**DBM: Annual General Mandate 2024**

On April 22, 2024, DakLak Pharmaceutical Medical Equipment JSC announced General Mandate No. 02/2024/NQ-DHDCD as follows

Article 1: Approve the Report on Activities of the Board of Directors in 2023 and the Plan for 2024.

Article 2: Approve the Report of production and business results in 2023 and the Plan for 2024

1. Result of 2023 business activities:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No. | Targets | Unit | Plan | Implementation | Rate (%) |
| 1 | Total revenue | Billion VND | 280 | 236.4 | 84.4 |
|  | * Traphaco Revenue | Billion VND | 60 | 57.9 | 96.6 |
| 2 | Earnings after tax (EAT) | Billion VND | 6.58 | 5.62 | 85.4 |
| 3 | Dividend/Charter capital | % | 17 | 17 | 100.0 |
| 4 | Average income (person/month) | Million VND | 7.6 | 7.6 | 100.0 |

1. Orientation for 2024
2. Targets

* Complete revenue target of VND 255 billion and profit target of VND 6.0 billion.
* Develop revenue from Traphaco’s key products to reach VND 60 billion and GCNK to reach VND 27 billion.
* Ensure direct retail system revenue reaches VND 44 billion.
* Ensure average income of workers is VND 7.5 million/person/month.
* Implement at least one new product under the Company's brand.

1. Specific targets for 2024:

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Targets | Unit | Plan for 2024 |
| 1 | Total revenue | Billion VND | 255.0 |
|  | * Traphaco Revenue | Billion VND | 60.0 |
| 2 | Profit after tax | Billion VND | 6.0 |
| 3 | Dividend/Charter capital | % | 17.0 |
| 4 | average income/month | Million VND | 7.5 |

Article 3: Approve the Report on Results of the Supervisory Board in 2023.

Article 4: Approve of the Proposal of the Audited Financial Statements 2023:

* Some main targets in the Audited Financial Statements 2023:

|  |  |  |
| --- | --- | --- |
| No. | Targets | Amount (VND) |
| 1 | Total assets | 106,011,633,120 |
| 2 | Owners’ equity  In which: | 69,266,947,414 |
| 2.7 | Owner's investment capital | 19,415,880,000 |
| 2.2 | Treasury shares | -40,000 |
| 2.3 | Undistributed funds and profits | 49,851,107,414 |
| 3 | Net revenue from goods sales and service provision | 236,357,992,649 |
| 4 | Cost of goods sold and service provision | 212,833,207,550 |
| 5 | Selling expense | 11,312,703,941 |
| 6 | General and administrative expense | 8,519,494,188 |
| 7 | Profit before tax | 7,000,829,797 |
| 8 | Profit after tax | 5,618,511,827 |

* Some basic financial targets:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Targets | | Unit | | In 2022 | In 2023 |
| 1 | Asset structure | |  | |  |  |
|  | * Fixed asset/Total assets | | % | | 3.18 | 3.78 |
|  | * Current assets/Total assets | | % | | 96.34 | 95.73 |
| 2 | Capital Structure | | | | |  |
|  | * Liabilities/ Total capital | % | | 37.56 | | 34.46 |
|  | * Equity / Total capital | % | | 62.44 | | 65.34 |
| 3 | Solvency |  | |  | |  |
|  | * Quick solvency | Times | | 1.884 | | 2.028 |
|  | * Current solvency | Times | | 2.565 | | 2.762 |
| 4 | return on assets |  | |  | |  |
|  | * Profit after tax/Average total assets | % | | 6.08 | | 5.22 |
|  | * Profit after tax/Net revenue rate | % | | 2.45 | | 2.38 |
|  | * Profit after tax/ Average equity | % | | 9.39 | | 8.18 |

Article 5: Approve the Proposal on the selection of audit company for the 2024 Financial Statement.

Article 6: Approve the Proposal on the plan for distribution and use of profits in 2023 and the expected distribution and use of profits in 2024:

1. Profit distribution and usage Plan in 2023:
2. Dividend payment (17% /charter capital) VND 3,300,692,800.
3. Remuneration for the Board of Directors and the Supervisory Board: VND 450,000,000.

(Included in expenses before corporate income tax)

1. Appropriation for Funds:

* Bonus and welfare fund: VND 1,100,000,000.
* Investment and development fund: VND 270,000,000.

1. Undistributed profit: VND 947,819,027.
2. Expected distribution and use of profits in 2024:
3. Dividend payment: 17%/Charter Capital
4. Remuneration for the Board of Directors and the Supervisory Board: VND 450,000,000.

(Included in expenses before corporate income tax)

1. Appropriation for Funds:

* Bonus fund for the Executive Management Board 5%/Profit after tax

(When completing the targets of the General Meeting of Shareholders in 2024)

* Bonus and welfare fund and the distribution and use of the retained profit after tax will be consulted by the General Meeting of Shareholders 2025.

Article 7: Approve the Report on authorizing the Board of Directors to approve and implement the contract with Traphaco Joint Stock Company in 2024.

Article 8: Approve the Proposal on business lines supplement.

Article 9: Terms of enforcement

This General Mandate takes effect from April 22, 2024.

The Annual General Meeting of Shareholders 2024 approves on assigning the Board of Directors and the Supervisory Board to implement the contents of the General Mandate in accordance with the regulations.

The General Mandate was approved by the Meeting at 10:30 a.m. on the same day.