**CIA: Annual General Mandate 2024**

On April 26, 2024, Cam Ranh International Airport Services JSC announced General Mandate No. 01/2024/NQ-DHDCD/CIAS as follows

‎‎Article 1. Approve the full text of the business performance report 2023 and business plan 2024.

1. Separated results

Unit: Thousand VND

| No. | Target | Results in 2022 | Plan in 2023 | Results in 2023 | Results 2023/Results 2022 | Results 2023/ Plan 2023 |
| --- | --- | --- | --- | --- | --- | --- |
| I | Total revenue: | 100,733,791 | 124,330,737 | 102,888,539 | 102.14% | 82.75% |
| 1.1. | Revenue from service provision | 65,553,111 | 115,612,587 | 93,678,679 | 142.91% | 81.03% |
|  |  |  |  |  |  |  |
| 1.2 | Financial revenue | 34,891,174 | 8,718,151 | 9,047,292 | 25.93% | 103.78% |
| 1.3 | Other incomes: | 288,056 |  | 162,568 | 56.44% |  |
| II | Total expenses | 35,864,271 | 109,602,708 | 98,599,098 | 274.92% | 89.96% |
| III | Profit before tax | 64,869,520 | 14,728,030 | 4,289.441 | 6.61% | 29.12% |
|  | Profit before tax without financial TLDP | 31,663,564 | 12,728,030 | 2,590,178 | 8.18% | 20.35% |
| IV | Profit after tax | 55,817,984 | 11,782,424 | 3,419,673 | 6.13% | 29.02% |

2.. Consolidated business results

Unit: Thousand VND

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Target | Results in 2022 | Plan in 2023 | Results in 2023 | 2023 Results/2022 Results | Results 2023/ Plan 2023 |
| I | Total revenue: | 196,202,073 | 129,347,508 | 106,036,863 | 54.04% | 81.98% |
| 1.1 | Revenue from service provision | 106,147,531 | 117,819,669 | 94,267,289 | 88.81% | 80.01% |
| 1.2 | Financial revenue | 88,156,202 | 11,527,839 | 11,155,404 | 12.65% | 96.77% |
| 1.3 | Other incomes: | 289,506 |  | 162,747 | 56.22% |  |
| 1.4 | Profit/loss from Joint ventures | 1,608,834 |  | 451,422 | 28.06% |  |
| II | Total expenses | 134,820,494 | 112,347,344 | 99,981,043 | 74.16% | 88.99% |
|  | Profit before tax | 61,381,579 | 17,000,164 | 6,055,820 | 9.87% | 35.62% |
|  | Profit before tax without financial TLDP | 64,073,179 | 15,000,164 | 3,810,986 | 5.95% | 25.41% |
| IV | Profit after tax | 59,489,119 | 13,646,558 | 5,487,668 | 9.22% | 40.21% |

‎‎Article 2. Approve the full text of the Performance Report 2023 of the Board of Directors (BOD) and the direction of the mission 2024

‎‎Article 3. Approve the full text of the Supervisory Board Report.

‎‎Article 4. Approve the Company's Separate Financial Statements 2023 and Audited Consolidated Financial Statements.

‎‎Article 5. Approve the profit distribution plan in 2023 and the profit distribution plan for 2024.

Profit after tax distribution plan

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Target | 2023 | Notes |
| 1 | Undistributed profits after-tax accumulated to the end of the previous year (1) | 13,123,113,586 |  |
| 2 | Profit after tax in 2023 (2) | 3,419,672,889 |  |
| 3 | Total profit used for distribution (3) | 16,542,786,475 |  |
| 4 | Profit distribution plan | 1,058,983,644 |  |
| 4.1 | Bonus and welfare fund (deducted 5%) | 170,983,644 | = 5%\*(2) |
| 4.2 | Remuneration of the Board of Directors and the Supervisory Board in 2023 | 888,000,000 |  |
| 5 | Remaining profit | 15,483,802,831 |  |

‎‎Article 6. Approve the settlement of remuneration of the Board of Directors and the Supervisory Board in 2023, and the plan to pay the remuneration of the Board of Directors and the Supervisory Board in 2024.

‎‎Article 7. Approve the production and business target plan for 2024

Production and business plan for 2024:

* Specific production and business plan targets for 2024

Unit: Thousand VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | Results 2023 | Plan 2024 | Plan 2024/ Results 2023 |
| 1 | Total revenue: | 102,888,539 | 123,909,495 | 120.43% |
| 2 | Total expenses | 98,599,098 | 119,794,588 | 121.50% |
| 3 | Profit before tax: | 4,289,441 | 4,114,907 | 95.93% |
| 4 | Profit after tax | 3,419,673 | 3,291,926 | 96.26% |

* Targets of consolidated production and business plan in 2024

Unit: Thousand VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | 2023 Results | Plan 2024 | Plan 2024/ Results 2023 |
| 1 | Total revenue: | 106,036,863 | 126,565,105 | 119.36% |
| 2 | Total expenses | 99,981,043 | 121,215,635 | 121.24% |
| 3 | Profit before tax: | 6,055,820 | 5,349,470 | 88.34% |
| 4 | Profit after tax | 5,487,668 | 4,309,477 | 78.53% |

‎‎Article 8. Approve transactions with related parties

‎‎Article 9. Approve the addition of business lines and amendments to Appendix I attached to the CIAS Company Charter.

‎‎Article 10. Approve to adjust the number of members of the Board of Directors, amend the Charter, internal regulations on corporate governance, and operating regulations of the Board of Directors of CIAS Company

‎‎Article 11. Approve the dismissal and election of additional members of the Board of Directors and Supervisory Board for the term 2022-2027.

‎‎Article 12. Approve the list of candidates participating in the election of additional members of the Board of Directors and Supervisory Board for the 2022-2027 term.

Article 13. Approve the results of additional members of the Board of Directors and Supervisory Board of CIAS Company for the term 2022-2027.

* Mr. Tran Quoc Hung: Elected as a member of the Board of Directors of CIAS Company for the term 2022-2027.

The Board of Directors of CIAS Company for the term 2022-2027 includes 03 members:

Mr. Tran Quoc Hung - Member of the Board of Directors;

Mr. Ly Lam Duy - Member of the Board of Directors;

Mr. Khong Minh Dung - Independent member of the Board of Directors.

* Ms. Do Huu Anh Lien: Elected as a member of the Supervisory Board for the 2022-2027 term.

CIAS Company's Supervisory Board for the 2022-2027 term includes 03 members:

Ms. Dang Thi Phuong Nga - Chief of the Supervisory Board;

Ms. Do Huu Anh Lien - Member of the Supervisory Board;

Mr. Luu Viet Bac - Member of the Supervisory Board.

‎‎Article 14. This General Mandate was approved by the Annual General Meeting of Shareholders 2024.

‎‎Article 15. The Board of Directors, Supervisory Board and Board of Directors are responsible for organizing the implementation of the contents approved in this General Mandate.

‎‎Article 16. This General Mandate takes effect from the date of its signing.