Lao ASEAN Leasing Public Company

Financial statements (Unaudited)

For quarter III ended 30 September 2023

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Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF PROFIT OR LOSS
for Quarter III ended 30 September 2023

	Notes	*For Quarter III ended 30 Sep 2023 LAK*	*For Quarter III ended 30 Sep 2022 LAK*
Interest income calculated using effective interest method		89,446,129,719	85,834,975,044
Other interest and similar income		6,624,665,889	11,762,768,867
Interest expenses calculated using effective interest method		(547,286,321)	-
Net interest income	4	**95,523,509,287**	**97,597,743,911**
Fees and commission income		-	-
Fees and commission expense	5	(4,027,333,296)	(4,186,880,821)
Net fees and commission income		**(4,027,333,296)**	**(4,186,880,821)**
Net foreign exchange gain		(1,817,603,000)	-
Other operating income	6	558,027,913	824,310,743
NET OPERATING INCOME		**90,236,600,904**	**94,235,173,833**
Personnel expenses	7	(13,754,416,780)	(12,840,718,417)
Depreciation of property and equipment		(564,869,132)	(335,293,654)
Other operating expenses	8	(14,948,206,848)	(10,870,045,445)
TOTAL OPERATING EXPENSES		**(29,267,492,761)**	**(24,046,057,516)**
PROFIT BEFORE TAX		**60,969,108,144**	**70,189,116,317**
Current profit tax expense		-	-
NET PROFIT FOR THE PERIOD		**60,969,108,144**	**70,189,116,317**

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF COMPREHENSIVE INCOME
for Quarter III ended 30 September 2023

	Notes	*For Quarter III ended 30 Sep 2023 LAK*	*For Quarter III ended 30 Sep 2022 LAK*
NET PROFIT FOR THE PERIOD		**60,969,108,144**	**70,189,116,317**
Other comprehensive income		-	-
TOTAL OTHER COMPREHENSIVE INCOME FOR THE PERIOD		-	-
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX		**60,969,108,144**	**70,189,116,317**
Earnings per share			
Basic, profit for the period attributable to ordinary equity holders	17	202	233

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023

Lao ASEAN Leasing Public Company

INTERIM STATEMENT OF FINANCIAL POSITION
For Quarter III ended 30 September 2023

	Notes	30 September 2023 LAK	31 December 2022 LAK
ASSETS			
Current assets			
Cash and cash equivalents	9	168,921,411,993	189,632,451,441
Deposit with Bank of the Lao PDR ("BOL")	10	8,459,310,097	7,270,270,037
Hire purchase receivables – current portion	11	1,007,441,517,375	894,411,700,995
Other current assets	12	354,102,759,914	134,777,156,737
Total current assets		**1,538,924,999,379**	**1,226,091,579,210**
Non-current assets			
Hire purchase receivables – non-current portion	11	158,683,011,145	140,879,584,041
Property and equipment and rights-of-use assets	13	8,483,216,501	4,602,604,052
Other non-current assets		1,158,825	1,158,825
Total non-current assets		**167,167,386,471**	**145,483,346,918**
TOTAL ASSETS		**1,706,092,385,850**	**1,371,574,926,128**
LIABILITIES			
Current liabilities			
Statutory obligations	14	129,232,088,747	95,095,023,156
Short-term borrowings	15	-	-
Other current liabilities		9,335,649,130	9,512,905,212
Total current liabilities		**138,567,737,877**	**104,607,928,368**
Non-current liabilities			
Long-term borrowings	15	25,155,838,196	61,547,114,093
Due to other parties	19	1,316,180,748	1,316,180,748
Total non-current liabilities		**26,472,018,944**	**62,863,294,841**
TOTAL LIABILITIES		**165,039,756,821**	**167,471,223,209**
EQUITY			
Registered paid-up capital	18	30,150,000,000	30,150,000,000
Share premium	18	155,497,646,314	155,497,646,314
Other capital		290,000,000	290,000,000
Retained earnings		1,355,114,982,711	1,018,166,056,605
TOTAL EQUITY		**1,541,052,629,025**	**1,204,103,702,919**
TOTAL LIABILITIES AND EQUITY		**1,706,092,385,850**	**1,371,574,926,128**

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023

	Registered paid-up capital LAK	*Share premium LAK*	*Other capital LAK*	*Retained earnings LAK*	*Total LAK*
Balances as at 1/1/2023	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,018,166,056,605**	**1,204,103,702,919**
Profit for the year	-	-	-	293,165,317,964	293,165,317,963
Dividend paid out	-	-	-	(3,437,100,000)	(3,437,100,000)
Balances as at 30/06/2023	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,307,894,274,569**	**1,493,831,920,883**
Profit for the period	-	-	-	60,969,108,144	60,969,108,144
Dividend paid out	-	-	-	(13,748,400,000)	(13,748,400,000)
Balances as at 30/9/2023	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,355,114,982,713**	**1,541,052,629,027**
Balances as at 1/1/2022	30,150,000,000	155,497,646,314	290,000,000	570,027,606,419	755,965,252,733
Profit for the year	-	-	-	375,607,031,712	375,607,031,712
Balances as at 30/06/2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**945,634,638,131**	**1,131,572,284,445**
Profit for the period	-	-	-	70,189,116,317	70,189,116,317
Balances as at 30/9/2022	**30,150,000,000**	**155,497,646,314**	**290,000,000**	**1,015,823,754,448**	**1,201,761,400,762**

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023

Lao ASEAN Leasing Public Company

STATEMENT OF CASH FLOW
For Quarter III ended 30 September 2023

	Notes	*For Quarter III ended 30 Sep 2023 LAK*	*For Quarter III ended 30 Sep 2022 LAK*
OPERATING ACTIVITIES			
Profit before tax		**60,969,108,145**	**70,189,116,319**
Adjustments for:			
Depreciation and amortization charges		564,869,132	1,165,246,779
Change in allowance for impairment losses		-	-
Interest expenses		547,286,321	-
Interest Income		(89,446,129,719)	-
Net foreign exchange (gain)/loss		(1,817,603,000)	-
Change in operating assets			
Net change in hire purchase receivable		78,111,076,214	67,498,995,714
Net change in loan to related parties		-	-
Net change in other assets		(15,752,020,895)	(46,602,215,696)
Change in operating liabilities			
Net change in other liabilities		(297,555,059)	(41,521,744,513)
Interest paid		1,248,584,049	(4,720,668,383)
Profit tax paid		-	-
Net cash flows from operating activities		**34,127,615,187**	**46,008,730,220**
INVESTING ACTIVITIES			
Acquisitions of property and equipment		(2,632,354,995)	(1,040,935,125)
Net cash flows used in investing activities		**(2,632,354,995)**	**(1,040,935,125)**
FINANCING ACTIVITIES			
Borrowing drawdown		-	-
Borrowing repayment		(5,415,066,454)	-
Dividend		(13,748,400,000)	-
Net cash flows from/(used in) financing activities		**(19,163,466,454)**	-
Net change in cash and cash equivalents		**12,331,793,733**	**44,967,795,095**
Cash and cash equivalents at the beginning of the year		**156,589,618,260**	**105,146,504,221**
Cash and cash equivalents at the end of the period	9	**168,921,411,993**	**150,114,299,316**

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023

1. CORPORATE INFORMATION

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

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

The registered paid-up capital as at 30 Sep 2023 is LAK 30,150,000,000 (30 December 2022 is LAK 30,150,000,000).

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

Total number of employees of the Company as at 30 Sep 2023 is 513 people (2022: 593 people).

2. BASIS OF PREPARATION

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

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

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

3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS

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

4. NET INTEREST INCOME

	For Quarter III ended 30 Sep 2023 LAK	*For Quarter III ended 30 Sep 2022 LAK*
Interest income calculated using effective interest method from:		
Hire purchase receivables	89,439,159,010	85,828,708,000
Saving deposit	6,970,709	6,267,044
Other interest and similar income	6,624,665,889	-
	96,070,795,608	**85,834,975,044**
Interest expenses calculated using effective interest method for:		
Long-term borrowings	(547,286,321)	-
Other interest and similar expense	-	-
Net interest income	**95,523,509,287**	**85,834,975,044**

5. FEES AND COMMISSION EXPENSE

	For Quarter III ended 30 Sep 2023 LAK	*For Quarter III ended 30 Sep 2022 LAK*
Fees and commission expense for		
Commission fees	1,599,228,880	1,703,236,190
Car/bike ownership changing fee	571,595,000	1,566,049,000
Other fees	1,856,509,416	917,595,631
	4,027,333,296	**4,186,880,821**

6. OTHER OPERATING INCOME

	For Quarter III ended 30 Sep 2023 LAK	*For Quarter III ended 30 Sep 2022 LAK*
Other operating income	558,027,914	824,310,743
	558,027,914	**824,310,743**

7. PERSONNEL EXPENSES

	For Quarter III ended 30 Sep 2023 LAK	*For Quarter III ended 30 Sep 2022 LAK*
Wages and salaries	10,882,862,770	9,839,799,943
Other staff costs	2,871,554,011	3,000,918,473
	13,754,416,781	**12,840,718,416**

8. OTHER OPERATING EXPENSES

	For Quarter III ended 30 Sep 2023 LAK	*For Quarter III ended 30 Sep 2022 LAK*
Marketing	2,520,000	543,797,000
Petrol	454,109,000	548,282,063
Supplies	544,025,348	283,189,404
Legal fees	22,829,000	243,565,660
Repairs and maintenance	788,768,753	2,321,630,473
Utilities	2,409,345,931	32,402,221
Insurance	373,711,901	809,998,616
Transportation and travel	2,368,488,896	1,181,128,308
Taxes and social insurance obligation	1,509,534,606	1,897,929,791
Rental expenses	2,080,629,132	945,505,342
Consultancy fee	1,928,310,865	543,797,000
Others	2,465,933,416	2,062,616,566
	14,948,206,848	**10,870,045,445**

9. CASH AND CASH EQUIVALENTS

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Cash on hand	4,196,707,022	2,852,731,428
Demand/saving deposits at banks		
- in LAK	18,078,126,597	2,979,254,895
- in other currencies	144,710,830,917	182,062,742,137
Term deposit with term below 3 months in USD	1,935,747,457	1,737,722,981
Allowance for credit losses	-	-
	168,921,411,993	**189,632,451,441**

	30 Sep 2022 LAK	*31 Dec 2021 LAK*
Cash on hand	4,151,535,623	1,671,733,603
Demand/saving deposits at banks		
- in LAK	2,665,879,087	4,667,879,091
- in other currencies	141,791,038,327	75,625,261,206
Term deposit with term below 3 months in USD	1,505,846,279	-
Allowance for credit losses	-	-
	150,114,299,316	**81,964,873,900**

10. DEPOSIT WITH BANKs

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Registered capital reserve		
- in LAK	1,968,900,000	1,968,900,000
- Term deposits at banks	6,490,410,097	5,301,370,037
Allowance for credit losses	-	-
	8,459,310,097	**7,270,270,037**

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

11. HIRE PURCHASE RECEIVABLES

11.1 Hire purchase receivables

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Hire purchase receivables	1,268,866,468,580	1,413,294,335,644
Allowance for impairment losses	(102,741,940,064)	(378,003,050,608)
	1,166,124,528,516	**1,035,291,285,036**
In which:		
Current portion	*1,007,441,517,375*	*894,411,700,995*
Non-current portion	*158,683,011,145*	*140,879,584,041*

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

11. HIRE PURCHASE RECEIVABLES (continued)

11.1 Hire purchase receivables (continued)

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

	2023 *% per month*	*2022* *% per month*
Hire purchase receivables from car product	0.00 - 5.15	0.00 - 5.15
Hire purchase receivables from bike product	1.80 - 10.00	1.80 - 10.00

Analysis by term

	30 Sep 2023 *LAK*	*31 Dec 2022* *LAK*
Short term	295,108,603,856	328,699,140,971
Medium term	892,537,276,484	994,129,727,943
Long term	81,220,588,241	90,465,466,730
	1,268,866,468,580	**1,413,294,335,644**

Analysis by currency

	30 Sep 2023 *LAK*	*31 Dec 2022* *LAK*
Hire purchase receivables denominated in LAK	48,984,357,832	54,559,969,211
Hire purchase receivables denominated in USD	1,131,682,982,295	1,260,496,031,874
Hire purchase receivables denominated in THB	88,199,128,453	98,238,334,559
	1,268,866,468,580	**1,413,294,335,644**

11.2 Allowance for impairment losses

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

	30 Sep 2023			
Internal rating grade (Number of DPD)	*Stage 1 Collective LAK*	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
0 DPD	486,698,414,857	-	-	486,698,414,857
1 - 89 DPD	-	252,021,731,962	-	252,021,731,962
90+ DPD	-	-	530,146,321,762	530,146,321,762
	486,698,414,857	**252,021,731,962**	**530,146,321,762**	**1,268,866,468,580**

11. HIRE PURCHASE RECEIVABLES (continued)

11.2 Allowance for impairment losses (continued)

The amounts presented are gross of impairment allowances for the year ended 31 December 2022 are as follows:

	31 Dec 2022			
Internal rating grade (Number of DPD)	*Stage 1 Collective LAK*	*Stage 2 Collective LAK*	*Stage 3 Collective LAK*	*Total LAK*
0 DPD	542,096,532,548	-	-	542,096,532,548
1 - 89 DPD	-	280,707,935,043	-	280,707,935,043
90+ DPD	-	-	590,489,868,053	590,489,868,053
	542,096,532,548	**280,707,935,043**	**590,489,868,053**	**1,413,294,335,644**

12. OTHER ASSETS

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Advances to related parties (Note 20)	268,084,420,877	113,564,496,080
Dividend tax advance	1,487,761,490	1,487,761,490
Advances to mining industry	40,442,804,418	11,413,971,568
Other advances	3,239,823,524	11,413,971,568
Rental prepayment	2,209,044,588	1,461,091,209
Others	38,638,905,017	6,849,836,390
	354,102,759,914	**134,777,156,737**

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

Movements of property and equipment for Quarter III ended 30 September 2023 are as follows:

	Vehicles	*Furniture and fixtures*	*Computer equipment*	*Right of Use assets*	*Total*
	LAK	*LAK*	*LAK*		*LAK*
Cost					
As at 1 January 2023	4,369,517,343	1,360,587,275	5,882,533,935	1,678,823,758	13,291,462,311
Additions	3,860,151,800	641,032,916	1,119,284,764	-	5,620,469,480
Transfer from Construction in Progress	-	-	-	-	-
As at 30 September 2023	**8,229,669,143**	**2,001,620,191**	**7,001,818,699**	**1,678,823,758**	**18,911,931,791**
Accumulated depreciation					
As at 1 January 2023	4,187,281,526	572,950,066	3,359,284,648	569,342,019	8,688,858,259
Charge for the period	336,790,709	193,151,361	849,882,351	360,032,611	1,739,857,032
As at 30 September 2023	**4,524,072,235**	**766,101,427**	**4,209,166,999**	**929,374,630**	**10,428,715,291**
Net book value					
As at 1 January 2023	**182,235,817**	**787,637,209**	**2,523,249,287**	**1,109,481,739**	**4,602,604,052**
As at 30 September 2023	**3,705,596,908**	**1,235,518,764**	**2,792,651,699**	**749,449,128**	**8,483,216,500**

Movements of property and equipment for the year ended 31 December 2022 are as follows:

	Vehicles	*Furniture and fixtures*	*Computer equipment*	*Right of use assets*	*Total*
	LAK	*LAK*	*LAK*	*LAK*	*LAK*
Cost					
As at 1 January 2022	4,369,517,343	845,988,120	4,085,602,652	-	9,301,108,115
Additions	-	514,599,155	459,174,027	1,678,823,758	2,652,596,940
Transfer from Construction in Progress	-	-	1,337,757,256	-	1,337,757,256
As at 31 Dec 2022	**4,369,517,343**	**1,360,587,275**	**5,882,533,935**	**1,678,823,758**	**13,291,462,311**
Accumulated depreciation					
As at 1 January 2022	4,104,215,186	398,947,054	2,333,939,263	-	6,837,101,503
Charge for the year 2022	83,066,340	174,003,012	1,025,345,385	569,342,019	1,851,756,756
As at 31 Dec 2022	**4,187,281,526**	**572,950,066**	**3,359,284,648**	**569,342,019**	**8,688,858,259**
Net book value					
As at 1 January 2022	**265,302,157**	**447,041,066**	**1,751,663,389**	**-**	**2,464,006,612**
As at 31 Dec 2022	**182,235,817**	**787,637,209**	**2,523,249,287**	**1,109,481,739**	**4,602,604,052**

14. STATUTORY OBLIGATIONS

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Personal income taxes	404,976,125	404,976,126
Foreign contractor withholding taxes	3,682,634,670	3,488,920,320
Profit tax (*)	116,443,645,757	87,268,331,152
Other	8,700,832,195	3,932,795,558
	129,232,088,747	**95,095,023,156**

15. BORROWINGS

Borrowings as at 30 September 2023 are as follows:

Lender	*30 Sep 2023 LAK*	*31 Dec 2022 LAK*
Banque Franco-Lao Bank	-	-
RHB	23,522,634,509	-
Lao Viet Bank	1,633,203,688	12,892,522,851
Varteni Investment Limited	-	48,654,591,242
	25,155,838,196	**61,547,114,093**

16. PROFIT TAX

In accordance with the Law on Profit Tax No.67/NA dated 18 June 2019 (replaced the Tax Law No.70/NA) which is effective for the periods from 1 January 2020, profit tax ("PT") rate at 13% applies to the listed companies in LSX for a period of four years commencing from listed date and at 20% for the subsequent years. Accordingly, the Company's PT rate for the years from 2020 to 2023 is 13%.

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

17. EARNINGS PER SHARE

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

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

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Profit attributable to ordinary equity holders	60,969,108,144	448,138,450,182
Weighted average number of ordinary shares	301,500,000	301,500,000
Earnings per share	202	1,486

18. PAID UP CAPITAL

18.1 Ordinary shares

	30 Sep 2023		*30 Dec 2022*	
	Quantity	*Amount (LAK)*	*Quantity*	*Amount (LAK)*
Authorized shares				
Issued and paid-up shares				
Ordinary shares	301,500,000	30,150,000,000	301,500,000	30,150,000,000
Closing balance	**301,500,000**	**30,150,000,000**	**301,500,000**	**30,150,000,000**

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

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

Details of owners' capital contribution are as below:

	30 Sep 2023		*30 Dec 2022*	
	Total (mLAK)	*Number of ordinary shares*	*Total (mLAK)*	*Number of ordinary shares*
O International Ltd. (i)	6,170,270	61,702,700	61,702,700	61,702,700
LALCO Holdings Pte Ltd. (ii)	23,617,480	236,174,800	236,174,800	236,174,800
Other public investors	362,250	3,622,500	3,622,500	3,622,500
	30,150,000	**301,500,000**	**301,500,000**	**301,500,000**

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

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

18.2 Shares premium

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

19. RELATED PARTY TRANSACTIONS

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

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

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

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

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

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

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

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

19. RELATED PARTY TRANSACTIONS

19.1 Significant balances with related parties

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Pawn Shop Number One Individual Enterprise	145,505,772,432	70,741,638,762
Lalugo Group Hotel Sole Co., Ltd	-	63,173,318
O International Ltd.	115,854,694,811	41,829,584,000
Bluebird Co., Ltd .	930,100,000	930,100,000
	262,290,567,243	**113,564,496,080**

19.2. Advance from related parties

	30 Sep 2023 LAK	*31 Dec 2022 LAK*
Lao Thongkeo Leasing Company Limited	1,316,180,748	1,316,180,748
	1,316,180,748	**1,316,180,748**

Mr. Yoshihito Oshima
General Director

Mr. Takuro Nishida
Chief Finance Officer

Vientiane Capital, Lao PDR

16 December 2023