**KIP: Board Resolution**

On January 15, 2024, Vietnam K.I.P Joint Stock Company announced Resolution No. 312/NQ-HDQT on approving the production and business results of 2023, the targets of the production and business plan for 2024 as follows:

‎‎Article 1. Approve the production and business results in 2023.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Targets | 2023 Plan | Result in the first 4 months of 2023 | Results in 4 months of 2022 | Result in the first 4 months of 2023/Annual Plan (%) | 4 months of 2023/2022 (%) |
| 1 | Total revenue (including VAT) | 420,825,560,520 | 120,746,172,936 | 140,749,419,452 | 29% | 86% |
| 1.1 | In which, business revenue: | 420,825,560,520 | 98,633,801,706 | 114,912,234,380 | 23% | 86% |
|  | - KIP revenue | 253,092,798,281 | 59,538,134,122 | 75,946,276,989 | 24% | 78% |
|  | - Revenue from electric cables | 119,316,895,416 | 33,255,424,331 | 32,867,822,859 | 28% | 101% |
|  | - Revenue from OKOM products | 15,136,276,188 | 5,026,055,495 | 5,471,109,495 | 33% | 92% |
|  | - Revenue from lighting equipment | 3,279,590,635 | 814,187,758 | 627,025,037 | 25% | 130% |
| 1.2 | - Project Revenue | 30,000,000,000 |  |  |  |  |
| 1.3 | - Other revenue |  | 22,112,371,230 | 25,837,185,072 |  | 86% |
| 2 | Profit before tax | 16,800,000,000 | 1,578,259,377 | 6,428,719,833 | 9% | 25% |
| 3 | Investment (VAT excluded) | 10,000,000,000 | 5,789,053,000 | 596,374,517 | 58% | 971% |
| 4 | Profit before tax/revenue | 4% | 1.31% | 4.57% |  | 28.62% |

‎‎Article 2. Approve the production and business plan for 2024

1. Revenue targets (VAT included):

Unit: Million VND

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Areas | Revenue plan by product group in 2024 | | | | | Total planned 2024 revenue | |
| OKOM + Circuit Breakers | Wired power outlets + load-bearing power outlets + load-bearing plugs | Wires and cables | New products | Other electrical equipment | Targets of revenue from distributors and projects | Targets from direct sales |
| Northern Branch | 21,271 | 18,907 | 47,268 | 12,605 | 57,509 | 122,760 | 34,800 |
| Northwest | 8,473 | 7,531 | 23,849 | 5,021 | 17,887 | 56,760 | 6,000 |
| Coastal area | 9,898 | 8,798 | 27,862 | 5,866 | 20,896 | 67,320 | 6,000 |
| Central Branch | 7,412 | 6,588 | 21,960 | 4,392 | 14,549 | 44,580 | 10,320 |
| Southern Branch | 7,898 | 7,020 | 11,700 | 4,680 | 27,203 | 36,300 | 22,200 |
| Project | 4,000 | - | 14,000 | - | - | 18,000 | - |
| Total | 58,952 | 48,844 | 146,639 | 32,564 | 138,044 | 345,720 | 79,320 |
| Rate | 13.9% | 11.5% | 34.5% | 7.7% | 32.5% | 425,040 | |

1. Profit before tax targets: VND 16.5 billion.

‎‎Article 3. Assign the Executive Board to strictly implement the requests of the Board of Directors and complete the 2024 plan.

‎‎Article 4. This Board Resolution takes effect from the date of its signing. Members of the Board of Directors, Managing Director and related individuals are responsible for implementing this Resolution.