



The Third Quarter report ended 30 September 2021



ບໍລິສັດ ສວັນນີ ໂຮມເຊັນເຕີ ມະຫາຊົນ
Souvanny Home Center Public Company

PHONTONGSAVAT RD, PHONTONG VILLAGE, CHANTHABULY DISTRICT, VIENTIANE CAPITAL
OFFICE: (856 21) 415645, FAX: (856 21) 262984, WWW.SOUVANNY.LA

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I. Overview of business of Company.

1. Vision.

Souvanny Home Center will become a leader of the development of modern trade centers on construction materials, home decoration, home appliances, and Consumer goods in all sale channels to meet the customer's needs in Lao PDR and connects to the ASEAN market.

2. Mission

- Developing the import of construction materials, home furnishings, home appliances, and consumer goods from all areas with quality and reasonable prices to all customer groups, and all areas of Laos, contributing to be a part to drive the Lao economy.
- Improving the Service and Hand-over in all sales channels both Offline and Online to be modernized.
- Enhancing the capacity of personnel and creating continuously successor staffs to be the potential personnel to cope with the new technologies changing in the transfer periods and changing of the customer's behavior in the new era.
- Developing Laos' trade links with ASEAN and the world, as Laos is the center of the region.
- Maintain all interests of all parties involved in the Company and contribute to social and environmental responsibility for sustainable green development.

3. History of SOUVANNY

SOUVANNY Home Center Public Company ("the Company" or "SVN") operates one-stop shopping home center which provides both services and full-ranged products from construction material to home supplies and decoration such as, tile, sanitary ware, paint, home and office decoration material. Moreover, the Company also has services including the products recommendation to customers, interior design for kitchen and restroom, and product delivery. Most of the imported products of the Company are high quality with well-known brands easily recognized effectively managed by modern computer system, focusing on distribution and warehouse system. The products can be separated over 20 categories vary on the customers' needs under the slogan that **"improving products and services to high quality, delivering full-range products with on-time basis, satisfying customers, and continuous development"**. The Company's distribution channel is to sell through its own modern trade showrooms under the brand "Souvanny" to be leading modern construction materials in Lao PDR.

Souvanny's shop was established in **1988** by Mrs. Souvanny SOUKHABANDITH, Mr. Waddana SOUKHABANDITH, and Mr. Phannola SOUKBANDITH at Sisawat Village, Chanthabuly District, Vientiane Lao PDR. However, currently it becomes a sub-branch (Thongkhankham branch) with initial registered capital of 3,250,000 Kip. **In 1993**, the Company was registered as Souvanny Trading Export-Import Sole Company Limited with registered capital 100,000,000 Kip. **In 2000**, the Company

rapid growth as the need in construction materials has increased, together with Mr. Kotsada SOUKHABANDITH graduating from abroad and coming to help manage the Company business. In this year, the Company opened Phonetong branch operating the first one-stop shopping home center which provides both services and full-ranged products from construction materials to home supplies and decorations in modern trade showroom. So, the head office was moved from Thongkhankham branch to Phongtong branch (currently Head office). **In 2004**, the company has expanded a new branch as Sikhai branch at Nahae Village, Sikhottabong District, Vientiane. **In 2015**, the Company has transformed the business from Souvanny Trading Export-Import Sole Company Limited to Souvanny Trading Export-Import Company Limited with the registered capital 500,000,000 Kip. Extraordinary General Shareholder's Meeting No. 1/2015, **on 28 July 2015**, has approved the important issues as follow: Changing the par value from 50,000 Kip per share to 2,000 Kip per share. Approving an increase in registered capital from 500,000,000 Kip to 280 billion Kip, total 140,000,000 shares. The Company was invested by Global House International Company Limited, who provides both services and full-ranged products from construction materials to home supplies and decoration in Thailand, expecting to obtain business operation know-how to improve the Company business. Extraordinary General Shareholder's Meeting No.3/2015, the company is controlled by SOUKHABANDITH family who own 60% of the company's share. 40% of the company's shares is owned by Global House International Limited. **on 13 September 2015**, has agreed on the important issues as follow: Transforming the Company to public company and changing the company name to Souvanny Home Center Public Company. Approving an increase in registered capital for Initial Public Offering (IPO) 50 billion Kip by issuing 25,000,000 ordinary shares, with par value of 2,000 Kip per share to respond to economic growth and become a listed company in Lao Securities Exchge (LSX). The Company's share was listed in LSX and first trading day **on 11 December 2015**. **On 30 January 2017**, the company has expanded a new branch as Xokyai Branch at Xokyai Village, Saysettha District, Vientiane (450 Year Road). **On 30 September 2017**, the company has expanded a new branch as Pakxun Branch at Sisaard Village, Pakxun district, Borlikhamxay Province. **On 31 March 2018**, the company closed business of SVN's Thongkhankham Branch and **On 17 July 2018**, the company has expanded a new branch as Pakse Branch at Karng Village, Pakse district, Champasak Province. **On 1 July 2019**, the company closed business of SVN's ThongToum Branch.

On 02 March 2020, the company has expanded a new branch as Thakhek Branch at Phonphim Village, thakhek District, Khammuan Province

II. Financial Status and Business Operation Result

1. Revenue:

- Total revenue of the third quarter of 2021 was equivalent to LAK 107,966 million, compared to the same period of the last year, an increase of LAK 7,384 million or equal to 7.34% due to the increase as the company added more new products to meet the needs of customers.
- Total accumulated revenues for nine-month 2021 were equivalent to LAK 331,350 million, compared to the same period last year, an increase of LAK 40,670 million or equal to 13.99% due to the company has increased in product category varieties and adjusted products to meet the needs of customers more.

2. Expenses:

- Total expenses of the third quarter of 2021 were equivalent to LAK 17,945 million, compared to the same period of the last year, an increase of LAK 1,223 million or equal to 7.31%, due to the increase in sales and administrative expenses and partly increased from promotional items.
- Total accumulated expenses for nine-month 2021 were equivalent to LAK 53,334 million, compared to the same period of the last year, and increased LAK 6,141 million or equal to 13.01%, due to the rise of administrative expenses and fixed assets increase from expanding new branches, it was a reason that depreciation charges have increased respectively.

3. Net Profit:

- Total net profit of the third quarter of 2021 was equivalent to LAK 6,534 million.
- Accumulated net profit for nine-month of 2021 was equivalent to LAK 14,579 million.

4. Asset: Total assets as of September 30, 2021, were equivalent to LAK 913,623 million compared to December 31, 2020, it increased by LAK 43,733 million, or equal to 5.03% due to the increase in inventory and at the same time the company has expanded its branches and increased from financial transaction adjustments.

5. Liabilities: Total liabilities as of September 30, 2021, were equivalent to LAK 166,345 million compared to December 31, 2020, which increased by LAK 323 million. or equal to 0.19% due to the company having long-term borrowing increasingly.

6. Equity: Total equity as of September 30, 2021, was equivalent to LAK 747,277 million compared to December 31, 2020, it increased by LAK 43,410 million, or equal to 6.17% due to the increase of the company's profit and financial transaction adjustments.

Note: For business performance figures depend on Financial Statements

III. General Information and some important information of SVN

1. Location and Network

The Head Office of the Company is located at No 366, Phonetongsavath Village, Chanthabouly District, Vientiane Capital. Nowadays, there are 6 branches. 3 branches in Vientiane and 3 branches in other provinces such as:

1. Phonetong branch address: No 366, Phonetong Rd, phonetongsavath village, Chanthabouly District, Vientiane capital.
Tel: 021 560000 / 020 56082311
2. Sikhai branch address: 13 North Rd, Nahae village, Sikhottabong District, Vientiane capital.
Tel: 021 621254 / 020 58842414
3. Xokyai branch address: 450 Rd, Xokyai village, Xaysettha District, Vientiane capital.
Tel: 021 466009 / 020 55112509
4. Pakxan branch address: 13 South Rd, Sisaart village, Pakxan District, Borlikhamxay Province.
Tel: 054 791026 / 020 58097558
5. Pakse branch address: Karng village, Pakse Capital City, Champasak Province.
Tel: 031 514091 / 020 56206753
6. Thakhek branch address: Phonphim village, Thakhek District, Khammuan Province.
Tel: 051 212353 / 020 94071293

2. Contact Information

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

IV. Securities and Shareholders 2021

➤ Registered Capital

The Company has paid registered capital of LAK 330 billion on 30 September of 2021, as the ordinary shares of 165,000,000 with par value at LAK 2,000 per share.

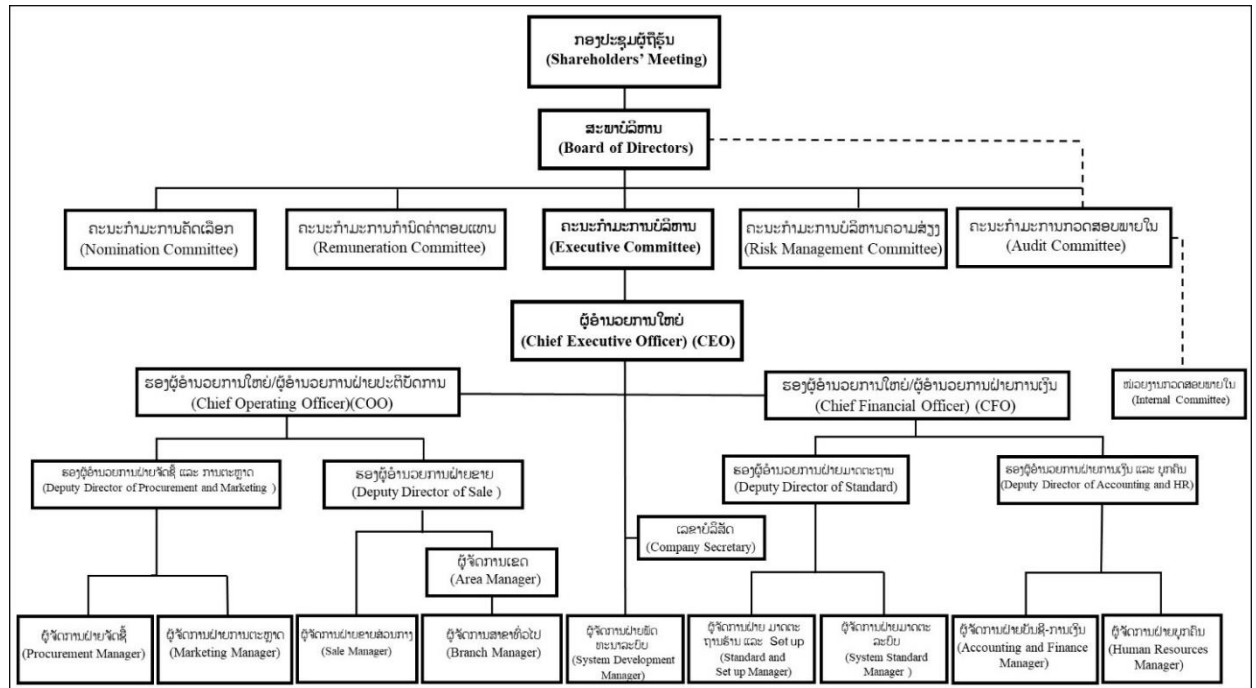
➤ Shareholders.

The shareholder of the Company who has share more than 5% of total shares

- Soukbandith family with 82,213,600 shares equal to 50.8445 %
- Global House International Company Limited with 56,000,000 shares equal to 33.9394 %.

V. Organization Structure: Board of Directors, Managing Directors and the activities of the Board.

1. Organization Chart of the Company.



2. The structure of SVN's Board of Directors and their curriculum vitae.

2.1 Board of Directors of SVN consists of 9 members:

- | | |
|-----------------------------------|--|
| 1. Mr. Ounh LASOUKANH | Chairman of the Board of Directors,
independent member. |
| 2. Mr. Anousone OUNTAI | Vice Chairman of the Board of Directors. |
| 3. Mr. Waddana SOUKHABANDITH | Member of the Board of Directors. |
| 4. Mr. Bounterm KOMMITTAPHAP | Member of the Board of Directors,
independent member. |
| 5. Mr. Xayphone KONGMANILA .Ph.D. | Member of the Board of Directors,
independent member. |
| 6. Mr. Piphop VASANAARCHASAKUL | Member of the Board of Directors. |
| 7. Ms. Chutikan SRISAENGCHAN | Member of the Board of Directors. |
| 8. Mr. Phannola SOUKHABANDITH | Member of the Board of Directors. |
| 9. Mr. Kotsada SOUKHABANDITH | Member of the Board of Directors. |

2.2 Briefly Background of the Board of Directors.

1. Mr. Ounh LASOUKANH



Date of Birth	12/10/1950
Nationality	Lao
Education Background	Bachelor of Labor Economics, Hanoi. University of Trade Unions, Vietnam.
Positions	Chairman of the Board of Directors of SVN. Chairman of the Risk Management Committee, Chairman of the Selection Committee and Independent Director of SVN
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting. - Attendance 1 time Risk Management Committee meeting. - Attendance 1 time Selection Committee meeting.

2. Mr. Anousone OUNTAI



Date of Birth	01/01/1971
Nationality	Lao
Education Background	Master of Business Administration of University of Laos.

Positions	Vice chairman of Board of Directors of SVN.
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting.

3. Mr. Waddana SOUKHABANDITH



Date of Birth	28/10/1966
Nationality	Lao.
Education Background	Master of Business Administration , Mahasarakham University,Thailand.
Positions	Member of Board of Directors of SVN. CEO of SVN.
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting. - Attendance 3 times Audit Committee meeting. - Attendance 1 time Risk Management Committee meeting. - Attendance 1 time Selection Committee meeting. - Attendance 1 time remuneration Committee meeting.

4. Mr Bounterm KOMMITTAPHAP



Date of Birth	03/03/1955
Nationality	Lao
Education Background	Bachelor' Degree of Law of Faculty of Law and Political Science of Laos
Positions	Chairman of the Remuneration Committee, Member of Board of Directors of SVN, Independent Director of SVN
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting. - Attendance 1 time remuneration Committee meeting.

5. Mr. Xayphone KONGMANILA .Ph.D.



Date of Birth	30/12/1973
Nationality	Lao
Education Background	Doctoral Degree of Business Administration, Hiroshima University, Japan.
Positions	Chairman of the Audit Committee, Member of Board of Directors of SVN, Independent Director of SVN
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting. - Attendance 3 times Audit Committee meeting.

6. Mr. Phiphop VASANAARCHASAKUL

Date of Birth	21/05/1970
Nationality	Thai
Education Background	Bachelor's degree of humanities, Kasetsart University, Thailand
Positions	Member of Board of Directors of SVN. Deputy Chief Executive Officer- Business Development of Siam Global House PCL.
Attendance at various meeting in 2021	- Attendance 1 time shareholder meeting, 3 times Board meeting.

7. Ms. Chutikan SRISAENGCHAN

Date of Birth	25/04/1969
Nationality	Thai
Education Background	Master of Business Administration, Khonkaen University, Thailand
Positions	Member of Board of Directors of SVN. Deputy Chief Executive Officer of Financial and Accounting of Siam Global House PCL

Attendance at various meeting in 2021 - Attendance 1 time shareholder meeting, 3 times Board meeting.

8. Mr. Phannola SOUKHABANDITH



Date of Birth 22/09/1969

Nationality Lao

Education Background Master of Business Administration, Mahasarakham University, Thailand.

Positions Member of Board of Directors of SVN.
Chief financial officer Of SVN (CFO)

Attendance at various meeting in 2021

- Attendance 1 time shareholder meeting, 3 times Board meeting.
- Attendance 3 times Audit Committee meeting.
- Attendance 1 time Risk Management Committee meeting.
- Attendance 1 time Selection Committee meeting.
- Attendance 1 time remuneration Committee meeting.

9. Mr. Kotsada SOUKHABANDITH



Date of Birth	04/01/1972
Nationality	Lao
Education Background	Master of Business Administration, Khonkaen University, Thailand
Positions	Member of Board of Directors of SVN. Chief operating officer Of SVN (COO)
Attendance at various meeting in 2021	<ul style="list-style-type: none"> - Attendance 1 time shareholder meeting, 3 times Board meeting. - Attendance 3 times Audit Committee meeting. - Attendance 1 time Risk Management Committee meeting. - Attendance 1 time Selection Committee meeting. - Attendance 1 time remuneration Committee meeting.

2.3 The structure of SVN's Executive Management.

1. Mr. Waddana SOUKHABANDITH



Chief Executive Officer of SVN (CEO)

2. Mr. Phannola SOUKHABANDITH



Chief Financial Officer of SVN (CFO)

3. Mr. Kotsada SOUKHABANDITH



Chief Operating Officer of SVN (COO)

3. The activities of SVN's Board.

1. The activities of SVN's Board.

- The 03rd. Ordinary Meeting of the Board of Directors of Souvanny Home Center Public Company (SVN) for the year 2021 was held at 14:00 on the 17th August 2021, at the Head Office of SVN. The Meeting was presided by Mr. Ounh LASOUKANH, Chairman of the Board of Directors of SVN, and the participation of Board members and invited guests.

2. The activities of Audit Committee.

The Audit Committee held the third meeting of 2021 on 12th August 2021 to consider and review the financial statements for the first Six-month of 2021.

4. Remuneration of Members of Board of Directors.

- the allowance to attend a meeting of member of the board of directors of the company who the independent member of the board of directors as follows:

- | | |
|---|-----------------------|
| - The Chairman of the board of directors | 3,000,000 Kip/1 time. |
| - The Deputy Chairman of the board of directors | 2,000,000 Kip/1 time. |
| - The member of the board of directors | 2,000,000 Kip/1 time. |

VI. Corporate Social Responsibility.

1. Tax Payment.

Souvanny Home Center Public Company has strictly taken under the law of the Lao P.D.R. particularly Tax law by performing its obligation to the state such as Value Added Tax, payroll tax, profit tax, etc

<u>The state tax in the Third quarter of 2021</u>		
No.	Details	Total value (LAK)
1	Import Duty	678,023,785
2	Value Added Tax	10,937,253,303
3	Payroll Tax	272,388,203
4	Profit Tax	2,000,000
	Total	11,889,665,291

<u>The state tax for the accumulate nine-month of 2021</u>		
No.	Details	Total value (LAK)
1	Import Duty	1,779,469,846
2	Value Added Tax	33,562,572,778
3	Payroll Tax	689,223,251
4	Profit Tax	2,000,000
	Total	36,033,265,874

2. Corporate Social Responsibility.

Souvanny Home Center Public Company supported the society such as:

- Souvanny Home Center together to donate Blood to the Lao Red Cross to mobilize blood donation.



- Souvanny Home Center Public Company, Pakxun branch donated money in the amount of 2,000,000 Kip to the Paksan District's Administration Office to help poor families within Paksan District.



- Souvanny Home Center Public Company has contributed drinking water to hospitals and Field hospitals, including Vientiane Capital, Bolikhamxay Province, Khammouane Province, and Champassak Province.



- Souvanny Home Center Public Company supported money to Lao National Disability Members to use in teaching and learning and medical equipment represented to receive by Mr. Samneing Thammavong on 12/08/2021.



- Souvanny Home Center Public Company supported the construction materials to serve the Military Command Department of Chanthabouly district represented to receive by Lieutenant Colonel Somphone Woravong, Chief of Chanthabouly District's Military Command on 12/08/2021.



- Souvanny Home Center Public Company supported for the 4th General Assembly of the Supreme People's Court in value of 20,000,000 Kip on 20/08/2021.



- Souvanny Home Center Public Company supported folding beds for patients to facilitate the movement of patients up and down the car for the MAX rescue Foundation Nam Song Si, Ban Nam Som, Paksan District, Bolikhamxay Province on 13/09/2021.



- Souvanny Home Center Public Company, thakhek Branch donated the money in the amount of 30,000,000 Kip to prevent the COVID-19 outbreak for Khammouane Province presented to receive by Ph.d. Somsaad Ounsida, Deputy Governor of Khammouane Province on 24/09/2021.



- Souvanny Home Center Public Company, Pakse Branch donated money in the amount of 30,000,000 Kip to prevent the COVID-19 outbreak to Champasack Province represented to receive by Mr. Som Bouttakoun, Deputy Governor of Champasak Province on 24/09/2021.



VII. Body's Management Policy

The company has internal policies to manage the body by applying the Management Standard under the ISO 9001-version 2015, Using the store's standard for servicing and the computer system with effective software in order to control and approve following the work procedures under the internal and external audit team and also utilizing the Closed-circuit television to control the mistakes that might occur to the company

VIII. Risk Management Policy

The Business on distributing the Construction Materials has the main risks last year following;

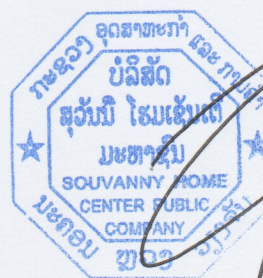
1. Customer's debt
2. Money Exchange rate
3. Disease Epidemics
4. And threats

We systemically manage risks the detail is below;

- On the term of managing the Customer's debt, we have used approval mechanics by carefully considering giving credits and determining the suitable credit value to customers
- On the Money Exchange rate, we accurately import the products under the Lao Law, so that we are able to buy the currency from the bank;
- On the term of Disease Epidemics such as COVID-19, We have applied the SOUVANNY APP that Customer can select and buy our products on ONLINE and On OFFLINE, We have set the prevention measure of Social distancing, wearing the mask, check temperature before entering the showroom and we have provided hand cleaning gel the entrance and many points around the showroom.
- In terms of threats such as Floods, Fires, storms, earthquakes also, we have bought the insurance for each branch to cover every situation that may arise;

Chief Executive Officer

Souvanny Home Center Public Company



Waddana SOUKHABANDITH