**VIT: Board Resolution**

On January 30, 2024, Viglacera Tien Son JSC announced Resolution No. 04/VIT-HDQT on approving the production and business results in 2023 and the production and business plan for Q1/2024 as follows:

1. Approve the production and business targets in 2023 as follows:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Targets | Unit | 2023 Plan | 2023 Results | 2023 Results/2023 Plan (%) |
| Current production and business value | Million VND | 2,988,908 | 2,146,157 | 72% |
| Net revenue from brick sales | Million VND | 2,777,214 | 1,991,329 | 72% |
| Profit before tax | Million VND | 70,298 | 6,281 | 9% |
| Depreciation of fixed assets | Million VND | 165,332 | 154,428 | 93% |
| Average income | Million VND/person/month | 14.3 | 14.1 | 99% |

Evaluation of production and business results in 2023:

* 1. Business:
* Tile revenue in 2023: VND 1,991,329 million, accounting for 72% of the plan.
	1. Financial:
* Profit before tax target in 2023: VND 6,281 million, accounting for 9% of the plan.
* Targets of depreciation of fixed assets in 2023: VND 154,428 million, accounting for 93% of the plan.
	1. Production:
* Thai Binh Factory and My Duc Factory maintain operation at ~ 100% capacity.
* Tien Son Factory And Eurotile Factory operate ~ 75% capacity.
1. Production and business orientation for Q1/2024:

The Board of Directors assigns the Executive Board the production and business plan for Q1/2024 with the following main targets:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Target | Unit | 2023 Results | 2024 Plan | Q1/2024 Plan |
| January | February | March | Total |
| Current production and business value | Million VND | 2,146,157 | 2,142,193 | 91,626 | 73,838 | 204,026 | 369,490 |
| Net revenue from bricks sales | Million VND | 1,991,329 | 2,448,531 | 108,725 | 67,752 | 166,129 | 342,606 |
| Profit before tax | Million VND | 6,281 | 30,000 | -21,137 | -30,384 | -1,883 | -53,404 |
| Depreciation of fixed assets | Million VND | 154,428 | 165,067 | 14,067 | 14,043 | 14,035 | 42,145 |
| Average income | Million VND/person/month | 14.1 | 16.1 | 14.0 | 14.0 | 14.0 | 14.0 |

Implementation measures:

* 1. About production and product quality:
* Factories inspect and maintain machinery and equipment to ensure stable production, strictly control input materials to ensure product quality according to standards. Achieve the planned targets.
* Materials reserve:
* Maintain the reserve of materials at the supplier's warehouse in the form of warehouse storage, appoint employees to regularly check and supervise to ensure the correct and sufficient quality and quantity according to technical requirements;
* Look for materials sources of kaolin and clay to ensure reserves from 6 months to 1 year of production. Make full use of the rented warehouse to store materials;
* About product quality: Ensure compliance with internal standard TCCS GRA 03:2013 issued by Viglacera Corporation - JSC.
* Recovery rate of all three factories: Expected to reach over 96%.
	1. Control and reduce costs:
* Proceed to negotiate with suppliers to reduce the price of input materials and supplies. Search for alternative sources of materials with suitable quality and low price;
* Strengthen the supervision of quality of input materials and supplies to reduce exhaustion of phases.
* Assign production expenses to divisions, check weekly, monthly and quarterly to ensure the targets of output, quality and recovery;
	1. Business work:
* Cooperate with Viglacera Ceramic Tiles Trading Joint Stock Company to develop monthly production plans, business plans and financial plans;
* Actively consume inventory;
* Continue to promote exports;
* Cooperate with trading companies to continue to develop high-end product lines, namely Eurotile, Colorbody, Outdoor, Signature with diverse product models and construction product lines.
	1. Finance work:
* Search for capital sources with low interest rate in order to reduce financial expenses for the Company;
* Ensure capital sources for production, business and investment activities;
* Commit to the proposed profit target.
	1. Investment work:
* Factories are well prepared for detailed repair and maintenance work for each stage during the Lunar New Year holiday of 2024.
	1. Other work:

Authorize the Manager of the Company to inspect and liquidate assets at two factories in order to clear the ground for project implementation and capital recovery, in accordance with the Financial Management Regulations and the Company’s Charter, ensuring that business results achieve the plan.