**EPC: Annual General Mandate 2024**

On April 26, 2024, Eapok Coffee Joint Stock Company announced General Mandate No. 02/2024/NQ-DHDCD as follows:

‎‎Article 1. Approve the content of the Reports at the General Meeting:

1. Report No. 33/BC-EPC dated April 4, 2024, from the Board of Directors on the results of production and business activities 2023;
2. Report No. 34/BC-HDQT dated April 4, 2024, on reporting the activities results of the Board of Directors from April 21, 2023, to April 26, 2024;
3. Report No. 35/01/BC-BKS dated April 4, 2024, from the Supervisory Board on reporting the activities results of the Supervisory Board at the Annual General Meeting 2023;

‎‎Article 2. The General Meeting approves the full content of the following Proposals:

1. Proposal No. 36/TTr-HDQT dated April 4, 2024, from the Board of Directors on approving the production and business plan 2024;
2. Production and business plan for sustainable coffee according to RA standards for the coffee season 2024-2025

* The area under coffee cultivation on a contract basis is: 207.08 hectares.
* The contract farming methods include 02 forms: compact contract and investment-based contract. The contract signing organization follows the principle of delivering products based on actual yield, delivering all products to the Company, then sharing according to the ratio of each contract type. (Investment-based contract sharing ratio: Company 60%, contract recipient 40%; Compact contract sharing ratio: Company 30%, contract recipient 70%).
* The company has signed a service contract for sustainable coffee care and Rainforest Alliance (RA) certification standards with 5CHO Joint Stock Company. The partner will support services such as: Building and implementing RA standards system; internal inspection, monitoring, remediation, prevention, and completion of verification dossier requirements; Organizing 22 training classes TOT, TOF, FCV for officials and farmers.
* New plant care method: Practicing good farming practices, natural farming practices, according to sustainable standards (RA, landscape clusters,...):
* Responsible production: Launched a responsible production program according to RA standards and sustainable landscape clusters.
* Maintaining a grass cover: improving soil fertility, soil moisture, root system, and coffee garden status, not clearing grass to avoid soil erosion, loss of soil moisture, and damage to coffee roots; When the grass cover reaches 40 - 50 cm (before the seeds mature), use a lawnmower set to trim, leaving the grass base 7 - 10 cm tall.
* Fertilization: NPK 20.5.6 +10S + TE (dry season fertilizer according to irrigation water). Instruction has been given for a more reasonable fertilizer application technique.
* Fertilization: NPK 16.8.16. Fruit fertilizer, applied in 3 stages over 3 months of the rainy season (beginning, middle, end of the rainy season). Fertilizer application rates should be determined based on an assessment of each orchard, taking into account yield expectations and the ABC rate of the crops. Instruction has been given for a more reasonable fertilizer application technique.
* Efficient shaping: Improving shaping techniques, preparing to apply hand-shaped techniques with branch pruning to improve productivity and farming efficiency.
* Plant protection: According to current procedures; updated knowledge and enhanced skills for team officials and grassroots farmers through TOT training classes.
* The total investment cost for sustainably cared coffee gardens according to RA standards in 2024 (harvested in 2025) is VND 9,772 million(including depreciation costs). The direct production cost of 1kg of sustainable fresh coffee beans according to RA standards for the 2024-2025 season is: VND 13,774/kg.

1. Revenue and profit plan for the coffee sector harvested in 2023, to be consumed in 2024:

* The total amount of harvested fresh coffee beans for the 2023-2024 crop season entering the warehouse is as follows:
* Total number of coffee consumed is 223.5 tons, in which:
* Coffee production: 141.2 tons.
* Coffee purchasing: 82.3 tons.
* The revenue from the coffee sector is VND 22,032 million, in which:
* Coffee production: VND 14,127 million;
* Coffee purchasing: VND 7,905 Million.
* Profit from the coffee sector is: VND 4,456.8 million, in which:
* Coffee production: VND 623 million;
* Coffee purchasing: VND 3,833 million;

1. The production and business plan for the animal husbandry:
2. Whole herd target:

* Number of calves and cows as of December 31, 2023: 167, weighing 43,108 kilograms. Implementing the target of reducing the herd, selecting, and maintaining a herd of about 100 cattle by the end of 2024.
* Increasing the weight target by 12,000 kilograms.

1. Plan for care and improvement of grazing fields:

* Location: Lot 3 V36, team 4.
* Total area: 1.1 hectares.
* Total care costs 2024:
* Cost of watering during dry season, care supplies: VND 10,000,000
* Labor costs for care, harvesting, and transportation to the processing center: VND 30,000,000
* Expected harvest yield: 200 tons of grass. Planned cost is: VND 200/kilogram of grass.

1. Plan for planting new biomass corn:

c1) Area 36, team 4.

* Acreage: 3.17 hectares (including lots 6 & 8, intercropped with coffee).
* Planting time: January & February 2024
* Harvest time: April & May 2024
* Expected yield: 120 tons
* Average investment cost: VND 20 million /hectare/crop. Total expenses: VND 65 million
* Cost per kilogram of biomass corn: VND 540.

c2) Ealup area, team 3

* Acreage: 7.04 hectares (lots 2, 3, 4, densely planted).
* Planting time: September 2024
* Harvest time: December 2024
* Expected yield: 210 tons
* Average investment cost: VND 20 million /hectare/crop. Total expenses: VND 140 million
* Cost per kilogram of biomass corn: VND 650.

1. Plan to utilize new byproducts from short-cycle crops.

* Targets: Reduce input costs for the animal husbandry in 2024.
* Output: 310 tons. In which:
* Peanut shells: 150 tons
* Kohlrabi: 43 tons
* Pumpkin: 7 tons
* Jackfruit: 10 tons
* Corn stalks (after seed harvest): 100 tons

\* Harvesting and transportation costs to the processing center:

* Approximately VND 100 million, contributing to reducing input costs for cattle breeding, diversifying food sources, and aiding in the good weight gain of the cattle.

e) Animal husbandry revenue and profit plan:

* Total planned amount of beef sold: 32,944 kilograms, planned selling price: VND 60,000/kg, planned revenue: VND 1,976 million.
* Initial and in-cycle manure allocation is 131 tons, converted to production of microbial fertilizers and earthworm compost, directly reducing costs by VND 262,000,000 for livestock farming in 2024.
* Total direct investment in the cattle breeding is VND 3,547 million. Average cost of goods sold is VND 94,063.41/kilogram.
* Allocation management costs are VND 448 million.
* Planned profit for animal husbandry: VND -1,570 million.

1. Plan for producing microbial fertilizers:

To serve the cultivation of 12.86 hectares of intercropped coffee, 4.07 hectares of durian, and other short-cycle crops, the company has developed a plan for producing microbial fertilizers as follows: Total production volume in 2024: 218 tons, including:

* The raw material is pure cow manure: 124m³ = 83.48 tons
* Coffee husks: 374m³ = 168.98 tons
* Total incurred costs amount to VND 334,901,397. Cost per kilogram of microbial fertilizer production: VND 1,572 /kilogram. Internal transfer selling price: VND 2,100/kg. Planned revenue: VND 457,800,000. Planned profit: VND 122,898,603.

1. Plan for breeding earthworms in 2024:

Implementing a business cooperation project combining energy with livestock farming. The company will utilize all space under the solar panels to breed earthworms to produce vermicompost for fruit trees.

* The area for breeding earthworms is 526 m2.
* The total operating and caring cost for earthworms in 2024 is VND 340 million.
* The expected harvest for 2024 is 54 tons of vermicompost and 30 tons of earthworm biomass.

1. Plan for planting Nong Hoi chili pepper:

* Planting location: Lot 14 A1, team 5; area: 5.74 hectares
* The total estimated cost is: VND 2,313 million; Allocation costs (sales, management, and interest) are VND 357 million.
* The total expected harvest is 102,960 kilograms fresh chili peppers, averaging 18 tons/ha.
* Planned cost is VND 18,998 /kg.
* Planned selling price is VND 35,000/kg. The total expected revenue is VND 3,603 million.
* Panned profit is VND 1,289 million.

1. Plan for planting Chili bayer chilly pepper

* Planting location: Lot 5, area 36, team 5; area: 3.0 hectares
* The total estimated cost is: VND 1,163.8 million. Allocation costs (sales, management, and interest) are VND 175.7 million.
* The total expected harvest: 75,000 kilograms fresh chili peppers, averaging 25 tons/ha.
* Planned cost is VND 12,716/kg
* Planned selling price is VND 25,000/kg. The total expected revenue is VND 1,875 million.
* Panned profit is VND 711.2 million.

1. Plan for planting soybeans:

* Total area: 67.44 hectares, allocated to the following areas:
* Area 40, team 3: 40.35 hectares
* Intercropping area based on coffee cultivation area (26.24 hectares): 12.77 hectares
* Area A1, intercropped with durian (18.58 hectares): 8.1 hectares
* Area A3, team 5: 6.22 hectares
* The total estimated cost is: VND 1,738.5 million; Allocation costs (sales, management, and interest) are VND 119.68 million.
* The total expected harvest: 101 tons, averaging 1.5 tons/ha.
* Planned cost is VND 16,138/kg
* Planned selling price is VND 18,000/kg. The total expected revenue is VND 1,818.1 million.
* The planned profit is VND 79.6 million(after deducting allocation costs)

1. Plan for planting peanuts:

* Total area: 81.47 hectares, allocated to the following areas:
* Area near pond 3+81: 4.3 hectares. Area 83, team 1: 3.2 hectares. Area 9.4: 3.0 hectares
* Intercropping area based on coffee cultivation area of team 4 5 (26.24 hectares): 12.77 hectares
* Area A1, intercropped with durian (18.58 hectares): 8.1 hectares
* Area A3, team 5: 6.22 hectares
* Area 40, team 3: 40.35 hectares. Ealup area, team 3: 7.93 hectares
* The total estimated cost VND 2,398 million. Allocation costs (sales, management, and interest) are VND 150 million.
* The total expected harvest is 285 tons, averaging 3.5 tons/ha.
* The planned selling price for fresh peanuts is VND 15,000/kg. Total revenue: VND 4,277 million
* Planned profit: VND 1,879 Million.

1. Plan for planting corn for seed:

* New planting location, land clearance areas B and A2, team 5: 2.84 hectares, distributed as follows:
* Lot 1 area B: 0.95 hectares
* Lot 2 area B: 7.20 hectares
* Lot 4 area B: 6.27 hectares
* Lot 5 area B: 7.41 hectares
* Lot 7 area A2: 1.01 hectares
* New planting location, land clearance areas A1, team 4: 1.33 hectares, distributed as follows:
* Lot 07: 5.91 hectares
* Lot 08: 4.50 hectares
* Lot 09: 5.59 hectares
* Lot 10: 5.33 hectares
* Total actual planting area: 44.17 hectares
* The total estimated cost is: VND 1,625 million; Allocation costs (sales, management, and interest) are VND 55 million.
* The total expected harvest is 371 tons, averaging 8.4 tons/ha.
* The planned cost: VND 4,251 /kg
* Planned selling price for dried corn is VND 6,000/kg. Total revenue: VND 2,253 Million.
* Planned profit: VND 628 Million.

1. Plan for planting black beans:

* Total area: 5.09 hectares, allocated to the following areas:
* Lot 03 area 36 team 4: 5.09 ha.
* The total estimated cost is: VND 177.7 million; Allocation costs (management and interest) are VND 26 million.
* The total expected harvest is 7.635 tons, averaging 1.5 tons/ha.
* The planned cost is VND 19,853/kg,
* The planned selling price is VND 30,000/kg. Total revenue: VND 229 Million.
* Planned profit: VND 52 Million.

1. Business cooperation in energy:

* The Board of Directors has negotiated with partners to increase the profit share per month from VND 30,000,000/month/system to VND 55,000,000 /month/system. The total profit shared from the cooperation is VND 1,636 million.
* The total cost of interest and depreciation is VND 1,980 million; Management costs are VND 102.6 million.
* The profit achieved is VND 696 million.

1. Production and business targets of the whole company:

* Revenue from sales and services: VND 52,692 million; revenue from selling off coffee trees is VND 656 million. The total planned revenue is VND 53,348 million.
* The total planned cost is VND 48,858 million, including: cost of goods sold is VND 41,120 million, management costs are VND 4,588 million, selling expenses are VND 268.98 million, interest expenses are VND 1,794.5 million, other costs (value of remaining coffee garden) for selling off 45 hectares of old unproductive coffee trees are VND 1,086.6 million.
* Net profit from business activities VND 4,919.2 million; Accounting profit before tax is VND 4,488.7 million.
* Payable to State budget: VND 379 million (in which: personal income tax of VND 60 million, land rent for non-agricultural use is VND 314 million, non-agricultural land use tax is VND 5 million).

1. Proposal No. 37/TTr-EPC dated April 4, 2024, from the Board of Directors on reporting the settlement of salaries, remuneration of the Board of Directors, and the Supervisory Board 2023 and the remuneration plan of the Board of Directors and the Supervisory Board 2024;
2. Proposal No. 41/TTr-DHDCD dated April 4, 2024, from the Supervisory Board on selecting an independent audit company for the fiscal year 2024;

‎‎Article 3. Authorize the Board of Directors to select and sign a contract with an independent audit company to review the Semi-annual Financial Statements 2024 and audit the Financial Statements 2024 of the Company as proposed by the Supervisory Board in Proposal No. 37/TTr-DHDCD dated April 4, 2024.

‎‎Article 4. Terms of enforcement:

1. This General Mandate was approved by the General Meeting of Shareholders at the Meeting.
2. This General Mandate takes effect from the date of its signing.
3. The Board of Directors, the Supervisory Board, the Board of Managers, relevant units, and individuals are responsible for implementing this General Mandate and organizing its implementation according to their functions, duties, and authorities following the provisions of the law and the Company’s Charter.