**BED: Annual General Mandate 2024**

On April 26, 2024, Da Nang Books and School Equipment JSC announced General Mandate No. 01/2024/NQ-DHDCD as follows:

Article 1: Approve the Business Results Report, the plan to distribute profits, pay remuneration in 2023 and pay dividends in 2023 in cash at the rate of 22%/charter capital.

* Profit distribution in 2023

Unit: VND

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No. | Contents | Results  2022 | Plan  2023 | Results  2023 | The rate of increase or decrease compared to the plan |
| 1 | Charter capital | 30,000,000,000 | 30,000,000,000 | 30,000,000,000 | 0.00 |
| 2 | Net revenue | 84,633,875,139 | 84,000,000,000 | 82,453,904,435 | -1.84 |
| 3 | Cost of goods sold | 62,059,228,926 | 60,551,800,000 | 58,418,825,023 | -3.52 |
| 4 | Gross profit | 22,574,646,213 | 23,448,200,000 | 24,035,079,412 | 2.50 |
| 5 | Total expense of sale expense and administrative expenses | 12,888,437,744 | 16,248,200,000 | 14,789,771,056 | -8.98 |
| 6 | Business profit | 9,686,208,469 | 7,200,000,000 | 9,245,308,356 | 28.41 |
| 7 | Financial income and other income | 891,816,006 | 300,000,000 | 1,100,435,370 | 266.81 |
| 8 | Financial expenses and other expenses | 4,891,630,208 | 0 | 94,065,460 |  |
| 9 | Financial profit and other receivables | -3,999,814,202 | 300,000,000 | 1,006,369,910 | 235.46 |
| 10 | Profit before tax | 5,686,394,267 | 7,500,000,000 | 10,251,678,266 | 36.69 |
| 11 | Corporate income tax | 1,435,696,655 | 1,500,000,000 | 2,144,633,674 | 42.98 |
| 12 | Profit after tax | 4,250,697,612 | 6,000,000,000 | 8,107,044,592 | 35.12 |
| 13 | * Deduction of investment fund ( 5%) | 210,000,000 | 300,000,000 | 405,352,230 | 35.12 |
| 14 | * Deduction of accounting funds ( 5%) | 205,982,910 | 300,000,000 | 405,352,230 | 35.12 |
| 15 | Profit after appropriation for funds | 3,834,714,702 | 5,400,000,000 | 7,296,340,132 | 35.12 |
| 16 | Retained undistributed profit | 0 | 0 | 696,340,132 |  |
| 17 | Undistributed profits of previous years | 65,285,298 | 0 | 0 |  |
| 18 | Dividend payment | 3,900,000,000 | 5,400,000,000 | 6,600,000,000 | 22.22 |
| 19 | Dividend/charter capital ratio | 13.00 | 18.00 | 22.00 | 22.22 |

Article 2: Approve the Business Plan Report, the plan to distribute profits, pay remuneration 2024 and pay dividends 2024 in cash at the rate of 16% / charter capital.

* Production and business plan for 2024:

Unit: Million VND

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Target | Results  2023 | Plan  2024 |
| 1 | Charter capital | 30,000 | 30,000 |
| 2 | Net revenue | 82,453 | 80,000 |
| 3 | Profit before tax | 10,251 | 6,833 |
| 4 | Corporate income tax | 2,144 | 1,500 |
| 5 | Profit after tax | 8,107 | 5,333 |
| 6 | Appropriation for investment and development fund: | 405 | 266 |
| 7 | Appropriation for bonus and welfare fund: | 405 | 266 |
| 8 | Profit after appropriation for funds | 7,296 | 4,800 |
| 9 | Profit/charter capital | 24.32 | 16.00 |
| 10 | Average number of employees in the whole year | 77 | 77 |
| 11 | Average salary (VND/person/month) | 8,615,000 | 8,745,000 |

* Profit distribution plan 2024

Unit: VND

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No. | Contents | Results  2022 | Results  2023 | Plan  2024 | Increase/decrease rate compared to the previous year |
| 1 | Charter capital | 30,000,000,000 | 30,000,000,000 | 30,000,000,000 | 0.00 |
| 2 | Net revenue | 84,633,875,139 | 82,453,904,435 | 80,000,000,000 | -2.98 |
| 3 | Cost of goods sold | 62,059,228,926 | 58,418,825,023 | 57,668,380,000 | -1.28 |
| 4 | Gross profit | 22,574,646,213 | 24,035,079,412 | 22,331,620,000 | -7.09 |
| 5 | Total expense of sale expense and administrative expenses | 12,888,437,744 | 14,789,771,056 | 15,700,000,000 | 6.15 |
| 6 | Business profit | 9,686,208,469 | 9,245,308,356 | 6,631,620,000 | -28.27 |
| 7 | Financial income and other income | 891,816,006 | 1,100,435,370 | 251,720,000 | -77.13 |
| 8 | Financial expenses and other expenses | 4,891,630,208 | 94,065,460 | 50,000,000 | -46.85 |
| 9 | Financial profit and other receivables | -3,999,814,202 | 1,006,369,910 | 201,720,000 | -79.96 |
| 10 | Profit before tax | 5,686,394,267 | 10,251,678,266 | 6,833,340,000 | -33.34 |
| 11 | Corporate income tax | 1,435,696,655 | 2,144,633,674 | 1,500,000,000 | -30.06 |
| 12 | Profit after tax | 4,250,697,612 | 8,107,044,592 | 5,333,340,000 | -34.21 |
| 13 | * Deduction of investment fund (5%) | 210,000,000 | 405,352,230 | 266,667,000 | -34.21 |
| 14 | * Deduction of Accounting funds (5%) | 205,982,910 | 405,352,230 | 266,673,000 | -34.21 |
| 15 | Profit after appropriation for funds | 3,834,714,702 | 7,296,340,132 | 4,800,000,000 | -34.21 |
| 16 | Retained undistributed profit | 0 | 696,340,132 | 0 |  |
| 17 | Undistributed profits of previous years | 65,285,298 |  |  |  |
| 18 | Dividend payment | 3,900,000,000 | 6,600,000,000 | 4,800,000,000 | -27.27 |
| 19 | Dividend/charter capital rate | 13.00 | 22.00 | 16.00 | -27.27 |

Article 3: Approve the Report 2023 of the Supervisory Board.

Article 4: Approve the proposal on selecting the audit company to audit the Financial Statement 2024.

Article 5: The Board of Directors, the Supervisory Board and the Board of Managers are responsible for the implementation of this General Mandate