff, transport personnel).

3. Definition of Goods Finished draft beer and keg shells are hereinafter collectively referred to as the “Goods”.

II. Delivery and Receipt Process

1. Receiving Goods:
2. Delivering Goods:

III. Procedure for Returning Defective Draft Beer

REPRESENTATIVE OF PARTY A

REPRESENTATIVE OF PARTY B



THE SOCIALIST REPUBLIC OF VIETNAM
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DRAFT
OFFICE LEASE CONTRACT
No. /HĐ/2027/HABECO-TRADING
Lease Contract for Office Premises and Services at No. 183 Hoang Hoa Tham
Street, Ngoc Ha Ward, Ba Dinh District, Hanoi

Pursuant to the Civil Code No. 91/2015/QH13 dated 24 November 2015 of the Socialist Republic of Vietnam, passed by the National Assembly and effective from 01 January 2017;

Based on the capacity and demand of both Parties.

Today, date month year at Hanoi Beer – Alcohol – Beverage Joint Stock Corporation, the Parties include:

Party A (LESSOR)

HANOI BEER – ALCOHOL – BEVERAGE JOINT STOCK CORPORATION

Representative

Address

Tel

Tax Code

Bank account :

(As authorized under Power of Attorney No. 164/GUQ-HABECO dated 29 April 2020)

Party B (LESSEE)

HANOI BEER TRADING JOINT STOCK COMPANY

Representative

Address

Tel

Tax Code

Bank account :

The Parties hereby agree to enter into this Contract with the following terms and conditions:

Article 1: Location, Area and Lease Term

1.1 Location and leased area:

Location: Within the land premises of Party A at No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District, Hanoi.

Leased assets: Party A leases to Party B for use office premises, warehouses, and related facilities with the following categories and areas:



No.	Description	Area (m ²)	Location
1	Office building		No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District, Hanoi
2	Auxiliary area of office building		
3	Warehouse 1		
4	Workers' rest room		
5	Auxiliary area		
6	Yard for parking and goods loading/unloading (covered)		
7	Warehouse 1		

The warehouses, office premises, and all equipment attached to the facilities (including electricity supply, water supply, lighting systems, office equipment, etc.) shall be in normal operating condition.

1.1. Purpose of Lease

Party B shall use the leased premises for sales operations, warehouse storage, and office purposes

1.2. Lease Term

The lease term shall be from 01 January 2027 to 31 December 2027.

Upon expiry of the Contract, depending on actual circumstances, the Parties may negotiate and execute an addendum to extend the lease term.

Article 2: Rental Price and Payment

2.1. Rental price for warehouse and office

No.	Description	Area (m ²)	Unit Price (VND/m ² /month)	Amount (VND/month)
1	Office building			
2	Auxiliary area of office building			
3	Warehouse 1			
4	Workers' rest room			
5	Auxiliary area			
6	Yard for parking and goods loading/unloading			
7	Warehouse 1			
Total before VAT				
VAT (10%)				
Total after VAT				

Estimated rental value: 3.000.000.000 VND per year

In words: Three billion Vietnamese Dong.

The above rental price excludes electricity, water, telecommunications services, and other costs incurred by Party B's usage.

2.2. Service Fees:



2.3. Payment Method:

Payment shall be made on a monthly basis. Party B shall pay the office rental fee to Party A on a monthly basis. Payment supporting documents:

Article 3: Rights, Responsibilities and Obligations of the Parties

3.1. Party A

To ensure Party B's stable right to use the leased assets. In case of any dispute over ownership of the leased assets resulting in Party B being unable to use them stably, Party B shall have the right to unilaterally terminate the Contract and request compensation for damages;

To hand over fully the warehouse area, office premises, and all existing equipment attached to the facilities to Party B

3.2. Party B:

To use the leased assets in accordance with their functions and the agreed purposes. Party B undertakes not to use the leased assets for any purposes prohibited by law, and not to bring in or store explosives, flammable substances, toxic gases, or other hazardous materials. In case Party B uses the assets for improper purposes or not in accordance with their functions, Party A shall have the right to unilaterally terminate the Contract and request compensation for damages.

Article 4: Force Majeure

a) Force majeure refers to events that are unforeseeable and unavoidable at the time of entering into the Contract, including but not limited to: earthquakes, storms, floods, hurricanes, tsunamis, landslides, volcanic activities, war, epidemics, changes in laws, and other force majeure events.

b) In the event that either Party is affected by force majeure, such Party shall notify the other Party in writing as soon as possible.

Article 5: General Provisions:

The Parties undertake to fully comply with the terms and conditions set forth in this Contract. Any amendments or supplements must be agreed upon by both Parties in writing or through appendices to the Contract;

Upon expiry of the Contract term, if Party B does not request an extension, the Contract shall automatically terminate after the expiry date, provided that the Parties have fulfilled all their respective obligations;

This Contract is made in 04 (four) originals of equal legal validity, with each Party retaining 02 (two) originals, and shall take effect from the date of signing./.

REPRESENTATIVE OF PARTY A

REPRESENTATIVE OF PARTY B



THE SOCIALIST REPUBLIC OF VIETNAM

Independence – Freedom – Happiness

DRAFT

SERVICE CONTRACT

No:/HDDV/HABECO-TRADING/2026

- Pursuant to the Civil Code No. 91/2015/QH13 passed by the National Assembly of the Socialist Republic of Vietnam on 24 November 2015, effective from 01 January 2017;
- Pursuant to the Commercial Law No. 36/2005/QH11 passed by the National Assembly of the Socialist Republic of Vietnam on 14 June 2005, effective from 01 January 2006;
- Based on the needs and capacity of both Parties,

Today, date month year at Hanoi Beer – Alcohol – Beverage Joint Stock Corporation, the Parties include:

Buyer (Party A) : HANOI BEER TRADING JOINT STOCK COMPANY

Address

Tel

Tax Code

Represented by

Seller (Party B) : HANOI BEER – ALCOHOL – BEVERAGE JOINT STOCK CORPORATION

Address

Tel

Tax Code

Represented by

The Parties hereby agree to enter into this Service Contract with the following terms and conditions:

Article 1: Scope of Work

Party B shall perform the following: Repair of keg shells at the branch of Hanoi Beer – Alcohol – Beverage Joint Stock Corporation; Hanoi Beer Factory – 183 Hoang Hoa Tham.

Article 2: Contract Type

Lump-sum contract

Article 3: Location and Duration of Contract Performance

3.1 Contract performance period:/...../..... to...../...../.....

3.2 Location of performance: Branch of Hanoi Beer – Alcohol – Beverage Joint Stock Corporation – Hanoi Beer Factory Hoang Hoa Tham (Address: No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District, Hanoi).

3.3 Supporting documents for payment:

- Valid VAT invoice issued by Party B;
- Minutes of acceptance confirming the quantity of repaired keg shells handed over between the Parties;
- Payment value confirmation sheet signed by the representative of Party B and the Director of Hanoi Beer Factory – Hoang Hoa Tham (including quantity of repaired keg shells and unit price of replacement materials).

Article 4: Contract Value

4.1 Service fees for repair:

No.	Service	Unit Price (VND) (excluding VAT)
1	Replacement of gasket set	
2	Replacement of valve set	
3	Straightening of bottom rim	
4	Straightening of valve neck	
5	Welding of top rim	
6	Welding of bottom rim	
7	Welding of valve neck	

- 4.2 Cost of replacement materials: Party A shall be responsible for payment of replacement materials (gaskets, new valves, etc.) based on the actual purchase price incurred by Party A from suppliers, plus an additional 3% management fee (excluding VAT). Replacement materials shall be procured by Party B from Micro Matic (EU) or equivalent suppliers.

Estimated total contract value: 1.500.000.000 VND

In words: One billion five hundred million Vietnamese Dong

Article 5: Quality Requirements, Acceptance and Handover

5.1 Quality requirements for goods

Quality: Replacement materials must be 100% new, genuine, of correct origin, and meet the manufacturer's quality standards.

5.2 Acceptance and handover

Upon completion of the work under this Contract by Party B, the Parties shall conduct acceptance and handover and prepare minutes confirming the quantity of repaired keg shells.

Article 6: Payment Method

6.1 Method of payment:

6.2 Payment term:

- Party A shall pay 100% of the total contract value within 30 days from the date Party A receives the complete payment documents from Party B.

Article 7: Responsibilities of Each Party

7.1 Responsibilities of Party A:

- 7.1.1 To facilitate favorable conditions during the delivery and receipt of goods.
- 7.1.2 To inspect the quality and quantity of goods for each delivery. Party A has the right to refuse acceptance and payment if Party B fails to perform in accordance with the requirements and quality standards stipulated in this Contract.



7.2 Responsibilities of Party B:

- 7.2.1 To deliver goods in the correct type, quantity, quality, and schedule to Party A.
- 7.2.2 To replace materials ensuring quality, technical standards, and progress as required by Party A.
- 7.2.3 To provide full and detailed technical consultation to Party A regarding equipment, goods, and operating methods upon request.

Article 8: Liability for Breach of Contract

In the event that either Party commits a breach of this Contract (including failure to perform, improper performance, or incomplete performance of contractual obligations—except in cases of force majeure as prescribed by law or due to the direct fault of the other Party), the non-breaching Party shall have the right to refuse acceptance of goods and/or request the breaching Party to be subject to the following remedies:

- 8.1 To require proper performance of the contractual obligations (if requested by the non-breaching Party) or to unilaterally terminate the Contract.
- 8.2 To pay a contractual penalty equal to 8% (eight percent) of the value of the breached portion of the Contract.

Article 9: Force Majeure

Force majeure is mutually understood by the Parties as objective events occurring beyond the control of one or both Parties, which may affect the performance of the Contract and could not have been reasonably foreseen (such as war, riots, floods, strikes, etc.), or any events beyond the reasonable control of either Party, resulting in damages, delays in performance, or inability to perform this Contract.

Article 10: Dispute Resolution

In the event of any dispute arising from this Contract, the Parties shall first resolve it through negotiation in a spirit of cooperation. If no mutual agreement can be reached, either Party shall have the right to initiate legal proceedings before a competent court for resolution in accordance with applicable laws.

Court fees and other expenses arising during the dispute resolution process shall be fully borne by the losing Party.

Article 11: Warranty

Party B shall be responsible for providing a warranty for the equipment for a period of 12 months (in accordance with the manufacturer's regulations) from the date the Parties sign the acceptance and handover minutes for putting the works into operation.

Article 12: General Provisions

12.1 This Contract shall take effect from the date of signing.

12.2 This Contract shall be terminated in the following cases:

The Parties have fulfilled all contractual obligations and there are no related complaints or claims. In this case, the Contract shall be automatically liquidated after 30 working days from the date Party A completes its payment obligations to Party B;

The Parties mutually agree in writing to terminate the Contract;

A breach by one Party constitutes grounds for the non-breaching Party to unilaterally suspend performance of the Contract;

Other cases as prescribed by law..

12.3 This Contract consists of 06 pages and is made in 04 (four) originals of equal legal validity, with each Party retaining 02 (two) originals.

REPRESENTATIVE OF PARTY B

REPRESENTATIVE OF PARTY A



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DRAFT
GOODS SALE AND PURCHASE CONTRACT
No: /HĐMB.2026/HAT-HABECO

- Pursuant to the Civil Code 2015 of the Socialist Republic of Vietnam, adopted by the National Assembly on November 24, 2015, effective from January 1, 2017, and its guiding documents;
- Pursuant to the Commercial Law 2005 of the Socialist Republic of Vietnam, adopted by the National Assembly on June 14, 2005, effective from January 1, 2006, and its guiding documents;
- Based on the capacity and demand of both Parties.

Today, date monthyear, at 183 Hoang Hoa Tham, Ngoc Ha Ward, Hanoi, we, the undersigned, include:

Seller (Party A): HANOI BEER TRADING JOINT STOCK COMPANY

Address : No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Hanoi

Bank Account No.:

Bank:

Telephone:

Tax Code :

Representative : Position:

Buyer (Party B): HANOI BEER – ALCOHOL – BEVERAGE JOINT STOCK CORPORATION

Address : No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Hanoi

Bank Account No.:

Bank :

Telephone :

Tax Code :

Representative : Position:

After negotiation and mutual agreement, the Parties agree to enter into and perform this Contract under the following terms and conditions:



ARTICLE 1. GOODS – PRICE – QUANTITY – SPECIFICATIONS

1.1 Party A agrees to sell to Party B the following goods:

No.	Description of Goods	Unit	Quantity	Unit Price (VND)	Amount (VND)
1	Stainless steel keg shell (2L)				
Total:					

1.2 The above unit prices are exclusive of value-added tax.

ARTICLE 2. PAYMENT METHOD

Party B shall make payment to Party A via bank transfer to the following account:

- Beneficiary:
- Account No.:
- At:

ARTICLE 3. TIME, PLACE AND METHOD OF DELIVERY

3.1 Delivery time:

3.2 Delivery location:

3.3 Delivery method: Upon receipt of the goods, Party B shall inspect the quality, specifications, and quantity on site. If any shortage or non-conformity with the Contract is detected, Party B must prepare a written record on site and request Party A's confirmation.

ARTICLE 4. RIGHTS AND OBLIGATIONS OF THE PARTIES

4.1 Rights and obligations of the Buyer (Party B)

- a. To make full and timely payment to Party A.
- b. To arrange the time and place for receipt of the goods in accordance with the Contract and assign personnel to receive the goods upon delivery.

4.2 Rights and obligations of the Seller (Party A)

- a. To supply the goods in a timely manner, in full quantity, and in accordance with the agreed quality and specifications under this Contract.
- b. To provide relevant supporting documents relating to the goods as requested by Party B upon delivery (if any).
- c. To issue an invoice to Party B upon completion of the delivery by both Parties.

ARTICLE 5. GENERAL PROVISIONS



- 5.1** Both Parties undertake to strictly perform this Contract. In case of any issues or obstacles arising, the Parties shall promptly notify each other for discussion and mutual agreement.
- 5.2** Any disputes arising from this Contract shall be resolved in accordance with applicable laws.
- 5.3** Upon full performance of all contractual obligations by both Parties, and in the absence of any claims, this Contract shall be deemed liquidated.
- 5.4** This Contract is made in two (02) original copies in Vietnamese, each having equal legal validity, with each Party retaining one (01) copy.

REPRESENTATIVE OF PARTY A

REPRESENTATIVE OF PARTY B



SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

DRAFT
GOODS SALE AND PURCHASE CONTRACT
No. /HDMB-2027/HNB – TRADING

Pursuant to:

- *The Civil Code No. 91/2015/QH13, promulgated by the National Assembly on November 24, 2015;*
- *The Commercial Law No. 36/2005/QH11, promulgated by the National Assembly on June 14, 2005;*
- *The Law on Enterprises No. 59/2020/QH14, promulgated by the National Assembly on June 17, 2020;*
- *The cooperation needs and capacities of the Parties;*

Today, date month year at the head office of HABECO Trading One Member Company Limited, we hereby enter into this Contract with the following parties:

Seller (Party A): HABECO Trading One Member Company Limited

Address:

Account No. 1:

Bank:

Tax Code:

Tel:

Email:

Represented by Mr:

Buyer (Party B): Hanoi Beer Trading Joint Stock Company

Address: 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Ba Dinh District,
Hanoi

Account No.:

Bank:

Tax Code:

Represented by Mr.:

After discussion, both Parties agree to enter into this Goods Sale and Purchase Contract (the “Contract”) under the following terms and conditions:

Article 1: Goods Description and Unit Price

No.	Product Name	Unit	Unit Price (VND) (Excluding VAT)	VAT (VND)	Unit Price (VND) (Including VAT)	Packaging Specification (Can/Box, Bottle/Crate)
1	Purified Water 500ml Bottle (24 bottles/box)	Box				
2	Purified Water 350ml Bottle (24 bottles/box)	Box				



No.	Product Name	Unit	Unit Price (VND) (Excluding VAT)	VAT (VND)	Unit Price (VND) (Including VAT)	Packaging Specification (Can/Box, Bottle/Crate)
3	Hanoi Beer 450ml Bottle – Red Label (20 bottles/crate)	Crate				
4	Hanoi Beer 330ml Can (24 cans/box)	Box				
5	Hanoi Premium Beer 330ml Bottle (20 bottles/crate)	Crate				
6	Hanoi Beer 330ml Can – Green Label	Box				
7	Truc Bach Beer 330ml Bottle (24 bottles/crate)	Crate				
8	Hanoi Bold Beer 355ml Bottle (20 bottles/crate)	Crate				
9	Hanoi Light Beer 355ml Bottle (20 bottles/crate)	Crate				
10	Hanoi Draft Beer 500ml (24 cans/box, no shrink wrap)	Box				
11	Hanoi Beer 1890 (20 bottles/crate)	Crate				
12	Truc Bach Beer Sleek Can 330ml (24 cans/box)	Box				
13	Hanoi Premium Beer Sleek Can 330ml (24 cans/box)	Box				
14	Hanoi Bold Beer Sleek Can 330ml (24 cans/box)	Box				
15	Hanoi Light Beer Sleek Can 330ml (24 cans/box)	Box				
16	Truc Bach IPA Craft Beer (06 bottles/box, including bottles)	Box				

The unit prices are not fixed and may be adjusted depending on market conditions or Party A's policies. Any change in unit prices shall be at the sole discretion of Party A, who is responsible for notifying Party B in writing and/or by fax and/or by email (using Party B's contact details specified at the beginning of the Contract) at least fifteen (15) days prior to the intended effective date of the new prices. The new unit prices shall apply immediately to the next delivery batch from the effective date. Such notice of new unit prices shall automatically form an appendix to this Contract.

Article 2: Specifications and Quality Standards

The products supplied by Party A to Party B shall comply with the specifications and quality standards as published on the Manufacturer's website at: <https://www.habeco.com.vn>.

Article 3: Delivery Method and Place of Delivery.

3.1. Place of Delivery: Within the inner districts of Hanoi, depending on each specific purchase order from Party B, with a minimum quantity of ten (10) crates/boxes per delivery location. Party B is responsible for sending the purchase order details and consignee information (full name, phone number, citizen identification number) to Party A via email (email details are specified at the beginning of the Contract).

3.2. Delivery Time: Party A shall deliver the goods within two (02) working days from receipt of Party B's purchase order via email and after Party B has made payment in accordance with Article 4 of this Contract. Deliveries shall be made during business hours on working days, excluding Saturday afternoons, Sundays, public holidays, and in accordance with Party B's designated receiving time.

3.3. Party B is responsible for preparing a sufficient quantity of empty bottles and plastic crates corresponding to the volume of goods to be collected for exchange with Party A. In case Party B does not have sufficient empty bottles and plastic crates, the Parties may agree on a deposit arrangement for such bottles and crates. The deposit rates shall be in accordance with Appendix No. 01 of the Contract regarding the deposit for empty bottles and plastic crates.

Article 4: Payment Method.

4.1. Prior to each delivery, Party B shall pay Party A the full value of the purchase order. Party A shall only deliver the goods to Party B after having received full payment, in accordance with the unit prices specified in Article 1 of this Contract.

4.2. Party B shall make payment by bank transfer to Party A's bank account, with the payment description including the customer code provided by Party A to Party B

Article 5: Responsibilities of Each Party.

5.1. Responsibilities of Party A

- Prepare transportation and deliver the goods to Party B's warehouse.
- Supply sufficient quantity and ensure the quality of goods as committed.
- Authorize Party A's warehouses to release goods to Party B; authorize its branches to issue VAT invoices to Party B.

5.2. Responsibilities of Party B

- Appoint a representative to inspect the goods prior to receipt and sign all invoices and documents related to the purchase of goods and the deposit for empty bottles and plastic crates.
- From the time of receipt of the goods from Party A, Party B shall be responsible for storing the goods in a dry and well-ventilated place, avoiding direct sunlight or heat sources, and complying with Party A's instructions on storage.
- Make full and timely payment to the Seller in accordance with the provisions of this Contract.

Article 6: Sales Policy

6.1. During the term of this Contract, based on actual business conditions, Party A shall issue sales policies, including terms and criteria for sales support and commercial discounts applicable to Party B. The contents of such sales policies shall be notified by Party A in writing and/or via fax and/or email to Party B from time to time.



6.2. Within three (03) days from the date of notification as stipulated in Clause 6.1 of this Article 6, if Party B does not provide a written objection, the new sales policy shall automatically become an integral part of this Contract, and its application shall not affect other agreements between the Parties

Article 7: Termination of the Contract

This Contract shall be terminated in the following cases:

- (i) The Contract expires without being renewed by the Parties;
- (ii) The Parties mutually agree in writing to terminate the Contract prior to its expiry;
- (iii) Either Party is dissolved or declared bankrupt;
- (iv) Either Party unilaterally terminates the Contract in accordance with the provisions herein;
- (vi) The subject matter of this Contract no longer exists or cannot be continued due to a decision of a competent State authority

Article 8: General Provisions.

8.1. This Contract shall take effect from until

8.2. During the performance of this Contract, if any issues arise, the Parties shall jointly discuss and negotiate to resolve them. In the event that no agreement can be reached, the Parties agree to submit the dispute to a competent People’s Court for resolution. Court fees shall be borne by the Party at fault.

8.3. This Contract is made in four (04) originals of equal legal validity, of which Party A retains two (02) copies and Party B retains two (02) copies

Representative of Party A

Representative of Party B

10/1/2019 11:11 AM

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APPENDIX NO. 01 TO THE CONTRACT

Regulations on Deposit for Empty Bottles and Plastic Crates

(Attached to Contract No. HĐMB-2027/HNB – TRADING dated)

Article 1: Deposit Rates for Empty Bottles and Plastic Crates

1.1. The deposit rates for empty bottles and plastic crates are determined as follows:

No.	Type of Standard Bottle & Crate Set	Deposit/Compensation for Plastic Crate (VND/crate) (Including VAT)	Deposit/Compensation for Bottle (VND/bottle) (Including VAT)	Number of Bottles per Crate	Deposit/Compensation for Complete Bottle & Crate Set (VND/set) (Including VAT)
1	Hanoi Premium Beer 330ml Bottle (20 bottles/crate)				
2	Truc Bach Beer 330ml Bottle (24 bottles/crate)				
3	Hanoi Bold Beer 355ml Bottle (20 bottles/crate)				
4	Hanoi Light Beer 355ml Bottle (20 bottles/crate)				
5	Hanoi 1890 Beer (20 bottles/crate)				
6	Hanoi Beer 450ml Bottle – Red Label (20 bottles/crate)				

1.2. The above-mentioned deposit rates include all taxes in accordance with applicable laws.

Article 2: General Provisions

2.1. This Appendix forms an integral part of the Goods Sale and Purchase Contract No. .../HĐMB-/HNB – TRADING, effective from .../.../..... to .../.../.....

2.2. This Appendix is made in four (04) originals of equal legal validity, of which Party A retains two (02) copies and Party B retains two (02) copies.

Representative of Party A

Representative of Party B



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APPENDIX NO. 02 TO THE CONTRACT

Regulations on Sales Support Policy

(Attached to Contract No. .../HĐMB-2027/HNB – TRADING dated

Article 1: Sales Support Policy

1.1. Commercial Discount

1.1.1. Commercial Discount Rate

- Fixed commercial discount rate:

Discount Rate	Applicable Product	Notes
10%	Hanoi Premium Beer Sleek Can 330ml (24 cans/box)	Discount applied directly on invoice (excluding VAT)

1.1.2. Method of Calculating Commercial Discount

Discount amount per order = Discount rate (%) × Purchase value (excluding VAT)

Where:

- Purchase value = Quantity of goods × Unit price of goods as stipulated in Article 1 of the Contract (excluding VAT).

1.1.3. Payment of Discount

- The discount shall be applied directly to each purchase invoice.

1.2. Other Support Policies

- Promotional programs from time to time (Party A shall notify Party B).
- Party A reserves the right to change the sales support policy (commercial discounts or other support policies) at any time depending on actual business conditions and at Party A's discretion. Party A shall notify Party B in writing via fax or email at least five (05) days prior to the intended effective date of the new policy. Such notification shall automatically become a subsequent appendix to the Contract.

Article 2: General Provisions

2.1. This Appendix forms an integral part of the Goods Sale and Purchase Contract No. .../HĐMB-2027/HNB – TRADING, effective from

2.2. In case of any inconsistency between the Contract and this Appendix, the provisions of this Appendix shall prevail.

2.3. All other contents of the Contract not mentioned in this Appendix shall remain unchanged and in full force and effect.

2.4. This Appendix is made in four (04) originals of equal legal validity, of which Party A retains two (02) copies and Party B retains two (02) copies.

Representative of Party A

Representative of Party B