# **CLG: Resolution of Annual General Meeting 2015**

Cotec Investment and Land House Development Joint Stock Company announced the resolution of Annual General Meeting 2015 dated July 16, 2015 as follows:

### Resolved

## ITEM I: FINANCE - PLAN - INVESTMENT

- 1. To approve the report of the Board of Directors about the business results in 2014, plan from 2015 to 2020 as follows:
  - 1.1 The 2014 consolidated business results:

Unit: Million dong

|     |                         |                | Plan    |                |        | Differences |
|-----|-------------------------|----------------|---------|----------------|--------|-------------|
|     |                         | Implementation | for     | Implementation |        | compared    |
| No. | Item                    | in 2013        | 2014    | in 2014        | %      | to 2013     |
|     |                         |                |         |                |        |             |
| I   | Total revenue           | 423,817        | 492,006 | 412,563        | 83.9%  | -2.7%       |
| 1   | Net sales and services  | 367,773        | 445,791 | 245,346        | 55.0%  | -33.3%      |
| 1.1 | Real estate business    | 1,061          | -       | -              |        |             |
| 1.2 | Construction            | 361,916        | 440,995 | 239,168        | 54.2%  | -33.9%      |
| 1.3 | Services                | 4,795          | 4,795   | 6,178          | 128.8% | 28.8%       |
| 2   | Financial income        | 55,975         | 46,215  | 150,050        | 324.7% | 168.1%      |
| 3   | Other income            | 69             | -       | 17,167         |        |             |
| II  | Total expense           | 385,672        | 460,239 | 391,528        | 85.1%  | 1.5%        |
| 1   | Cost of goods sold      | 297,567        | 398,081 | 252,179        | 63.3%  | -15.3%      |
| 1.1 | Real estate business    | -              | -       | -              |        |             |
| 1.2 | Construction            | 296,382        | 396,896 | 250,495        | 63.1%  | -15.5%      |
| 1.3 | Services                | 1,185          | 1,185   | 1,684          | 142.1% | 42.1%       |
| 2   | Sales expenses          | 3,160          | 1,600   | 1,146          | 71.6%  | -63.7%      |
|     | General &               |                |         |                |        | 132.0%      |
| 3   | administrative expenses | 9,977          | 16,785  | 23,148         | 137.9% |             |
| 4   | Financial expenses      | 66,031         | 43,773  | 108,120        | 247.0% | 63.7%       |
| 5   | Other expenses          | 8,936          | _       | 6,935          |        |             |
|     | Profit or loss in joint |                |         |                |        |             |
| III | venture                 | (2,007)        | (6,087) | (4,343)        |        |             |
| IV  | Profit before tax       | 36,138         | 25,680  | 16,692         | 65.0%  | -53.8%      |
| V   | Corporate income tax    | 6,004          | 5,650   | 3,928          | 69.5%  | -34.6%      |
|     | Current corporate       |                |         |                |        | -11.2%      |
| 1   | income tax expenses     | 4,473          | 5,650   | 3,970          | 70.3%  |             |
| 2   | Deferred corporate      | 1,531          | -       | (42)           |        |             |

| X/T | Income tax expenses | 20 124 | 20.020 | 12.764 | 62.70/ | 57 60/2 |
|-----|---------------------|--------|--------|--------|--------|---------|
| VI  | Profit after tax    | 30,134 | 20,030 | 12,764 | 63.7%  | -57.6%  |

# 1.2 Business plan for 2015:

Unit: Million dong

|     |                         |                | Plan    | Differences |
|-----|-------------------------|----------------|---------|-------------|
|     |                         | Implementation | for     | compared    |
| No. | Item                    | in 2014        | 2015    | to 2014     |
| I   | Total revenue           | 412,563        | 510,471 | 23.7%       |
| 1   | Net sales and services  | 245,346        | 499,583 | 103.6%      |
| 1.1 | Real estate business    | -              | -       |             |
| 1.2 | Construction            | 239,168        | 495,516 | 107.2%      |
| 1.3 | Services                | 6,178          | 4,067   | -34.2%      |
| 2   | Financial income        | 150,050        | 171     | -99.9%      |
| 3   | Other income            | 17,167         | 10,716  | -37.6%      |
| II  | <b>Total expense</b>    | 391,528        | 489,479 | 25.0%       |
| 1   | Cost of goods sold      | 252,179        | 442,254 | 75.4%       |
| 1.1 | Real estate business    | -              | -       |             |
| 1.2 | Construction            | 250,495        | 438,720 | 75.1%       |
| 1.3 | Services                | 1,684          | 3,534   | 109.8%      |
| 2   | Sales expenses          | 1,146          | 1       |             |
|     | General &               |                |         |             |
| 3   | administrative expenses | 23,148         | 12,939  | -44.1%      |
| 4   | Financial expenses      | 108,120        | 17,798  | -83,5%      |
| 5   | Other expenses          | 6,935          | 16,487  | 137.7%      |
|     | Profit or loss in joint |                |         |             |
| III | venture                 | (4,343)        | (3,201) |             |
| IV  | Profit before tax       | 16,692         | 17,790  | 6.6%        |
| V   | Corporate income tax    | 3,928          | 3,914   |             |
| VI  | Profit after tax        | 12,764         | 13,900  | 8.9%        |

- 2. To approved individual entity financial statements and the 2014 audited consolidated financial statements and authorized the Board of Directors to select independent auditor in 2015.
- 3. To approved profit distribution and dividend payment for 2014 as follows:

| NO |                        | RATE %             |                  | AMOUNT         |
|----|------------------------|--------------------|------------------|----------------|
| ·  | ITEMS                  | Charter<br>capital | Profit after tax | UNIT: VND      |
| Ι  | Closing balance as of  |                    |                  | 10,391,389,625 |
|    | 01/01/2014             |                    |                  |                |
| 1  | Financial reserve fund |                    |                  | 3,209,091,695  |
| 2  | Bonus fund             |                    |                  | 964,564,957    |

| 3                            | Welfare fund   |       | 2,256,670,819   |
|------------------------------|--|-------|---|
| 4                            | Investment and development   |       | 3,961,062,154   |
|                              | fund   |       |   |
| II                           | Reserve funds in 2014  |       |   |
| 1                            | Financial reserve fund   |       |   |
| 2                            | Bonus fund   |       |   |
| 3                            | Welfare fund   |       |   |
| 4                            | Investment and development   |       |   |
|                              | fund   |       |   |
| III                          | Using funds in 2014  |       | 11,300,000  |
| 1                            | Financial reserve fund   |       |   |
| 2                            | Bonus fund   |       |   |
| 3                            | Welfare fund   |       |   |
| 4                            | Investment and development   |       |   |
| 1                            |  |       |   |
|                              | fund   |       |   |
| IV                           | fund Closing balance as of   |       | 10,380,089,625  |
| IV                           | fund Closing balance as of 31/12/2014  |       | 10,380,089,625  |
| 1                            | fund  Closing balance as of 31/12/2014  Financial reserve fund   |       | 10,380,089,625<br>3,209,091,695   |
| 1 2                          | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund   |       | , , ,   |
| 1                            | fund  Closing balance as of 31/12/2014  Financial reserve fund   |       | 3,209,091,695   |
| 1 2                          | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development   |       | 3,209,091,695<br>953,264,957  |
| 1<br>2<br>3<br>4             | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  |       | 3,209,091,695<br>953,264,957<br>2,256,670,819<br>3,961,062,154                  |
| 1 2 3                        | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  Profit after tax distributed in   | 3.86% | 3,209,091,695<br>953,264,957<br>2,256,670,819                                   |
| 1<br>2<br>3<br>4<br><b>V</b> | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  Profit after tax distributed in 2014  |       | 3,209,091,695<br>953,264,957<br>2,256,670,819<br>3,961,062,154                  |
| 1<br>2<br>3<br>4             | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  Profit after tax distributed in 2014  Pay dividend for shareholders         | 3.86% | 3,209,091,695<br>953,264,957<br>2,256,670,819<br>3,961,062,154                  |
| 1 2 3 4 V VI                 | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  Profit after tax distributed in 2014  Pay dividend for shareholders in 2014 | 0%    | 3,209,091,695<br>953,264,957<br>2,256,670,819<br>3,961,062,154<br>8,166,447,762 |
| 1<br>2<br>3<br>4<br><b>V</b> | fund  Closing balance as of 31/12/2014  Financial reserve fund  Bonus fund  Welfare fund  Investment and development fund  Profit after tax distributed in 2014  Pay dividend for shareholders         |       | 3,209,091,695<br>953,264,957<br>2,256,670,819<br>3,961,062,154<br>8,166,447,762 |

- To approved not to pay dividend in 2014 and use undistributed profit after tax in 2014 for reinvestment
- To authorized the Board of Directors to use undistributed profit after tax in 2014 for reinvestment as per the its regulation.

### ITEM II: INTERNAL CORPORATE GOVERNANCE

- 4. To approved the report of the Board of Supervisors about business performance in 2014.
- 5. To approved a remuneration scheme for the Board of Directors and the Board of supervisors in 2014 with VND 60,000,000 per month.
- 6. To approved to dismiss whole of member of the Board of Directors period 2010-2015 due to at the end of the term and elected 5 members of the Board of Directors for new term 2015-2020.
- 7. To approved to dismiss whole of member of the Board of Supervisors period 2010-2015 due to at the end of the term and elected 3 members of the Board of Supervisors for new term 2015-2020.

- 8. To approved to elect 5 members of the Board of Directors period 2015-2020 including:
  - 1. Dao Duc Nghia
  - 2. Nguyen The Thanh
  - 3. Dao Duc Cuong
  - 4. Dam Quang Truc
  - 5. Truong Hoai Buu Anh
- 9. To approved to elect 3 members of the Board of Supervisors period 2015-2020 including:
  - 1. Pham Thi Huyen
  - 2. Nguyen Le Minh Chau
  - 3. Nguyen Ba Cuong

## ITEM III: IMPLEMENTATION PROVISION

- 10. This resolution has made at 17h00 dated July 16, 2015 at New World Hotel, number 76 Le Lai Street, Ben Thanh Ward, District 1, Hochiminh City.
- 11. This resolution takes effect as from July 16, 2015.