

CÔNG TY CP TRAPHACO  
TRAPHACO JSC.

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM  
Độc lập - Tự do - Hạnh phúc  
**THE SOCIALIST REPUBLIC OF VIETNAM**  
Independence - Freedom - Happiness

Số/No.: 439/CBTT-TRA

Hà Nội, ngày 04 tháng 4 năm 2022  
\_\_\_\_\_, day month year

**CÔNG BỐ THÔNG TIN  
TRÊN CỔNG THÔNG TIN ĐIỆN TỬ  
CỦA ỦY BAN CHỨNG KHOÁN NHÀ  
NƯỚC VÀ SGDCK TP.HCM**

**DISCLOSURE OF INFORMATION ON  
THE STATE SECURITIES  
COMMISSION'S PORTAL AND  
HOCHIMINH STOCK EXCHANGE'S  
PORTAL**

Kính gửi/ To: - Ủy ban Chứng khoán Nhà nước/ *The State Securities  
Commission*  
- Sở Giao dịch chứng khoán TP.HCM/ *Hochiminh Stock  
Exchange*

- Tên tổ chức / *Organization name*: Công ty cổ phần Traphaco/ *Traphaco JSC.*
  - Mã chứng khoán/ *Securities Symbol*: TRA
  - Địa chỉ trụ sở chính/ *Address*: 75 Phố Yên Ninh, P. Quán Thánh, Q. Ba Đình, TP.  
Hà Nội/ *75 Yen Ninh Street, Quan Thanh Ward, Ba Dinh District, Ha Noi City*
  - Điện thoại/ *Telephone*: 0243.6830751
  - Website: [www.traphaco.com.vn](http://www.traphaco.com.vn)
  - Người thực hiện công bố thông tin/ *Submitted by*: ông/ *mr.* Phạm Thái Sơn  
Chức vụ/ *Position*: Người phụ trách quản trị Công ty/ *Chief Governance Officer*
- Loại thông tin công bố :  định kỳ  bất thường  X 24h  theo yêu cầu  
*Information disclosure type*:  *Periodic*  *Irregular*  *X 24 hours*  *On demand*

**Nội dung thông tin công bố (\*)/Content of Information disclosure (\*):**

Biên bản họp và Nghị quyết ĐHĐCĐ năm 2022, bản tiếng Anh.  
*Minutes, Resolution of the 2022 AGM, english version.*

Thông tin này đã được công bố trên trang thông tin điện tử của Công ty vào ngày  
04/4/2022 tại đường dẫn: <https://www.traphaco.com.vn/vi/tin-tuc-co-dong/23-cong-bo-thong-tin.html>

*This information was disclosed on Company's Portal on date 04/4/2022 Available at:*  
<https://www.traphaco.com.vn/en/shareholder-news/23-cong-bo-thong-tin.html>

Chúng tôi cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu  
trách nhiệm trước pháp luật về nội dung các thông tin đã công bố./.



*I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.*

**Nơi nhận:**

- Như trên
- Lưu

**Đại diện tổ chức**  
**Organization representative**

Người UQ CBTT

Party authorized to disclose information



**Phạm Thái Sơn**



**TRAPHACO JSC**

**THE SOCIALIST REPUBLIC OF VIETNAM**  
**Independence - Freedom - Happiness**

No: 34/2022/NQ-ĐHĐCĐ

*Hanoi, March 31<sup>st</sup>, 2022*

**RESOLUTION**  
**2022 ANNUAL GENERAL MEETING**  
**TRAPHACO JSC**

**GENERAL ASSEMBLY OF SHAREHOLDERS**

Pursuant to the Enterprise Law No. 59/2020/QH14 by the 14th National Assembly of the Socialist Republic of Vietnam dated 17/6/2020;

Pursuant to the Securities Law No. 54/2019/QH14 by the 14th National Assembly of the Socialist Republic of Vietnam dated 26/11/2019;

Pursuant to the Corporate Charter of Traphaco JSC;

Pursuant to the Minutes of Meetings of the 2022 AGM of Traphaco No. 33/2022/BB-ĐHĐCĐ dated 31/3/2022.

**RESOLVE**

**ARTICLE 1. APPROVAL OF THE 2021 REPORTS**

The General Assembly of Shareholders approved the 2021:

- Report of the Board of Directors on the Company's performance in 2021
- Report of the Board of Directors on the governance and BoD activities in 2021  
*(after remove one paragraph as stipulated in the Minutes)*
- Report of the Board of Supervisors in 2021

**Some basic indicators of business operations in 2021**

No.	Indicator	Plan of 2021	Results in 2021	The ratio compared to the Plan
		<i>(billion VND)</i>	<i>(billion VND)</i>	<i>%</i>
1	Net revenue from sales and services	2,100	2,160	102,8%

1.1	<i>Parent Company's Revenue</i>	1,865	1,916.6	102,8%
	<i>OTC revenue</i>	1,685	1,718.6	102%
	<i>ETC Revenue</i>	160	142	88.75%
	<i>Other revenue</i>	20	56	280%
1.2	<i>Revenue from subsidiaries</i>	235	243,4	103.5%
2	Consolidated profit after tax	240	265	110.5%
3	Number of new products deployed to production and marketed (of which chemical drugs $\geq 4$ )	$\geq 7$ products	12 (6 chemical)	Overtarget
4	Sales of new products marketed from 2021 (billion VND)	25	33.5	134%
5	The number of annual registration and announcement of products	150	164	Overtarget
6	Number of products to be researched annually	$\geq 45$ products	78	Overtarget

Detailed reports in the Statements to the 2021 AGM.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

## **ARTICLE 2. APPROVAL OF THE AUDITED CONSOLIDATED FINANCIAL STATEMENTS IN 2021**

### **Basic indicators of the 2021 audited financial statements (consolidated)**

<b>No .</b>	<b>Indicator</b>	<b>Amount (VND)</b>
<b>1</b>	<b>Total assets</b>	<b>1.707.096.966.861</b>
<b>2</b>	<b>Equity</b>	<b>1.266.772.944.263</b>
	<i>Of which:</i>	
2. 1	<i>Paid-in capital</i>	414.536.730.00 0
2. 2	<i>Capital surplus</i>	133.021.732.00 0
2. 3	<i>Investment and Development Fund</i>	421.434.926.88 2
2. 4	<i>Retained earnings</i>	188.788.662.76 5
<b>3</b>	<b>Net revenue from sales and services</b>	<b>2.160.840.045.542</b>
<b>4</b>	<b>Cost of goods sold</b>	1.013.404.064. 894
<b>5</b>	<b>Selling expenses</b>	<b>554.762.184.402</b>

No	Indicator	Amount (VND)
6	Operating expenses	266.092.792.32 1
7	Profit before tax	330.710.077.61 1
8	Profit after tax	264.466.856.14 2
9	Profit after tax attributable to the parent company's shareholders	241.590.550.40 4

Detailed in the Statement 04/2021/TT-ĐHĐCĐ.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

### **ARTICLE 3. APPROVAL OF THE DISTRIBUTION OF PROFIT AFTER TAX IN 2021 AND THE REMUNERATION OF THE BOARD OF DIRECTORS AND THE BOARD OF SUPERVISORS IN 2021**

According to the 2021 audited financial statements of Traphaco JSC, the profit after tax attributable to the parent company's shareholders in 2021 is VND **241.590.550.404** (according to the consolidated statement).

The General Assembly of Shareholders approved the distribution of profit after tax in 2021, specifically:

Indicator	Ratio	Amount (VND)
Consolidated profit after tax (minus minority interest) <b>for distribution</b>		<b>241,590,550,404</b>
Bonus and welfare fund	10,5%	25,367,007,792
Dividend payout, 2021	30% of par value	124,351,620,000

	(cash)	
Investment and Development Reserve	50% of the residual profit	45,935,961,306
Retained earnings	50% of the residual profit	45,935,961,306

- Remuneration of the Board of Directors VND 3,500,000,000.

- Remuneration of the Board of Supervisors VND 600,000,000.

*(\*) Remuneration of the Board of Directors and the Board of Supervisors shall be included in the operating expenses.*

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

#### **ARTICLE 4. APPROVAL OF THE OPERATIONAL DIRECTIONS OF THE COMPANY IN 2022**

The General Assembly of Shareholders approved the Operational directions of the Company in 2022 with main indicators as follows:

No.	Key Indicators	Unit	Plan of 2022	Goals according to the 2021 AGM
1	Net revenue from sales and services	billion VND	2,345	2,342
1.1	<i>Parent Company's Revenue</i>	billion VND	2,107	
1.2	<i>Revenue from subsidiaries</i>	billion VND	237	
2	Consolidated profit after tax	billion VND	286	276
3	Increase in the income of employees at Parent Company's compared to 2021	%	5%	
4	Number of new products deployed to production and marketed (of which pharmaceutical drugs $\geq$ 4)	$\geq$ 8 products	8 products	

5	Sales of new products marketed from 2021 (billion VND)	65	65	
6	The number of annual registration and announcement of products	170	170	

- Evaluate to have a plan to improve the core capacity of the Company according to the trend of applying modern management technology, modernizing the resource management system (ERP).
- Consider hiring a consultant to amend the salary and personnel regulations in line with the market and new development requirements.
- Consider having a plan for Hoang Liet land currently used by the Company to ensure the Company's benefits.

Detailed in the Statement 01/2021/TT-ĐHĐCĐ.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

## **ARTICLE 5. APPROVAL OF THE DISTRIBUTION OF PROFIT AFTER TAX IN 2022 AND THE REMUNERATION OF THE BOARD OF DIRECTORS AND THE BOARD OF SUPERVISORS IN 2022**

The General Assembly of Shareholders approved the plan of distribution of profit after tax in 2022 as follows:

<b>Indicator</b>	<b>Ratio</b>
Bonus and welfare fund	<b>10%</b> consolidated EAT
Dividend payout, 2022	<b>30%</b> of face value in cash
The residual profit will be allocated to the Investment and Development Reserve and undistributed profits	The rest

- Remuneration of the Board of Directors VND 4,200,000,000,
- Remuneration of the Board of Supervisors VND 720,000,000.

*(\*) Remuneration of the Board of Directors and the Board of Supervisors shall be included in the operating expenses.*

The General Assembly of Shareholders authorizes the Board of Directors to temporarily pay out the bonus and welfare fund in the year based on the actual results of production



and business and profit in the year according to the proportion already approved by the General Assembly of Shareholders.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

## **ARTICLE 6. APPROVAL OF THE SELECTION OF AN AUDIT FIRM FOR THE FINANCIAL YEAR OF 2022**

The General Assembly of Shareholders authorized the Board of Supervisors to coordinate with relevant departments to select one of the reputable auditing firms in the MoF's list of audit-qualified companies to audit and review the financial statements of 2022 for the Company.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

## **ARTICLE 7. APPROVAL OF THE SIGNING OF CONTRACTS with TRAPAHCO CNC JSC & TRAPHACO Hung Yen Co., Ltd.**

The General Assembly of Shareholders approved the signing of contracts with Traphaco High-tech Joint Stock Company and Traphaco Hung Yen Co., Ltd., assigned to the Board of Directors in 2021 to actively review and approve the contracts signed between Traphaco JSC with Traphaco High-tech Joint Stock Company and Traphaco Hung Yen Co., Ltd., in the spirit of ensuring Traphaco's interests. The CEO, based on BoD' approval, to sign and implement signed contracts with Traphaco High-tech Joint Stock Company and Traphaco Hung Yen Co., Ltd.

*The General Assembly of Shareholders voted to approve with the ratio 97,68% of the total number of votes of shareholders having voting right are present directly or attend through the authorized representatives.*

## **ARTICLE 8. ELECTION OF ADDITIONAL MEMBER TO THE BOARD OF DIRECTORS FOR THE TERM OF 2021 - 2025**

The General Assembly of Shareholders approved the dismissal of the position of member of the Board of Directors of Traphaco Joint Stock Company with Mr. **Lai Tran Dong**.

The General Assembly of Shareholders approved the additional election of Mr. **Nguyen Phu Khanh** as a member of the Board of Directors of Traphaco Joint Stock Company for the term 2021-2025.

## **ARTICLE 9. TERMS OF ENFORCEMENT**

This Resolution shall take effect from March 31<sup>st</sup>, 2022.

The General Assembly of Shareholders assigned members of the Board of Directors, the Board of Management and related persons to be responsible for the implementation of this Resolution./.

### **Recipients:**

- Shareholders, Website TRAPHACO;
- SSC/Stock Exchange;
- BoD, BoM; BoS;
- Archive HC.

### **Attachments:**

- The 2022 AGM' MoM;
- Minutes of shareholders' status verification;

**B/O. GENERAL ASSEMBLY OF  
SHAREHOLDERS  
CHAIR OF THE AGM**

*(signed)*

**Nguyen Anh Tuan**

*Hanoi, March 31st, 2022*

**MEETING MINUTES**  
**ANNUAL GENERAL ASSEMBLY OF SHAREHOLDERS 2022**  
**TRAPHACO JOINT STOCK COMPANY**

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**Organization Name** TRAPHACO JOINT STOCK COMPANY  
**Head office:** No. 75 Yen Ninh Street, Quan Thanh Ward, Ba Dinh District, Hanoi  
**Phone:** (84-4) 37341797 Fax: (84-4) 36814910  
**Business registration certificate number:** 0100108656 issued by the Department of Planning and Investment of Hanoi City issued on December 24<sup>th</sup>, 1999, changed for the 23<sup>rd</sup> time on April 6<sup>th</sup>, 2020.  
**Time:** From 8:00 a.m. to 13:31 p.m. on March 31<sup>st</sup>, 2022  
**Venue:** Hall of Hoang Liet Factory, Traphaco Joint Stock Company, Hoang Liet, Hoang Mai, Hanoi.  
**Chair of the Meeting:** Mr. **Nguyen Anh Tuan** - Vice Chairman of the Board of Directors  
**Secretariats:** Mr. **Pham Thai Son**  
Mr. **Nguyen Dinh Thang**  
**Representative of Auditing company:** Mr. **Le Minh Tung** – Senior Auditor, Ernst & Young Vietnam Co., Ltd.

**I. OPENING****1. Opening of the General Meeting:**

On behalf of the Organizing Committee, Ms. **Do Thi Hanh Le** did:

- Guided shareholders to log in and vote online;
- Declared the reason for holding the Annual General Meeting of Shareholders in 2022;
- Introduced delegates: Chairman, Vice Chairman of the Board of Directors, members of the Board of Directors, Board of Supervisors, Auditor's Representative, Board of Management, company managers and shareholders.

**2. Report on results of shareholders eligibility verification:**

At 8:35 a.m., the General Assembly of Shareholders heard Ms. **Nguyen Thi Phuong Loan - Head of the Shareholders' Eligibility Verification Committee** to announce the results of eligibility verification of shareholders and representatives of shareholders attending the meeting as follows:

No.	Shareholders attending the meeting	Number of shareholders	Number of shares	Proportion (%) of shares with voting rights
1.	Total number of shares with voting rights according to the list of shareholders as of March 1 <sup>st</sup> , 2022	1.332	41.450.540	100%
2.	Number of shareholders and shareholder representatives attending the meeting	43	37.759.966	91,09%

According to the Enterprise Law and the Company's Charter, the 2022 Annual General Meeting of Shareholders of Traphaco Joint Stock Company on March 31<sup>st</sup>, 2022 has 43 shareholders and representatives -- equivalent to 91.09% of the total number of authorized shares with voting rights of the Company – participating are legal and valid.

- Chairman **Chung Ji Kwang** addressed the AGM.

### **3. The contents of the 1st voting**

On behalf of the Organizing Committee, Ms. **Do Thi Hanh Le** introduced and presented:

- *Presidium:*

- Mr. **Nguyen Anh Tuan** - Vice Chairman of the Board of Directors, Chairman of the General Meeting
- Mr. **Tran Tuc Ma** - Member of the Board of Directors - CEO
- Ms. **Dao Thuy Ha** - Member of the Board of Directors - COO
- Mr. **Kim Dong Hyu** - Member of the Board of Directors - Executive Vice CEO

- *Secretariat:*

- (1) Mr. **Pham Thai Son** - Chief Governance Officer - Head of the AGM's Secretariat
- (2) Mr. **Nguyen Dinh Thang** - Assistant to CEO – Member

- *The voting committee:*

- (1) Ms. **Nguyen Thi Phuong Loan** – Head of the committee
- (2) Ms. **Le Thi Hue** – member
- (3) Mr. **Mai Xuan Dung** – member.

- Agenda of the AGM.
- Regulations on working at the AGM.
- Regulations on nomination and self-nomination of members of the Board of Directors.
- Regulations on election of additional members of the Board of Directors.

The meeting conducted online voting, the results are as follows:

- / Approved the Presidium - with 97.51% approval
- / Approved the Vote-Counting Committee - with 97.51% approval
- / Approved the Agenda of the AGM - with 97.51% approval
- / Approved the Regulation on working at the AGM - with 97.51% approval
- / Approved the Regulation on nomination and self-nomination of the Board of Directors - with 97.51% approval
- / Approved the Regulation on additional election of members of the Board of Directors - with 97.51% approval

## **II. REPORTS OF THE BOD, BOS PRESENT TO THE AGM**

1. Mr. **Tran Tuc Ma** – **Member of the Board of Directors, CEO** presented to the AGM: Report on the production and business results in 2021.  
(*Report 01a/2022/TT-DHDCD*)
2. Mr. **Kim Dong Hyu** – **Member of the Board of Directors, Executive Vice CEO** presented to the AGM: Operating orientation of the Company in 2022.  
(*Report 01b/2022/TT-DHDCD*)

3. **Mr. Nguyen Anh Tuan - Vice Chairman of the Board of Directors** presented to the AGM: Report on governance and operation results of the Board of Directors in 2021  
(*Report 02a/2022/TT-DHDCD*)
4. **Ms. Dao Thuy Ha – Member of the Board of Directors, Chief Operating Officer** presented to the AGM: Report on the Results of the Restructuring Project  
(*Report 02b/2022/TT-DHDCD*)
5. **Mr. Pham Hoang Anh – Chief of Finance & Planning Officer** presented to the AGM: Audited Consolidated Financial Statements for 2021  
(*Report 04/2022/TT-DHDCD*)
6. **Ms. Nguyen Thi Luong Thanh – Head of Board of Supervisors** presented to the AGM:
  - 6.1 Report of the Board of Supervisors in 2021  
(*Report 03a/2022/TT-DHDCD*)
  - 6.2 Proposition to select an auditing firm in 2022  
(*Report 03b/2022/TT-DHDCD*)
7. **Mr. Pham Hoang Anh – Chief of Finance and Planning Officer** to present to the AGM: Report on the distribution of profit after tax in 2021, dividend payment and remuneration for the Board of Directors, the Board of Supervisors in 2021; The expected plan of profit distribution in 2022, remuneration for the Board of Directors, the Board of Supervisors in 2022.  
(*Report 05/2022/TT-DHDCD*)
8. **Mr. Tran Tuc Ma - Member of the Board of Directors, CEO** presented to the AGM: Report on contracts with related parties under the authority of the General Assembly of Shareholders.  
(*Report 06/2022/TT-DHDCD*)
9. **Mr. Nguyen Anh Tuan - Vice Chairman of the Board of Directors** presented to the AGM: Dismissal and additional election of 01 member of the Board of Directors  
(*Report 07/2022/TT-DHDCD*)

## **TEA BREAK**

### **III. DISCUSSION**

**Mr. Nguyen Anh Tuan - Vice Chairman of the Board of Directors** chaired the Discussion.

\* Shareholder **Le Hong Phuong**:

1. The Company please share more about the purpose of Traphaco's comprehensive restructuring?
2. What benefits are the cooperation relationship with Daewoong pharmaceutical company expected to bring to Traphaco? Please share a bit about the outstanding products that will be transferred by Daewoong to Traphaco in the coming years?
3. Does strategic shareholder Daewoong plan to increase ownership in Traphaco in the future?
4. Does the Company have a plan for the land in Ngoc Hoi, Thanh Tri? If yes, please share more information to shareholders.
5. Please tell us the estimated business results of Q1/2022?

**Vice Chairman Nguyen Anh Tuan**:

1. In 2020, in order to prepare for a new period with stronger development goals, the Company invited the consulting unit KPMG to evaluate the overall capacity of the Company, thereby recognizing in detail the remaining points, existence needs change in order to develop. Following that, in 2021, after the General Meeting of Shareholders for the term 2021 - 2025, the Company will continue to carry out the overall restructuring to overcome weaknesses, outstanding problems, change the governance approach to international standards which are more transparent, more advanced. The comprehensive restructuring of the Company so that the Company has the capacity to build long-term growth drivers and successfully implement the strategy of "Maintaining the No. 1 position in herbal, Focusing on development of non-herbal".

**Executive Vice CEO - Kim Dong Hyu**:

2. Technology transfer, phase 1 product UDCA is Daewoong's iconic product and at the end of last year, we started to launch to the market, and phase 2, one of the products (hyperlipidemia) will be registered for insurance subscription firstly, and it can be a great opportunity. We will deliver products that fall under the category of health insurance. In phases 3 and 4, we will expand to other products such as supplement and cosmetics. Daewoong brings high value in OTC and ETC channels.
3. We will consider if the ownership increase brings more synergy between Daewoong and Traphaco, then we will consider whether to increase ownership or not, but this is just an option, no decision has been made yet.

**CEO Tran Tuc Ma:**

4. The land in Hoang Liet - where we are sitting here - has an area of nearly 10,000 m<sup>2</sup>, Traphaco started applying for land lease in 1997, and from 1998, Traphaco leased land from the State for a period of 30 years to 2027. Currently, the Company does not officially have a comprehensive plan, however, in the 2022 plan, we will consider how to develop it, to move. Since 1998, this place is deserted, allowed to carry out production, we have built a factory, a general warehouse and an office building. During the development process, according to the needs, the Company has moved its factories to CNC Company - starting production from in 2007, and transferred to Traphaco Hung Yen Company from 2017. Production activities in Hoang Liet are very few, now only office blocks are left. The consideration will not be too difficult, given the actual conditions of Traphaco, does not need too much time. However, in the 2022 plan, we plan to review, evaluate and develop plans in the future.

5. Business results in Q1/2022: in the general context, the number of Covid cases is high, but the symptoms are mild. There was a period when the demand for anti-epidemic drugs such as cough medicine increased. The Company recognized the market situation, immediately implemented a series of activities synchronously, taking advantage of the Company's strengths: production ability, market supply ability, epidemic prevention products. The results were quite positive: revenue reached VND 610 billion dong, exceeding 22% of the plan (VND 500 billion dong), an increase of 30% compared to 2021 (VND 470 billion dong). Profit reached 83 billion dong, exceeding 38% of the plan (60 billion dong), up 51% compared to 2021 (55 billion dong). With this revenue, the Company ensures good conditions for employees.

After assessing the core competencies, the Company has seen the shortcomings, in terms of the organizational model and working process (weak, or not documented, or incomplete, not promoting the resources, sometimes obstructing). Processes after being improved, the new product research process with the participation of marketing and business from the beginning is much more motivating; the marketing-sales coordination process, the process of implementing planned goals, including the assignment and performance evaluation, has a great impact, orienting the entire business activities, creating motivation and very effective. In 2021, Traphaco conducts 'Standardization of processes', in 2022, we will make some adjustments according to 'New Model'.

According to my personal assessment, not only in Q1, but certainly, in the coming time, Traphaco will make great strides.

**\* Shareholder Vu Thi Thuan – Former Chairman of the Board of Directors:**

1. Regarding restructuring: it is necessary to continue to improve the sale bloc, logistics and distribution segments

2. Regarding the salary, bonus and remuneration regime for staff: it is necessary to be modern, timely, with many appropriate regimes/policies to increase the motivation for dedication and creativity.

3. Regarding investment in products of subsidiaries, promoting Traphaco's value chain

4. Regarding R&D, need to invest more, increase the budget
5. Regarding contracts with related parties, it is necessary to carefully review and analyze costs/profits
6. Regarding the plan for Hoang Liet land, it is necessary to assign KPIs to the Board of Management, proceed urgently, try to keep the office headquarters.

**Vice Chairman Nguyen Anh Tuan:**

Thanks and acknowledge the contributions and opinions of **Former Chairwoman of the Board of Directors Vu Thi Thuan.**

About the Logistic & Distribution Department: newly established, the work and efficiency will be evaluated in the near future.

About salary and bonus: The Board of Directors pay much attention. The fact that the Company has increased to 10.5% shows that shareholders are interested in Traphaco's personnel. The Human Resources and Remuneration Subcommittee will also review the current compensation system issued many years ago.

Traphaco Sapa has products that are well-received by the market such as Cordyceps, herbal tea made from black leaves.

Regarding research: established two Research Departments of herbal and non-herbal Medicine, Lab, Board of Directors have paid attention and invested.

Regarding the land area in Hoang Liet: Noting Md. Thuan's opinion, the Board of Directors will assign the Board of Management to prepare and be proactive on this issue.

**\* Shareholder Le Bao Nuong:**

1. The role of Sales and Marketing for the past period, especially in 2021, is considered a successful year for Traphaco.
2. It is known that one of Traphaco's important orientations is to focus on investment and development of non-herbal, so I hope the Presidium will share more about activities for the field of non-herbal.



### **COO Dao Thuy Ha:**

1. We are always proud of Traphaco with a tradition of 50 years, the role of Sales or Marketing (I think) is the contribution of many generations of staff, employees and shareholders who have accompanied Traphaco to create out. The value chain of the enterprise from the system of factories to research and development and marketing - sales, in which marketing and sales have different contributions in the operation of the enterprise. We have built the Traphaco brand to become the leading brand, the most famous brand in Vietnam, the 'Vietnam Value' (National Brand); There are famous product brands such as Hoat Huyen Duong Nao (Cerebral Blood Circulation Improvement) and Boganic (Liver Tonic). On that basis, we have developed a strong distribution system nationwide, with representatives in 63 provinces/cities with 28 branches. These are favorable conditions for the operation of the entire Traphaco system. In 2021, there is a more important step, that is, the marketing and sales system has strengthened close coordination, listening, sharing towards the common goal; on the basis of a clearly allocated budget, has generated good growth in 2021.

2. In terms of opportunities for development of non-herbal - in addition to Traphaco's traditional products, new business segments are expected to bring innovation and breakthroughs in the future. Traphaco has the advantage of nearly 30,000 customers, the OTC pharmacy system supports and trusts Traphaco's products. We still have a lot of space (*OTC channel accounts for 35%, ETC channel accounts for 65%*) so we still have a lot of opportunities to develop the ETC channel. Even on the OTC channel, which is Traphaco's strength, after splitting the program of herbal and non-herbal, the group of herbal products still grew by 20% higher, and non-herbal products also achieved very high growth. Thus, we can see, the room for the development of non-herbal products is still very large on the traditional OTC channels (our advantage) and the ETC channel -- the wider market.

As a solution to exploit these markets, in the spirit of the Resolution of the General Meeting of Shareholders for the term 2021-2025, the Board of Directors established the non-herbal Sub-Committee, with 2 co-heads of the Sub-Committee (*one from Daewoong, one from Traphaco*), we discussed the directions to develop non-herbal products via technology transfer from Daewoong Pharmaceutical Group - a corporation with extensive experience in developing modern pharmaceutical products, many new inventions for products for chronic diseases, which can be transferred to Traphaco for access, production and registration. We also discussed the development of new channels such as ETC, clinics, hospitals, and creating activities that resonate with Traphaco's values: research and development, market research, ETC-OTC sales implementation, increasing the value chain of the Company.

Development of non-herbal has many opportunities, through the positivity of the entire system, especially innovation in the R&D sector in 2021, as well as positive results in Q1/2022. The speed of research and product deployment to the market today will create more non-herbal products sold on OTC and ETC channels. Taking advantage of traditional herbal products manufactured in CNC factories, TraphacoSapa to enrich traditional herbal products. In fact, when conducting the separation of herbal sales representative; in addition to the main products HHDN, Boganic, they also need new products, with good scientific research results, to be deployed to the market to affirm Traphaco's position and brand. With non-herbal products; when separate, the sales representative has a chance to introduce more, also the ability to exploit the new Traphaco Hung Yen factory more, improve the efficiency of the factory, create long-term development resonance values.

Therefore, for this activity, the value synergy and coordination of marketing and business is very critical. Sales policies between OTC - ETC channels, between herbal and non-herbal are an important factor to develop the non-herbal segment, which is focused on investing and creating breakthroughs in the future.

**\* SSI Securities:**

1. New product development plan, Ratio of products through research and to market?
2. About the plan to raise the factory standard to a higher standard?

**Vice Chairman Nguyen Anh Tuan:**

1. We are always upgrading our existing products to be more successful. We always develop new products and improve product quality.
2. After a period of operating the factory, as well as implementing the capacity increase, we realize that a re-evaluation is needed. Last year, we established a Factory Competency Evaluation Committee, to see what opportunities the factory has on the ETC channel in the future. The Evaluation Committee has **Mr. Nguyen Huy Van – Chief of R&D and Quality** as the Head, along with Executive Vice CEO Kim Dong Hyu, COO Dao Thuy Ha and other departments. We need to assess the current status of the factory to consider what needs to be improved, to have more opportunities to enter the ETC channel (we already have an internal report). Next, the task of the Committee is to evaluate the need to raise factory standards and line standards. The factory is invested with more than 477 billion VND, will continue to be invested to have higher and more suitable standards, and will be evaluated to continue to have solutions to optimize production capacity and factory standards, in line with the growth target of non-herbal segment, including the ETC sales channel.

\* Shareholders **Dao Thi Thanh Huong:**

Does the Company plan to increase foreign ownership in the business with the change of the Chairman of the Board of Directors?

**Vice Chairman Nguyen Anh Tuan:**

The Chairman of the Board of Directors has been elected since 2021. After a year, the Board of Directors is still doing well. As shareholders have heard the message of **Chairman Chung Ji Kwang**, they do not have a request to increase foreign ownership. Traphaco itself now, with the current shareholder structure, with the participation of major state and foreign shareholders, and employees, we are stabilizing. Therefore, in the immediate future, we do not have this plan. The fact that the Chairman is a foreigner does not affect the need to increase foreign ownership. In the Board of Directors, MiraeAsset is very supportive and always agrees with the state shareholder SCIC, all the issues so far, when MiraeAsset Capital acquired shares from Mekong Capital in November 2017, there have not been any problems that we do not agree. Shareholders are assured, with the current shareholder structure, with the active participation of state shareholders, and support from foreign shareholders, we feel that Traphaco has stability for long-term development.

#### **IV. VOTING APPROVAL OF THE MEETING PRESENTATION:**

Mr. **Kim Dong Hyu** – on behalf of shareholders, proposed to remove the following paragraph in the ‘Report on the governance & BoD activities in 2021’, specifically:

*“- The CEO has completed the targets assigned by the General Assembly of Shareholders and the Board of Directors in terms of revenue, profit and other targets. Propose the General Assembly of Shareholders to approve the decision by the Board of Directors for appointment of the CEO for the term 2021-2025.”*

Reason: this content is not under the authority of the General Assembly of Shareholders.

Mr. **Nguyen Anh Tuan - Chairman of the Meeting:** This proposal has been discussed between major shareholders and CEO Ma, and the General Meeting agreed to remove this content before voting.

At 12:37', according to the report of the Vote-Counting Committee, the number of shareholders and shareholders' representatives attending the meeting was 55 people, representing 39,327,361 shares, equivalent to 94.88% of the shares with voting rights of the Company.

The meeting conducted online voting, the results are as follows:

1. Approve the 2021 Reports:

- Report of the Board of Directors on the Company's performance in 2021
- Report of the Board of Directors on the governance and BoD activities in 2021
- Report of the Board of Supervisors in 2021

<b>Approved</b>	<b>Disapproved</b>	<b>Abstain</b>
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Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

2. Approve the Audited Consolidated Financial Statements for 2021

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

3. Approve the profit distribution in 2021, remuneration for the Board of Directors and Board of Supervisors in 2021

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

4. Approve the Operating orientation of the Company in 2022

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

5. Approve the expected plan of profit distribution in 2022, remuneration for the Board of Directors and Board of Supervisors in 2022

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

6. Approve the authorization of the Board of Supervisors to select an independent auditor of the financial statements for 2022

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

7. Approve the assignment of the Board of Directors to review and approve the Contracts with Traphaco Hi-tech Joint Stock Company and Traphaco Hung Yen Co., Ltd.

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
38.413.109	97,68%	0	0%	0	0%

8. Approve the dismissal of Mr. Lai Tran Dong

<b>Approved</b>		<b>Disapproved</b>		<b>Abstain</b>	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)

37.148.463	94,46%	289.668	0,74%	974.978	2,48%
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9. Approve the list of nominations for members of the Board of Directors

Approved		Disapproved		Abstain	
Number of votes	Ratio (%)	Number of votes	Ratio (%)	Number of votes	Ratio (%)
37.167.951	94,51%	270.180	0,69%	974.978	2,48%

## V. ELECTION OF ADDITIONAL MEMBERS OF THE BOARD OF DIRECTORS

Ms. **Nguyen Thi Phuong Loan - Head of Vote Counting Committee** guided the AGM on how to vote online.

At 12:54', before the election, **Ms. Nguyen Thi Phuong Loan - Head of Vote Counting Committee** reported: the number of shareholders and shareholder representatives attending the meeting was 55 people, representing 39,327,316 shares, equivalent to 94.88% of the total voting shares of the Company.

The General Assembly conducted the election by online voting.

### Voting results:

Mr. **Nguyen Phu Khanh** was elected a member of the Board of Directors for the term 2021-2025 with **38,038,710** votes.

## VI. APPROVED MEETINGS AND RESOLUTIONS

Mr. **Pham Thai Son - Head of the Secretariat** reads the Minutes of the General Meeting of Shareholders and the Draft Resolution of the Annual General Meeting of Shareholders in 2022.

The meeting voted and unanimously approved the full text of the minutes and resolutions of the 2022 Annual General Meeting of Shareholders with the approval rate of 97.58% of the total number of voting shares of the attending shareholders.

This minutes was made at 13:31' on March 31, 2022.

The meeting ended at 13:31 on the same day.

On Behalf of **GENERAL MEETING OF SHAREHOLDERS**

**CHAIR OF THE MEETING  
VICE CHAIRMAN OF  
BOARD OF DIRECTORS**

**SECRETARY**

*(signed)*

*(signed)*

**Nguyen Anh Tuan**

**Pham Thai Son**