

VIETNAM EDUCATION PUBLISHING HOUSE

THE SOCIALIST REPUBLIC OF VIET NAM

**SOUTH BOOKS AND EDUCATIONAL
EQUIPMENT JOINT STOCK COMPANY**

Independence – Freedom – Happiness

No:32...../BC-SMN

Ho Chi Minh City, January 24th, 2025

REPORT ON THE GOVERNANCE OF THE COMPANY IN 2024

To:

- State Securities Commission of Vietnam;
- Hanoi Stock Exchange.

- Listed company name: SOUTH BOOKS AND EDUCATIONAL EQUIPMENT JOINT STOCK COMPANY (SOBEE).
- Head office address: 231 Nguyen Van Cu, Ward 4, District 5, Ho Chi Minh City.
- Phone: 08 38300312. Fax: 08 38351488. Email: sobeejsc@gmail.com
- Charter capital: 44,050,000,000 VND (forty-four billion, fifty million VND).
- Securities code: SMN
- Management model: General Shareholders' Meeting (GSM), Board of Directors (BOD), Supervisory Board (SB), and CEO (GD).
- Regarding internal audit function: implemented.

I. Activities of the General Meeting of Shareholders (GMS)

The GMS of SOBEE (referred to as Southern Company) was held once at the annual meeting in 2024 on April 22nd, 2024, at the company's headquarters. The company's Board of Directors did not ask for the opinions of the GMS through written consent.

<i>No</i>	<i>Resolution Number</i>	<i>Date</i>	<i>Content</i>
1	150/NQ-ĐHĐCĐ	April 22 nd , 2024	<ul style="list-style-type: none">- Approval of business results for 2023:+ Total revenue and other income: 456,983,933,571 VND / 468,000,000,000 VND, reaching 97.65%+ Profit before tax: 13,252,170,208 VND / 11,000,000,000 VND, reaching 120.47%+ Profit margin: 30.08% / 24.97%, reaching 120.47%+ Wage unit price: 581 VND / 1,000 VND profit before tax including salary. Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.

<i>No</i>	<i>Resolution Number</i>	<i>Date</i>	<i>Content</i>
2	150/NQ-ĐHĐCĐ	April 22 nd , 2024	<p>- Approval of the 2023 financial report, which was independently audited by ECOVIS AFA VIETNAM Auditing – Valuation and Consulting Company Limited, signed on March 5th, 2024. Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of the BOD's report for 2023 and BOD's activity plan for 2024. Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of the SB's report for 2023 and activity plan for 2024. Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of the distribution of after-tax profits for 2023:</p> <ul style="list-style-type: none"> + Dividend: 11% per year + Bonus fund: 10% + Welfare fund: 15% + Bonus fund for the management board: 5% + Development investment fund: The remaining after-tax profit after allocating other mandatory funds as per the above ratio (maximum 30%) <p>Voted with 99.93% of approval, equivalent to 3,033,370 shares with voting rights present at the meeting.</p> <p>- Approval of the BOD and SB remuneration for 2023 and payment plan for the BOD and SB remuneration in 2024:</p> <ul style="list-style-type: none"> + <i>BOD and SB remuneration for 2023</i>: 5% of after-tax profit + <i>BOD and SB remuneration for 2024</i>: 5% of after-tax profit <p>Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of the business production plan for 2024:</p> <ul style="list-style-type: none"> + Total revenue and other income: Minimum of 459,000,000,000 VND

No	Resolution Number	Date	Content
2	150/NQ-ĐHĐCĐ	April 22 nd , 2024	<p>+ Profit before tax: Minimum of 9,700,000,000 VND</p> <p>+ Profit margin on charter capital: Minimum of 22.02%</p> <p>+ Dividend: Minimum of 11% per year</p> <p>+ Authorizing the BOD to decide on the after-tax profit distribution according to the Company's Charter, and the wage unit price to ensure employees' stable income, while adjusting some business targets for 2024 (increase or decrease) in case of fluctuations from objective factors.</p> <p>Voted with 99.93% of approval, equivalent to 3,033,370 shares with voting rights present at the meeting.</p> <p>- Approval of the BOD's delegating to the CEO to secure loans for business activities when needed.</p> <p>Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of all economic contracts for the purchase and sale of publications, printed materials, educational equipment, and other transactions in 2024 between Southern Company and major shareholders, associate companies, companies with contributed capital from a major shareholder, including the Single-Member Limited Liability Bank HSBC Vietnam, Vietnam Education Publishing House Limited Company, Vietnam Education Publishing House in Ho Chi Minh City, Books and Educational Equipment JSC of Ho Chinh Minh City, Books and Educational Equipment JSC of Ba Ria-Vung Tau, Books and Educational Equipment JSC of Dong Nai, Books and Educational Equipment JSC of Lam Dong, Books and Educational Equipment JSC of Binh Thuan, other Books and Educational Equipment JS Companies with a value less than or greater than 35% of the total assets of Southern Company as recorded in the most recent financial statement, in accordance with the Enterprises Law No. 59/2020/QH14 dated June 17th, 2020</p>

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<i>No</i>	<i>Resolution Number</i>	<i>Date</i>	<i>Content</i>
2	150/NQ-ĐHĐCĐ	April 22 nd , 2024	<p>The parent company – major shareholder, Vietnam Education Publishing House – currently owns 53.12% of the shares with voting rights in Southern Company, and the aforementioned customers are local distribution partners of the parent company, Vietnam Education Publishing House, Vietnam Education Publishing House in Ho Chi Minh City conducting annual transactions with Southern Company, including the trading of goods such as publications, printed materials, and educational equipment, with a value exceeding 35% of the total assets recorded in the most recent financial statement of the company.</p> <p>Voted with 100% of approval, equivalent to 579.608 shares with voting rights present at the meeting.</p> <p>- Approval of either of the two options: proceeding with the divestment of invested capital or implementing the construction of a warehouse on plot A5-3, N2 Street, Tan Phu Trung Industrial Park, Cu Chi District, Ho Chi Minh City.</p> <p>Authorizing the BOD to decide on the most suitable option to maximize the company's operational efficiency and report the results to the General Meeting of Shareholders at the nearest session</p> <p>Voted with 99.93% of approval, equivalent to 3,033,608 shares with voting rights present at the meeting.</p> <p>- Approval of the list of independent auditing firms to select and sign a contract for auditing the 2024 Financial Report, including:</p> <p>+ ECOVIS AFA VIETNAM Auditing, Valuation, and Consulting Co., Ltd.;</p> <p>+ AAC Auditing and Accounting Co., Ltd.</p> <p>Authorizing the BOD to decide on the selection of the independent auditing firm from the above list to perform the audit for the mid-year and whole-year 2024 Financial Reports.</p> <p>Voted with 99.93% of approval, equivalent</p>

			to 3,033,608 shares with voting rights present at the meeting.
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II. Activities of the Board of Directors (BOD) in 2024

1. Information about the members of the BOD in 2024:

Among the five members of the BOD for the current 2020-2025 term, two members are involved in management and three members are not involved in management. Among the three members of the BOD not involved in management, one is an independent member of the BOD.

No	Member of the BOD	Title	Start date/ No longer a member of the BOD/ Independent BOD	
			Appointment date	Dismissal date
1	Mrs. Phung Ngoc Hong	Chairman, non-executive member of the BOD	June 3 rd , 2020	
2	Mr. Nguyen Thanh Anh	Non-executive member of the BOD	June 3 rd , 2020	
3	Mrs. Do Thi Mai Anh	Member of the BOD and CEO	June 3 rd , 2020	
4	Mr. Tran Le Quang	Member of the BOD and Deputy CEO	January 14 th , 2023	
5	Mr. Vu Ba Hoa	Independent Member of the BOD	January 14 th , 2023	

2. Meetings of the BOD in 2024:

No	Member of the BOD	Number of BOD's meetings attended	Meeting attendance rate	Reason for not attending the meeting
1	Mrs. Phung Ngoc Hong	8/8	100%	
2	Mrs. Do Thi Mai Anh	8/8	100%	
3	Mr. Nguyen Thanh Anh	8/8	100%	
4	Mr. Tran Le Quang	8/8	100%	
5	Mr. Vu Ba Hoa	8/8	100%	

3. Supervisory activities of the BOD over the Executive Board (EB) in 2024:

The BOD regularly supervised the implementation of the business production plan and required the EB to report on the results of implementation on a quarterly basis. The BOD held regular meetings once every quarter and invited the EB members to attend, report on the progress of the plan, and propose solutions to improve business performance.

Additionally, every month, the EB held meetings with the managers (heads) of the functional departments to assess the progress of the business production plan, address any outstanding

issues or challenges the departments were facing, and provided written reports to the BOD on the completion of key tasks for the month, along with plans for the next month's key tasks. This ensured that the BOD's management and supervision of the EB are more thorough.

The BOD consistently urged the EB to comply with reporting and information disclosure requirements in accordance with current legal regulations.

In addition to holding meetings in person or online, the BOD also regularly supervised the activities of the EB through phone calls, text messages, etc., to promptly provide guidance on resolving arising issues.

4. Activities of the subcommittees of the BOD in 2024:

The BOD established only one subcommittee, the Internal Audit Department (IAD). In addition, to assist in the work of the BOD and the IAD, there is also the Secretary of the BOD, who also serves as the Company Administrator.

The members of the IAD have been implementing the tasks outlined in the 2024 internal audit plan, approved by the BOD.

<i>No</i>	<i>Audit content</i>	<i>Unit to be audited</i>	<i>Time</i>
I	Financial operations		
1	Cash and deposit fund inventory	Accounting and Finance Department	End of every month
2	Independent audit of the Semi-annual Financial Report	Accounting and Finance Department and other units as required	July, 2024
3	Inventory of assets, goods, deposits, and cash	Accounting and Finance Department, Planning and Business Development Department, Retailing Department, Warehouse and Logistics Department, Administration Department	End of September, 2024, end of December, 2024
4	Developing financial plan for the next year.	Accounting and Finance Department	December, 2024
II	Other tasks		
	Checking and reviewing the implementation of the Labor Agreement, Internal Regulations, Sales Regulations, Salary Regulations, Social Insurance, Health Insurance contributions, etc.	Administration Department, Accounting and Finance Department, Planning and Business Department, Publishing and Communication	Monthly

		Department, Retailing Department, Warehouse and Logistics Department	
	Checking the quality of the textbooks, educational books, teaching equipment, office supplies, etc. upon warehouse entry.	Warehouse and Logistics Department and related units as required	Daily

5. Resolutions/ Decisions of the Board of Directors in the first six months of 2024

<i>No</i>	<i>Resolution/ Decision numbers</i>	<i>Date</i>	<i>Content of the Resolutions / Decisions</i>	<i>Approval rate</i>
1	01/NQ-HDQT	February 23 rd , 2024	<p>Decision on the final registration date to establish the list of shareholders of South Books and Educational Equipment JSC, securities code SMN, for the Annual General Meeting of Shareholders (AGMS) in 2024 and the interim dividend for 2023 as follows:</p> <ul style="list-style-type: none"> - Annual General Meeting of Shareholders (AGMS) 2024: + Final registration date: March 18th, 2024 + Expected date for AGMS 2024: April 22nd, 2024 + Venue and agenda for AGMS 2024: To be announced later through the meeting invitation. - Interim Dividend for 2023: + Final registration date: March 18th, 2024 + Interim dividend rate for 2023 (in VND): 11% 	100%

			+ Payment date for interim dividend 2023: May 2 nd , 2024.	
2	02/NQ-HĐQT	April 16 th , 2024	<p>Approval for the policy to lease facilities for office use and retailing business of educational books and teaching equipment of SOBEE in Thu Duc City, Ho Chi Minh City as follows:</p> <ul style="list-style-type: none"> - Location: 93 Man Thien, Hiep Phu Ward, Thu Duc City, Ho Chi Minh City. - Lease term: 5 (five) years, starting from the date of signing the lease contract. 	100%
3	03/NQ-HĐQT	April 19 th , 2024	<p>Approval for the policy to appoint Ms. Mẫn Minh Huệ, editor of the Publishing - Communications Department, as Deputy Head of the Publishing - Communications Department, with the term of office following the term of the Executive Board for the 2020-2025 term.</p> <ul style="list-style-type: none"> - Temporarily approval for the planned salary rate for 2024 at 581 VND/ 1,000 VND of before-tax profit, including salary costs. - Temporarily allocation of the mandatory funds for 2024 with the following ratios: Reward Fund: 10%, Welfare Fund: 15%, Executive Board Reward Fund: 5%, BOD Remuneration Fund: 5%, Development 	100%

			<p>Investment Fund: The remaining part of the after-tax profit after dividend payment and setting up the other mandatory funds according to the above ratios, up to a maximum of 30%.</p> <p>Approval for the policy to relocate the store at 240 Tran Binh Trong, Ward 04, District 5, Ho Chi Minh City to operate in Thu Duc City, Ho Chi Minh City, and assign the Executive Board to implement this in order to save costs, enhance retailing business effectiveness, and increase the application of e-commerce within the company</p>	
4	04/NQ-HĐQT	April 25 th , 2024	<p>Approval for adjusting the project implementation schedule (project code 0863847878) at Tan Phu Trung Industrial Park, Cu Chi District, Ho Chi Minh City as follows:</p> <ul style="list-style-type: none"> + Construction of factory: from February 2025 to February 2026; + Installation of machinery and equipment: from February 2026 to April 2026; + Official operation: from April 2026; + Completion of investment capital: October 2026. - Assigning the task to Mrs. Đỗ Thị Mai Anh, 	100%

			member of the BOD and CEO, to carry out the procedures for registering the adjustment of the project implementation schedule as mentioned above in accordance with current Vietnamese laws.	
5	05/NQ-HĐQT	June 7 th , 2024	<ul style="list-style-type: none"> - Approval for selecting ECOVIS AFA Vietnam Audit - Valuation and Consulting LLC as the independent auditing firm to conduct the audit of the half-year and whole-year 2024 Financial Statements of SOBEE - Assigning the Executive Board of SOBEE to implement the signing of the contract for auditing the half-year and whole-year 2024 Financial Statements as mentioned above, ensuring that information disclosure is carried out in accordance with current legal regulations and internal company regulations. 	100%
6	06/NQ-HĐQT	July 4 th , 2024	<ul style="list-style-type: none"> - Appointing Ms. Mãn Minh Huệ, editor of the Publishing – Communications Department, as Deputy Head of the Publishing - Communications Department. - The term of office will follow the term of the Executive Board for the 2020-2025 period. 	100%



			Assigning the CEO of SOBEE to implement the management staff appointment process in accordance with the regulations.	
7	07/NQ-HĐQT	April 25 th , 2024	<ul style="list-style-type: none"> - Approval for the appointment of Ms. Mẫn Minh Huệ, editor of the Publishing - Communications Department, as Deputy Head of the Publishing - Communications Department. - The appointment term of Ms. Mẫn Minh Huệ: The term of office will follow the term of the Executive Board for the 2020-2025 period. 	100%
8	08/NQ-HĐQT	November 28 th , 2024	<ul style="list-style-type: none"> - Temporary approval for the main targets for the production and business tasks in 2024 until November 28, 2024, as follows: <ul style="list-style-type: none"> + Total revenue and income: 446/459 billion VND, equivalent to 97% of the annual plan. + Profit: 12/9.7 billion VND, equivalent to 123% of the annual plan. The Executive Board will continue to organize the implementation and strive to complete the production and business tasks and targets for 2024 according to the resolutions of the 2024 AGMS. 	100%

9	.../QĐ-HĐQT	December 24 th , 2024	Decision regarding the approval for the periodic internal audit plan for the year 2025.	100%
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III. Activities of the Supervisory Board (SB) in 2024

1. Information about the members of the SB in 2024:

<i>No</i>	<i>Member of the SB</i>	<i>Title</i>	<i>Start date / date of no longer being a member of the SB</i>	<i>Professional qualifications</i>
1	Mr. Nguyen Thanh Huu	Head of the SB	June 3 rd , 2020	Bachelor of Accounting
2	Mrs. Mac Thi Hong Minh	Member	June 3 rd , 2020	Bachelor of Business Administration
3	Mr. Pham Duy Khanh	Member	June 3 rd , 2020	Bachelor of Accounting

2. Meetings of the SB in 2024:

<i>No</i>	<i>Member of the SB</i>	<i>Number of meetings attended</i>	<i>Meeting attendance rate</i>	<i>Voting rate</i>	<i>Reasons for not attending the meeting</i>
1	Mr. Nguyen Thanh Huu	02/02	100%	100%	
2	Mrs. Mac Thi Hong Minh	02/02	100%	100%	
3	Mr. Pham Duy Khanh	02/02	100%	100%	

3. Supervisory activities of the SB on the Board of Directors (BOD), Executive Board (EB) , and shareholders in 2024:

The supervisory activities of the SB were correctly carried out in accordance with the Company's Charter. The SB monitored the BOD and the EB through monthly and quarterly reports submitted by the BOD/ EB to the Head of SB. The Head of the Supervisory Board also announced and discussed all issues with the members of the SB. The SB consistently monitored any issues that might affect the shareholders' interests and ensured timely information was provided to them.

The Resolutions of the BOD were passed in accordance with the proper procedures, authority, and legal basis as stipulated by the law and the Company's Regulations. All resolutions were implemented seriously by the BOD and the EB.

The EB actively carried out tasks strictly following the Company's Charter, the Resolutions of the General Meeting of Shareholders, and the BOD, to achieve the best results. The EB assigned specific tasks to each member or delegated tasks to management personnel managing different departments, while ensuring active supervision and management of the functional departments to effectively implement the assigned tasks.

4. Coordination between the SB and the Board of Directors, the Executive Board, and other management personnel in 2024:

The SB was provided with all documents and information in accordance with the provisions of the Enterprise Law, Securities Law, and other relevant legal documents regarding its rights to access information. When the SB requested information regarding the company's operations, the company's managing board promptly provides the necessary details.

The members of the SB regularly exchanged information, consulted on important matters regarding the operations of the BOD and EB through regular meetings, phone calls, and direct discussions with the Chairman of the BOD and the CEO when necessary.

5. Other activities of the SB (if any): None.

IV. The Executive Board (EB)

No	Members of the EB	Date of birth	Professional qualifications	Appointment/ Dismissal date of members of the EB
1	Mrs. Do Thi Mai Anh	November 20 th , 1971	Bachelor of Foreign Languages	June 8 th , 2020
2	Mr. Pham Canh Toan	March 26 th , 1972	Bachelor of Accounting – Auditing, Business Administration	June 8 th , 2020
3	Mr. Tran Le Quang	April 1 st , 1974	Bachelor of Economics	June 8 th , 2020

V. The Chief Financial Officer (CFO).

Full Name	Date of birth	Professional Qualifications	Appointment/ Dimissal date
Mrs. Nguyen Mai Hoa	November 18 th , 1974	Bachelor of Economics	June 8 th , 2020

VI. Corporate Governance Training

In 2024, the members of the BOD, SB, EB, corporate governance officer, authorized representatives responsible for information disclosure and the Secretary of BOD of the company placed significant emphasis on corporate governance and actively participated in training sessions. These sessions focused on legal knowledge regarding corporate governance and public company information disclosure, organized by the State Securities Commission, the Stock Exchange, and the Vietnam Securities Depository and Clearing Corporation. The company's managing board developed an annual plan and program of work, with specific tasks and goals outlined for each quarter and month. This structure facilitated efficient management, leadership, and operation of the company.

Every month, the EB reported to the BOD and the SB on the performance of key indicators and tasks, as well as the focus for the upcoming month. This helped ensure smooth coordination for the BOD and the SB in monitoring, directing, and supervising the EB's activities, and overseeing the implementation of the company's production and business plan.

Additionally, the BOD and the EB assigned members of the BOD, SB, Internal Audit Department (IAD), Secretary of BOD, corporate governance officers, and authorized representatives responsible for information disclosure to participate in advanced training sessions on organizing the Annual General Meeting of Shareholders (AGMS), hosted by the University of Law in Ho Chi Minh City. They also fully participated in training sessions, shared experiences, and received guidance on corporate governance and information disclosure in the securities market, organized by the consulting firm responsible for legal advisory on corporate information disclosure (FPT Securities Joint Stock Company).

VII. List of related persons of the public company for the first 6 months of 2024 and transactions between company's related persons and the company

1. List of company's related persons:

No	Name of organization/person	Securities trading account	Position in the company	Identification document: Number, date, place of issue	Contact address	Time when became a related person	Time when no longer a related person	Reason	Related relationship with the company
1	Ms. Phung Ngoc Hong		Chairman of the Board of Directors (BOD)	Department of Administrative Management of Social Order Police		June 3 rd , 2020			Internal shareholder
2	Nguyen Thanh Anh		Member of BOD			June 3 rd , 2020			Internal shareholder
3	Vu Ba Hoa		Independent Member of BOD			January 14 th , 2023			Internal shareholder
4	Ms. Do Thi Mai Anh		Member of BOD and CEO			June 3 rd , 2020			Internal shareholder
5	Mr. Tran Le Quang		Member of BOD, Deputy CEO, and Head of the Internal Audit Department			June 8 th , 2020			Internal shareholder
6	Mr. Pham Canh Toan		Deputy CEO			June 3 rd , 2020			Internal shareholder
7	Ms. Nguyen Mai Hoa		CFO, Corporate Governance Officer			June 3 rd , 2020			Internal shareholder

8	Nguyen Thanh Huu		Head of the Supervisory Board (SB)			June 3 rd , 2020			Internal shareholder
9	Ms. Mac Thi Hong Minh		Member of the SB			June 3 rd , 2020			Internal shareholder
10	Pham Duy Khanh		Member of the SB			June 3 rd , 2020			Internal shareholder
11	Ms. Man Minh Hue		Deputy Head of the Internal Audit Department			October 18 th , 2021			Internal shareholder
12	Mr. Do Quang Trung		Member of the Internal Audit Committee			October 18 th , 2021			Internal shareholder
13	Mr. Pham Ngoc Anh Tai		Secretary of BOD and Corporate Governance Officer			June 8 th , 2020			Internal shareholder
14	Ms Huynh Thi My Duyen		Authorized Representative for Information Disclosure			May 1 st , 2023			Internal shareholder
15	Mr. Nguyen Huu Tan		Head of the Planning and Business Development Department			June 8 th , 2020			Internal shareholder
16	Ms Tran Thanh Thuy		Deputy Head of the Planning and Business Development Department			June 8 th , 2020			Internal shareholder
17	Ms Tran Thi My		Deputy Head of the Planning and Business Development Department			June 8 th , 2020			Internal shareholder
18	Ms. Dang Bao Chau		Head of Retailing Department			June 8 th , 2020			Internal shareholder
19	Mr. Nguyen Ngoc Quynh		Head of Retailing Department			June 8 th , 2020			Internal shareholder
20	Mr. Tran Nhu Tuan Quang		Head of the Warehouse and Logistics Department			June 8 th , 2020			Internal shareholder
21	Vietnam Education Publishing House		Parent company			April, 2010			Major shareholder
22	Vietnam Education Publishing House in Ha Noi City		Dependent organization of the parent company			April, 2010			Major-shareholder Member company
23	Vietnam Education Publishing House in Ho Chi Minh City		Dependent organization of the parent company			April, 2010			Major-shareholder Member company
24	Vietnam Education Publishing House in Da Nang City		Dependent organization of the parent company			April, 2010			Major-shareholder Member company
25	Vietnam		Dependent			April,			Major-

	Education Publishing House in Can Tho City		organization of the parent company			2010			shareholder Member company
26	Books and Educational Materials Research Institute		Dependent organization of the parent company			April, 2010			Major-shareholder Member company
27	Books and Educational Equipment JSC of Quang Tri		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
28	Cuu Long Books and Educational Equipment JSC		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
29	Central Books and Educational Equipment JSC		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
30	Books and Educational Equipment JSC of HCMC		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
31	Education Technology High School Development and Investment JSC		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
32	Education Materials JSC		Subsidiary of the parent company			April, 2010			Subsidiary company of a major shareholder
33	Hanoi Textbook Printing JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
34	Books For Ethnic Minorities JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
35	North Books and Educational Equipment JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
36	Hanoi Education Publishing Service JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
37	South Education Investment and Development JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
38	Da Nang Education Investment and Development JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
39	Books and Educational Equipment JSC of Binh Dinh		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
40	Ha Noi Education Investment and Development JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
41	Books and Educational		Affiliate company of			April, 2010			Affiliate company of a

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	Equipment JSC of Binh Thuan		the parent company						major shareholder
42	Books and Educational Equipment JSC of Can Tho		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
43	Vietnam IP Investment JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
44	Da Nang Education Publishing Service JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
45	Quang Nam Printing - Distribution of Books and School Equipment JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
46	Art Design and Communication JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
47	Gia Dinh Education Publishing Service JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
48	Textbook Printing JSC of Ho Chi Minh City		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
49	Da Nang Printing and Services JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
50	Education Publishing and Investment JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
51	Educational Book JSC of Da Nang City		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
52	Books and Educational Equipment JSC of Ben Tre		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
53	Educational Book JSC of Ha Noi City		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
54	Higher Education and Vocational Book JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
55	ECI Group JSC		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
56	Books and Educational Equipment JSC of Vinh Long		Affiliate company of the parent company			April, 2010			Affiliate company of a major shareholder
57	Books and Educational Equipment JSC of Ha Tay		Company with parent company's contributed capital			April, 2010			Company with a major shareholder's contributed capital
58	Tan Mai Paper JSC		Company with parent company's						Company with a major shareholder's

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			contributed capital						contributed capital
59	Books and Educational Equipment JSC of Thua Thien - Hue		Company with parent company's contributed capital						
60	Books and Educational Equipment JSC of Ninh Thuan		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
61	Van Lang Technology Development and Investment JSC		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
62	Educational Book JSC of Ho Chi Minh City		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
63	Books and Educational Equipment JSC of Kon Tum		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
64	Educational Ebooks JSC		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
65	Books and Educational Equipment JSC of Dien Bien		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
66	Hoa Phat Textbook Printing JSC		Company with parent company's contributed capital						Company with a major shareholder's contributed capital
67	Books and Educational Equipment JSC of Binh Duong		Company with contributed capital	3700622234 Department of Planning and Investment in Binh Duong Province	88 Tran Binh Trong, Phu Tho Ward, Thu Dau Mot City, Binh Duong Province	January, 2013			Related organization
68	Books and Educational Equipment JSC of Ba Ria Vung Tau		Company with contributed capital	3500661123 Department of Planning and Investment in BR-VT	237 Le Loi, Ward 6, Vung Tau City, Ba Ria-Vung Tau Province	January, 2011			Related organization
69	An Dong Education JSC		A subsidiary of a subsidiary company of the parent company						A subsidiary of a subsidiary company of a major shareholder
70	Hong Ha		A subsidiary						A subsidiary

	Thanh Cong One Member Company Limited		of a subsidiary company of the parent company					of a subsidiary company of a major shareholder
71	Education Translated Book and Dictionary JSC		A subsidiary of a subsidiary company of the parent company					A subsidiary of a subsidiary company of a major shareholder
72	Books and Educational Equipment JSC of Lang Son		A subsidiary of a subsidiary company of the parent company					A subsidiary of a subsidiary company of a major shareholder
73	Viet Nam EBS Solar Energy JSC		A subsidiary of a subsidiary company of the parent company					A subsidiary of a subsidiary company of a major shareholder
74	Vietnam Experience Education Investment JSC		A subsidiary of a subsidiary company of the parent company					A subsidiary of a subsidiary company of a major shareholder



2. Transactions between the company and related parties of the company or between the company and major shareholders, insiders, or related parties of insiders:

No	Name of Organization / Person	Relationship with the Company	Identification document: Number, date, place of issue	Address	Time of Transaction with the Company	Resolution / Decision Number of the General Shareholders' Meeting / Board of Directors	Content, Quantity, Total Transaction Value	Notes
1	Vietnam Education Publishing House	Major shareholder	0100108543 Department of Planning and Investment of Hanoi City	81 Tran Hung Dao, Hoan Kiem District, Hanoi City	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, materials, issuing publishing licenses, leasing facilities, etc	
2	Vietnam Education Publishing House in Ho Chi Minh City	Branch of a major shareholder, authorized by the major shareholder	0100108543-006 Department of Planning and Investment of Ho Chi Minh City	231 Nguyen Van Cu, Ward 04, District 5, Ho Chi Minh City	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, materials, issuing publishing licenses, leasing facilities, etc	
3	Books and Educational Equipment JSC of Binh Duong	Company with contributed capital	3700622234 Department of Planning and Investment of Binh Duong Province	88 Tran Binh Trong, Phu Tho Ward, Thu Dau Mot City, Binh Duong	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, teaching equipment, etc	
4	Books and Educational Equipment JSC of Ba Ria Vung Tau	Company with contributed capital	3500661123 Department of Planning and Investment of Ba Ria-Vung	237 Le Loi, Ward 6, Vung Tau City, Ba Ria-	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, teaching	



			Tau Province	Vung Tau Province			equipment, etc	
5								

3. Transactions between the company's insiders, related parties of insiders, and the subsidiary, or companies controlled by the company:

No	Person executing the transaction	Relationship with the insider	Position at the listed company	ID/Passport number, date of issue, place of issue	Address	Name of the subsidiary, company controlled by the listed organization	Time of transaction	Content, quantity, total transaction value	Notes

4. Transactions between the company and other parties:

4.1 Transactions between the company and other companies where members of the Board of Directors, members of the Supervisory Board, CEO, and other managers have been or are currently founding members or members of the BOD, or the CEO in charge within the last 3 years (noted at the time of the report):

No	Name of organization/ person	Insiders who are currently members of the Board of Directors or Directors	Identification document: Number, date, place of issue	Contact address	The time of the transaction with the company	Resolution / Decision Number of the General Shareholders' Meeting / Board of Directors	Content, quantity, total transaction value	Notes
1	Vietnam Education Publishing House	Ms. Phung Ngoc Hong, Deputy CEO	0100108543 Department of Planning and Investment of Hanoi City	81 Tran Hung Dao Street, Hoan Kiem District, Hanoi City	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, materials, issuing publishing licenses, leasing facilities leasing, etc.	
2	Vietnam Education Publishing House in Ho Chi Minh City	Mr. Nguyen Thanh Anh, Deputy CEO	0100108543-006 Department of Planning and Investment of Ho Chi Minh City	231 Nguyen Van Cu Street, Ward 04, District 5, Ho Chi Minh City	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, materials, issuing publishing licenses, leasing facilities, etc.	
3	Books and Educational Equipment JSC of Binh Duong	Mr. Pham Canh Toan, member of the Board of Directors	3700622234 Department of Planning and Investment of Binh Duong Province	88 Tran Binh Trong Street, Phu Tho Ward, Thu Dau Mot City, Binh Duong	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, teaching equipment	
4	Books and Educational Equipment JSC of Ba Ria Vung Tau	Mr. Tran Le Quang, Chairman of the Board of Directors	3500661123 Department of Planning and Investment of Ba Ria-Vung Tau Province	237 Le Loi Street, Ward 6, Vung Tau City, Ba Ria-Vung Tau Province	Usually	150/NQ-ĐHĐCĐ	Buying and selling educational books, teaching equipment	

4.2 Transactions between the company and other companies where related persons of members of the Board of Directors, members of the Supervisory Board, CEO, and other managers are members of the BOD or the CEO in charge:

No	Person performing the transaction	Relationship with insiders	Position at the listed company	ID card / Passport number, issue date, place of issue	Address	Name of the subsidiary company, company controlled by the listed entity	Time of transaction	Content, quantity, total transaction value	Notes

4.3 Other transactions of the company (if any) which may bring material or immaterial benefits to members of the Board of Directors, members of the Supervisory Board, CEO, and other managers:

No	Person performing the transaction	Relationship with insiders	Position at the listed company	ID card / Passport number, issue date, place of issue	Address	Name of the subsidiary company, company controlled by the listed entity	Time of transaction	Content, quantity, total transaction value	Notes

VIII. Stock transactions of insiders and related persons of insiders

1. List of insiders and related persons of insiders

No	Name of organization/ person	Securities trading account	Position at the company	Identification document: Number, date, place of issue	Address	Number of shares held at the end of the period	Percentage of shares held at the end of the period	Notes
1	Ms. Phung Ngoc Hong		Chairman of the BOD					Insider
1.1	Nguyen Ngoc Trung		Related person					Mrs. Phung Ngoc Hong's husband
1.2	Nguyen Phan Nguyen		Related person					Mrs. Phung Ngoc Hong's son
1.3	Nguyen Ngoc Thao Nguyen		Related person					Mrs. Phung Ngoc Hong's daughter
1.4	Ly Thi Ngoc Yen		Related person					Mrs. Phung Ngoc Hong's mother
1.5	Phung Ly Hoa		Related person					Mrs. Phung Ngoc Hong's elder sister
1.6	Phung Ly Huong		Related person					Mrs. Phung Ngoc Hong's elder sister
1.7	Phung Ly Ha		Related person					Mrs. Phung Ngoc Hong's elder sister
1.8	Phung Ly Hang		Related person					Mrs. Phung Ngoc Hong's elder sister
1.9	Phung Ly Hien		Related person					Mrs. Phung Ngoc Hong's elder brother
1.10	Phung Ngoc Hong		Related person					Mrs. Phung Ngoc Hong's

								younger brother
1.11	Vietnam Education Publishing House		Parent company	0100108543 Department of Planning and Investment of Hanoi City	81 Tran Hung Dao, Hoan Kiem District, Hanoi City	2.340.000	53,12%	Organization related to Ms. Phung Ngoc Hong
1.12	Education Materials JSC		Related person		240 Tran Binh Trong, Ward 04, District 5, Ho Chi Minh City	100.000		Organization related to Ms. Phung Ngoc Hong
2	Nguyen Thanh Anh		Member of the BOD					Insider
2.1	Man Minh Hue		Related person					Mr. Nguyen Thanh Anh's wife
2.2	Nguyen Thanh Nhan		Related person					Mr. Nguyen Thanh Anh's son
2.3	Nguyen Thanh Hung		Related person	still little				Mr. Nguyen Thanh Anh's son
2.4	Nguyen Thanh Vinh		Related person	still little				Mr. Nguyen Thanh Anh's son
2.5	Nguyen Quynh Mai		Related person	still little				Mr. Nguyen Thanh Anh's daughter
2.6	Nguyen Thanh Bat		Related person					Mr. Nguyen Thanh Anh's father
2.7	Nguyen Thi Nam		Related person					Mr. Nguyen Thanh Anh's mother
2.8	Nguyen Thi Ha		Related person					Mr. Nguyen Thanh Anh's younger sister
2.9	Nguyen Thi Ngan		Related person					Mr. Nguyen Thanh Anh's younger sister
2.10	Man Xuan Duc		Related person					Mr. Nguyen Thanh Anh's father-in-law
2.11	Nguyen Thi Hai		Related person					Mr. Nguyen Thanh Anh's mother-in-law
2.12	Man Truong Giang		Related person					Mr. Nguyen Thanh Anh's elder brother-in-law
2.13	VietNam Education Publishing House		Parent company	0100108543, Department of Planning and Investment of Hanoi City	81 Tran Hung Dao, Hoan Kiem District, Hanoi City	2.340.000	53,12%	Organization related to Mr. Nguyen Thanh Anh
2.14	Vietnam Education Publishing House in Ho Chi Minh City		Parent company (branch)	0100108543-006, Department of Planning and Investment of Ho Chi Minh City	231 Nguyen Van Cu, Ward 04, District 5, Ho Chi Minh City			Organization related to Mr. Nguyen Thanh Anh
3	Vu Ba Hoa		Independent Member of					Insider

			BOD					
3.1	Vu Bui Bien		Related person					Mr. Vu Ba Hoa's son
3.2	Tran Thi Hang		Related person					Mr. Vu Ba Hoa's daughter-in-law
3.3	Vu Ba Tuan		Related person					Mr. Vu Ba Hoa's son
3.4	Tran Thi Hai Duong		Related person					Mr. Vu Ba Hoa's daughter-in-law
3.5	Vu Thi Minh Tan		Related person					Mr. Vu Ba Hoa's daughter
3.6	Nguyen Khanh Nhan		Related person					Mr. Vu Ba Hoa's son-in-law
4	Do Thi Mai Anh		Member of the BOD and CEO					Insider
4.1	Do Huy Dan		Related person					Mrs. Do Thi Mai Anh's father
4.2	Tran Thi Van		Related person					Mrs. Do Thi Mai Anh's mother
4.3	Le Do Minh Hoang		Related person					Mrs. Do Thi Mai Anh's son
4.4	Le Do Nhat Minh		Related person					Mrs. Do Thi Mai Anh's son
4.5	Do Thi Kim Anh		Related person					Mrs. Do Thi Mai Anh's elder sister
4.6	Do Thi Thu Huong		Related person					Mrs. Do Thi Mai Anh's younger sister
4.7	Do Thi Mai Huong		Related person					Mrs. Do Thi Mai Anh's younger sister
4.8	Do Tran Tuan Anh		Related person					Mrs. Do Thi Mai Anh's younger brother
4.9	Nguyen Van An		Related person					Mrs. Do Thi Mai Anh's younger brother-in-law
4.10	Tran The Quang		Related person					Mrs. Do Thi Mai Anh's younger brother-in-law
4.11	Vietnam Education Publishing House		Parent company	0100108543, Department of Planning and Investment of Hanoi City	81 Tran Hung Dao, Hoan Kiem District, Hanoi City	2.340.000	53,12%	Organization related to Ms. Do Thi Mai Anh
5	Nguyen Mai Hoa		Chief Financial Officer (CFO), Company Administrator					Insider
5.1	Nguyen Tien Cong		Related person					Mrs. Nguyen Mai Hoa's husband
5.2	Nguyen Tien Dat		Related person					Mrs. Nguyen Mai Hoa's

M.S.P

T.C.P

								son
5.3	Nguyen Thi Van An		Related person					Mrs. Nguyen Mai Hoa's daughter
5.4	Nguyen Trung Hieu		Related person					Mrs. Nguyen Mai Hoa's younger brother
5.5	Nguyen Thi Thai		Related person					Mrs. Nguyen Mai Hoa's mother-in-law
6	Pham Canh Toan		Deputy CEO					Insider
6.1	Nguyen Thi Thanh Thuy		Related person					Mr. Pham Canh Toan's wife
6.2	Pham Khanh Mai		Related person					Mr. Pham Canh Toan's daughter
6.3	Pham Dang Khoi		Related person					Mr. Pham Canh Toan's son
6.4	Pham Van Tam		Related person					Mr. Pham Canh Toan's father
6.5	Tran Thi Chuyen		Related person					Mr. Pham Canh Toan's mother
6.6	Pham Tran Chung		Related person					Mr. Pham Canh Toan's elder brother
6.7	Do Thi Hau		Related person					Mr. Pham Canh Toan's elder sister-in-law
6.8	Pham Xuan Thang		Related person					Mr. Pham Canh Toan's brother
6.9	Luu Thi Ngan		Related person					Mr. Pham Canh Toan's mother-in-law
6.10	Books and Educational Equipment JSC of Binh Duong		Related person	3700622234, February 25 th 2005, Department of Planning and Investment of Binh Duong	88 Tran Binh Trong, Phu Tho Ward, Thu Dau Mot City, Binh Duong Province			Organization related to Mr. Pham Canh Toan
7	Tran Le Quang		Member of the BOD/ Deputy CEO and Head of the Internal Audit Department					Insider
7.1	Le Thi Bay		Related person					Mr. Tran Le Quang's mother
7.2	Le Thi Tuyet Trinh		Related person					Mr. Tran Le Quang's wife
7.3	Tran Le Huy		Related person					Mr. Tran Le Quang's son
7.4	Tran Le Hoang		Related person					Mr. Tran Le Quang's son
7.5	Tran Thi Thu Thao		Related person					Mr. Tran Le Quang's elder sister
7.6	Tran Thi Thu Truc		Related person					Mr. Tran Le Quang's elder

								sister
7.7	Tran Thi Thu Ha		Related person					Mr. Tran Le Quang's elder sister
7.8	Tran Le Trung		Related person					Mr. Tran Le Quang's elder sister
7.9	Tran Le Minh		Related person					Mr. Tran Le Quang's younger brother
7.10	Tran Thi Thu Trang		Related person					Mr. Tran Le Quang's younger sister
7.11	Tu Thi My Linh		Related person					Mr. Tran Le Quang's mother-in-law
7.12	Le Thi Tuyet Hanh		Related person					Mr. Tran Le Quang's elder sister-in-law
7.13	Nguyen Viet Tuan		Related person					Mr. Tran Le Quang's elder brother-in-law
7.14	Ho Ngoc Tri		Related person					Mr. Tran Le Quang's elder brother-in-law
7.15	Truong Van Hoi		Related person					Mr. Tran Le Quang's younger brother-in-law
7.16	Vo Van Phong		Related person					Mr. Tran Le Quang's elder brother-in-law
7.17	Books and Educational Equipment JSC of Ba Ria - Vung Tau		Related person	350066004653, December 31 st , 2010, Department of Planning and Investment of Ba Ria - Vung Tau	273 Le Loi, Ward 6, Vung Tau City, Ba Ria – Vung Tau Province			Organization related to Mr. Tran Le Quang
8	Nguyen Thanh Huu		Head of the SB					Insider
8.1	Luong Thuy Hang		Related person					Mr. Nguyen Thanh Huu's wife
8.2	Tran Thi Tuyet		Related person					Mr. Nguyen Thanh Huu's mother
8.3	Nguyen Thi Hong		Related person					Mr. Nguyen Thanh Huu's elder sister
8.4	Tran Dai Loi		Related person					Mr. Nguyen Thanh Huu's elder brother-in-law
8.5	Nguyen Thanh Ha		Related person					Mr. Nguyen Thanh Huu's elder brother
8.6	Tran Thi Mai Song		Related person					Mr. Nguyen Thanh Huu's elder sister-in-law
8.7	Nguyen Thi Minh Tan		Related person					Mr. Nguyen Thanh Huu's elder sister
8.8	Doan Van		Related person					Mr. Nguyen

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	Ban							Thanh Huu's elder brother-in-law
8.9	Luong Van Mai		Related person					Mr. Nguyen Thanh Huu's father-in-law
8.10	Nguyen Thi Le		Related person					Mr. Nguyen Thanh Huu's mother-in-law
8.11	Luong Thi Giang		Related person					Mr. Nguyen Thanh Huu's elder sister-in-law
8.12	Nguyen Trong Son		Related person					Mr. Nguyen Thanh Huu's elder brother-in-law
8.13	Luong Thuy Nga		Related person					Mr. Nguyen Thanh Huu's younger sister-in-law
8.14	Tran Quoc Dung		Related person					Mr. Nguyen Thanh Huu's wife's younger brother-in-law
8.15	Luong Thuy Hien		Related person					Mr. Nguyen Thanh Huu's younger sister-in-law
8.16	Vietnam Education Publishing House in Ho Chi Minh City		Parent company (branch)	0100108543-006, Department of Planning and Investment of Ho Chi Minh City	231 Nguyen Van Cu, Ward 04, District 5, Ho Chi Minh City			Organization related to Mr. Nguyen Thanh Huu
9	Mac Thi Hong Vinh		Member of the SB					Insider
9.1	Mac Van Thanh		Related person					Mrs. Mac Thi Hong Vinh's father
9.2	Tran Thi Son		Related person					Mrs. Mac Thi Hong Vinh's mother
9.3	Mac Thi Van Tram		Related person					Mrs. Mac Thi Hong Vinh's elder sister
9.4	Ngo Loi		Related person					Mrs. Mac Thi Hong Vinh's elder brother-in-law
9.5	Mac Van Hung Anh		Related person					Mrs. Mac Thi Hong Vinh's elder brother
9.6	Mac Thi Dieu Nguyen		Related person					Mrs. Mac Thi Hong Vinh's younger sister
10	Pham Duy Khanh		Member of the SB					Insider
10.1	Pham Van Minh		Related person					Mr. Pham Duy Khanh's father
10.2	Do Thi Que		Related person					Mr. Pham Duy Khanh's mother
10.3	Pham Thanh Tu		Related person					Mr. Pham Duy Khanh's younger brother

10.4	Bui Thi Tho		Related person					Mr. Pham Duy Khanh's younger sister-in-law
11	Man Minh Hue		Deputy Head of the Internal Audit Department					Insider
11.1	Man Duc Xuan		Related person					Mrs. Man Minh Hue's father
11.2	Nguyen Thi Hai		Related person					Mrs. Man Minh Hue's mother
11.3	Man Truong Giang		Related person					Mrs. Man Minh Hue's elder brother
11.4	Nguyen Thanh Anh		Member of the Board of Directors					Mrs. Man Minh Hue's husband
11.5	Nguyen Thanh Nhan		Related person					Mrs. Man Minh Hue's son
11.6	Nguyen Thanh Hung		Related person					Mrs. Man Minh Hue's son
11.7	Nguyen Thanh Vinh		Related person					Mrs. Man Minh Hue's son
11.8	Nguyen Quynh Mai		Related person					Mrs. Man Minh Hue's daughter
11.9	Nguyen Thanh Bat		Related person					Mrs. Man Minh Hue's father-in-law
11.10	Nguyen Thi Nam		Related person					Mrs. Man Minh Hue's mother-in-law
11.11	Nguyen Thi Ha		Related person					Mrs. Man Minh Hue's younger sister-in-law
11.12	Nguyen Thi Ngan		Related person					Mrs. Man Minh Hue's younger sister-in-law
12	Do Quang Trung		Member of the Internal Audit Department					Insider
12.1	Tran Thi Minh Ngoc		Related person					Mr. Do Quang Trung's wife
12.2	Do Quang Hieu		Related person					Mr. Do Quang Trung's son
12.3	Do Quang Khoi		Related person					Mr. Do Quang Trung's son
12.4	Do Quang Hung		Related person					Mr. Do Quang Trung's father
12.5	Ta Thi Tham		Related person					Mr. Do Quang Trung's mother
12.6	Do Thai Kien		Related person					Mr. Do Quang Trung's elder brother
12.7	Huynh Thi		Related person					Mr. Do

	Nga							Quang Trung's mother-in-law
12.8	Tran Van Tai		Related person					Mr. Do Quang Trung's elder brother-in-law
12.9	Tran Thi Minh Chau		Related person					Mr. Do Quang Trung's elder sister-in-law
12.10	Tran Thi Minh Phuong		Related person					Mr. Do Quang Trung's elder sister-in-law
12.11	Tran Van Tri		Related person					Mr. Do Quang Trung's elder brother-in-law
12.12	Tran Thi Minh Thuan		Related person					Mr. Do Quang Trung's elder sister-in-law
12.13	Tran Van Duc		Related person					Mr. Do Quang Trung's elder brother in law
12.14	Tran Van Minh		Related person					Mr. Do Quang Trung's elder brother-in-law
13	Pham Ngoc Anh Tai		Secretary of the BOD					Insider
13.1	Nguyen Thi Minh Phuong		Related person					Mr. Pham Ngoc Anh Tai's wife
13.2	Nguyen Thien Dang		Related person					Mr. Pham Ngoc Anh Tai's son
13.3	Pham Ngoc Dang Khoa		Related person					Mr. Pham Ngoc Anh Tai's son
13.4	Nguyen Thi Nga		Related person					Mr. Pham Ngoc Anh Tai's mother
13.5	Pham Thi Ngoc Kieu		Related person					Mr. Pham Ngoc Anh Tai's elder sister
13.6	Huynh Van Canh		Related person					Mr. Pham Ngoc Anh Tai's elder brother-in-law
13.7	Pham Ngoc Thanh		Related person					Mr. Pham Ngoc Anh Tai's elder brother
13.8	Hoang Thi Bich Lien		Related person					Mr. Pham Ngoc Anh Tai's elder sister-in-law
13.9	Pham Ngoc Anh Tuan		Related person					Mr. Pham Ngoc Anh Tai's elder brother
13.10	Pham Ngoc Anh Kiet		Related person					Mr. Pham Ngoc Anh Tai's elder

								brother
13.11	Nguyen Hoang Thuy Mai		Related person					Mr. Pham Ngoc Anh Tai's elder sister-in-law
13.12	Pham Vu		Related person					Mr. Pham Ngoc Anh Tai's elder brother
13.13	Nguyen Thi Ngoc Diep		Related person					Mr. Pham Ngoc Anh Tai's elder sister-in-law
13.14	Pham Thi Nha Hung		Related person					Mr. Pham Ngoc Anh Tai's sister
13.15	Pham Ngoc Truyen		Related person					Mr. Pham Ngoc Anh Tai's elder brother-in-law
13.16	Pham Ngoc Chinh		Related person					Mr. Pham Ngoc Anh Tai's elder brother
13.17	Kim Thi Tuyet Nuong		Related person					Mr. Pham Ngoc Anh Tai's elder sister-in-law
13.18	Pham Thi Bach Hue		Related person					Mr. Pham Ngoc Anh Tai's younger sister
13.19	Tran Van Son		Related person					Mr. Pham Ngoc Anh Tai's younger brother-in-law
13.20	Nguyen Phu Sy		Related person					Mr. Pham Ngoc Anh Tai's father-in-law
13.21	Vo Thi Kim Hang		Related person					Mr. Pham Ngoc Anh Tai's mother-in-law
14	Huynh Thi My Duyen		Authorized representative for information disclosure					Insider
14.1	Huynh Van Canh		Related person					Mrs. Huynh Thi My Duyen's father
14.2	Pham Thi Ngoc Kieu		Related person					Mrs Huynh Thi My Duyen's mother
14.3	Huynh Thi My Tien		Related person					Mrs. Huynh Thi My Duyen's elder sister
14.4	Nguyen Minh Vuong		Related person					Mrs. Huynh Thi My Duyen's elder brother-in-law
14.5	Huynh Minh Tien		Related person					Mrs. Huynh Thi My Duyen's younger brother

14.6	Doan Thi Be Nhan		Related person					Mrs. Huynh Thi My Duyen's younger sister-in-law
14.7	Books and Educational Equipment JSC of Binh Duong		Related person	3700622234, February 25 th 2005, Department of Planning and Investment of Binh Duong	88 Tran Binh Trong, Phu Tho Ward, Thu Dau Mot City, Binh Duong Province			Organization related to Mrs. Huynh Thi My Duyen
14.8	Books and Educational Equipment JSC of Ba Ria-Vung Tau		Related person	350066004653, December 31 st , 2010, Department of Planning and Investment of Ba Ria – Vung Tau	273 Le Loi, Ward 6, Vung Tau City, Ba Ria – Vung Tau Province			Organization related to Mrs. Huynh Thi My Duyen
15	Nguyen Huu Tan		Head of the Planning and Business Department					Insider
15.1	Lam Van Tai		Related person					Mr. Nguyen Huu Tan's father-in-law
15.2	Lam Thi Hong Ngoc		Related person					Mr. Nguyen Huu Tan's wife
15.3	Nguyen Thanh Anh		Related person					Mr. Nguyen Huu Tan's son
15.4	Nguyen Huu Tien		Related person					Mr. Nguyen Huu Tan's elder brother
15.5	Nguyen Huu Thinh		Related person					Mr. Nguyen Huu Tan's elder brother
15.6	Nguyen Thi Minh		Related person					Mr. Nguyen Huu Tan's elder sister-in-law
16	Tran Thanh Thuy		Deputy Head of the Planning and Business Department					Insider
16.1	Pham Quoc Thong		Related person					Mrs. Tran Thanh Thuy's husband
16.2	Pham Tran Minh Ha		Related person					Mrs. Tran Thanh Thuy's daughter
16.3	Pham Tran Minh Thu		Related person					Mrs. Tran Thanh Thuy's daughter
16.4	Pham Ngoc Tuong		Related person					Mrs. Tran Thanh Thuy's father-in-law
16.5	Thai Ngoc Hoang		Related person					Mrs. Tran Thanh Thuy's mother-in-law
16.6	Vu Thi Hieu		Related person					Mrs. Tran Thanh Thuy's mother
16.7	Tran Thi Trinh		Related person					Mrs. Tran Thanh Thuy's younger sister
16.8	Nguyen Hai		Related person					Mrs. Tran

	Long							Thanh Thuy's younger brother-in-law
16.9	Tran Ngoc Toan		Related person					Mrs. Tran Thanh Thuy's younger brother
16.10	Ngo Thi Them		Related person					Mrs. Tran Thanh Thuy's younger sister-in-law
17	Tran Thi My		Deputy Head of the Planning and Business Department					Insider
17.1	Vu Bao Huynh		Related person					Mrs. Tran Thi My's husband
17.2	Vu Thuy Hoang Nguyen		Related person					Mrs. Tran Thi My's daughter
17.3	Vu Tran Quan Bao		Related person					Mrs. Tran Thi My's son
17.4	Tran Van Xanh		Related person					Mrs. Tran Thi My's father
17.5	Nguyen Thi Cuc		Related person					Mrs. Tran Thi My's mother
17.6	Tran Van Nhat		Related person					Mrs. Tran Thi My's younger brother
17.7	Phan Thi Dieu		Related person					Mrs. Tran Thi My's younger sister-in-law
17.8	Tran Thi Xiem		Related person					Mrs. Tran Thi My's elder sister
17.9	Tran Thi Tham		Related person					Mrs. Tran Thi My's elder sister
17.10	Nguyen Van Thinh		Related person					Mrs. Tran Thi My's elder brother-in-law
17.11	Bui Thi Loan		Related person					Mrs. Tran Thi My's mother-in-law
18	Dang Bao Chau		Head of Retailing Department					Insider
18.1	Dang Cong Phuong		Related person					Mrs. Dang Bao Chau's father
18.2	Vo Thi Nhu Le		Related person					Mrs. Dang Bao Chau's mother
18.3	Dang Quoc Huy		Related person					Mrs. Dang Bao Chau's younger brother
18.4	Truong Thi Thu Huong		Related person					Mrs. Dang Bao Chau's younger sister in law
19	Nguyen Ngoc Quynh		Deputy Head of Retailing Department					Insider
19.1	Nguyen Van My		Related person					Mr. Nguyen Ngoc Quynh's father
19.2	Vu Thi Thuy		Related person					Mr. Nguyen

								Ngoc Quynh's mother
19.3	Nguyen Ngoc Minh		Related person					Mr. Nguyen Ngoc Quynh's elder brother
20	Tran Nhu Tuan Quang		Head of Warehouse and Logistics Department					Insider
20.1	Tran Nhu Ham		Related person					Mr. Tran Nhu Tuan Quang's father
20.2	Luu Thi Ly		Related person					Mr. Tran Nhu Tuan Quang's mother
20.3	Tran Bao Danh		Related person					Mr. Tran Nhu Tuan Quang's son
20.4	Tran Bao Nhu		Related person					Mr. Tran Nhu Tuan Quang's daughter
20.5	Tran Thi Thu Ha		Related person					Mr. Tran Nhu Tuan Quang's elder sister
20.6	Dao Tan Thanh		Related person					Mr. Tran Nhu Tuan Quang's elder brother-in-law
20.7	Tran Thi Thu Thuy		Related person					Mr. Tran Nhu Tuan Quang's elder sister
20.8	Mai Quang Thanh		Related person					Mr. Tran Nhu Tuan Quang's elder brother-in-law
20.9	Tran Nhu Tuan Minh		Related person					Mr. Tran Nhu Tuan Quang's elder brother
20.10	Tran Thi Hue Trang		Related person					Mr. Tran Nhu Tuan Quang's elder sister-in-law
21	Vietnam Education Publishing House		Parent company	0100108543, Department of Planning and Investment of Hanoi City	81 Tran Hung Dao, Hoan Kiem District, Hanoi City			Major shareholder
22	Books and Educational Equipment JSC of Binh Duong		Company with contributed capital	3700622234, February 25 th 2005, Department of Planning and Investment of Binh Duong	88 Tran Binh Trong, Phu Tho Ward, Thu Dau Mot City, Binh Duong Province			Related organization
23	Books and Educational Equipment JSC of Ba		Company with contributed capital	350066004653, December 31 st , 2010, Department of	273 Le Loi, Ward 6, Vung Tau City,			Related organization



	Ria-Vung Tau			Planning and Investment of Ba Ria – Vung Tau	Ba Ria – Vung Tau Province			
24	Trade union of South Book and Educational Equipment JSC		Political and social organization of the public company	29/QĐ-BCH 02/8/2010 Executive Committee of the Trade Union at the Vietnam Education Publishing	231 Nguyen Van Cu, Ward 04, District 5, Ho Chi Minh City			Related organization

2. Transactions of insiders and related persons with the shares of the listed company.

No	Person executing the transaction	Relationship with the insider	Number of shares held at the beginning of the period		Number of shares held at the end of the period		Reason for increasing or decreasing (purchase, sale, conversion, bonus, etc.)
			Number of shares	Percentage	Number of shares	Percentage	
1	Pham Canh Toan	Deputy CEO	12.900	0,293%	5.900	0,133%	Selling
2	Do Thi Kim Anh	Mrs. Do Thi Mai Anh's (CEO) elder sister	14.500	0,33%	27.000	0,61%	Buying

IX. Other issues to be noted: None

Sincerely reported./.

Recipients:

- As above;
- Board of Directors (BOD),
Supervisory Board (SB);
- Archived: Administration Department

**On behalf of the Board of Directors
Chairman**


Phung Ngoc Hong