**GMX: Annual General Mandate 2024**

On April 26, 2024, My Xuan Brick Tile Pottery and Construction announced General Mandate No. 01/NQ.DHDCD.2024 as follows:

1. Report on production and business results 2023

Unit: VND

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Target | Results | | 2023 Plan | Completion rate (%) compared to | |
| 2022 | 2023 | Plan 2023 | Results 2022 |
| Net revenue | 286,791,540,515 | 193,370,736,970 | 220,638,113,102 | 87.64% | 67.43% |
| Cost of goods sold | 179,656,837,125 | 129,097,357,336 | 148,867,403,742 | 86.72% | 71.86% |
| Gross profit | 107,134,703,390 | 64,273,379,634 | 71,770,709,360 | 89.55% | 59.99% |
| Financial activity revenue | 578,046,422 | 232,140,768 | 237,414,625 | 97.78% | 40.16% |
| Business expenses | 51,297,533,095 | 34,316,526,980 | 38,205,504,535 | 89.82% | 66.90% |
| Business profit | 56,415,216,717 | 30,188,993,422 | 33,802,619,450 | 89.31% | 53.51% |
| Other profits | (1,423,021,869) | (388,878,719) | (317,568,475) | 122.46% | 27.33% |
| Profit before tax | 54,992,194,848 | 29,800,114,703 | 33,485,050,975 | 89.00% | 54.19% |
| Corporate income tax | 11,410,517,524 | 6,164,475,570 | 6,853,964,745 | 89.94% | 54.02% |
| Profit after tax | 43,581,677,324 | 23,635,639,133 | 26,631,086,230 | 88.75% | 54.23% |

1. Audited Financial Statements 2023:

Unit: VND

|  |  |  |  |
| --- | --- | --- | --- |
| Target | 2022 | 2023 | Increase (+), decrease (-) (%) |
| Total values of assets | 188,354,904,397 | 167,782,253,846 | (10.92%) |
| Net revenue | 286,791,540,515 | 193,370,736,970 | (32.57%) |
| Profit from business activities | 56,415,216,717 | 30,188,993,422 | (46.49%) |
| Other profits | (1,423,021,869) | (388,878,719) | (72.67%) |
| Profit before tax | 54,992,194,848 | 29,800,114,703 | (45.81%) |
| Profit after tax | 43,581,677,324 | 23,635,639,133 | (45.77%) |
| Rate of profit for dividend payment (in cash) | 18.5% | 18.0% | (2.70%) |
| - Payment of round 2/2021 | 8.50% |  |  |
| - Payment of round 1/2022 | 10% |  |  |
| - Payment of round 2/2022 |  | 10% |  |
| - Payment of round 1/2023 |  | 8% |  |

1. The profit distribution plan in 2023

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Content | Rate of profit after tax (%) | Amount | Notes |
| I | Undistributed profits |  | 35,357,187,199 |  |
| 1 | Undistributed profit after tax from the previous year that are carried over |  | 11,721,548,066 |  |
| 2 | Profit after tax in 2023 |  | 23,635,639,133 |  |
| II | Distribution of profit after tax in 2023 |  | 22,879,990,762 |  |
| 1 | Appropriation for investment and development fund | 2.0% | 472,712,784 |  |
| 2 | Appropriation for bonus fund | 20.0% | 4,727,127,826 |  |
| 3 | Appropriation for welfare fund | 2.0% | 472,712,784 |  |
| 4 | Appropriation for the bonus fund of the Executive Board, the Board of Directors, the Supervisory Board | 2.0% | 472,712,784 | Submitted to the General Meeting of Shareholders |
| 5 | Appropriation for the financial reserve fund | 2.0% | 472,712,784 |  |
| 6 | Dividend payment of 2023 | 68.8% | 16,262,011,800 |  |
|  | - Payment in cash (Round 1): 8% |  | 7,227,560,800 | Paid on December 20, 2023 |
|  | - Payment in cash (Round 2): 10% |  | 9,034,451,000 | Payment in 2024 |
| III | Total undistributed profit after tax |  | 12,477,196,437 |  |
| 1 | Undistributed profit after tax of the previous year |  | 11,721,548,066 |  |
| 2 | Undistributed profit after tax in 2023 | 3.2% | 755,648,371 |  |

1. Development and investment results in 2023

\* Investment value in 2023

Unit: VND

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Investment category/project name | Plan | Results on  December 31, 2023 |
| A | Clay mine, production plant in My Xuan | 4,542,000,000 | 1,313,444,490 |
| I | Major repair of fixed assets | 842,000,000 | 629,074,120 |
| 1 | Replace corrugated galvanized iron sheet on the factory roof | 342,000,000 | 74,033,914 |
| 2 | Minor repairs, yard foundation, leak proofing, etc.. | 500,000,000 | 555,040,206 |
| II | New construction and investment | 3,700,000,000 | 684,370,370 |
| 1 | DC2 Mini brick drying oven | 1,200,000,000 |  |
| 2 | 2.5 T Forklift (Electric) | 800,000,000 | 620,370,370 |
| 3 | 400 KVA generator | 700,000,000 |  |
| 4 | Wire cutters | 400,000,000 |  |
| 5 | High frequency quenching machine | 100,000,000 |  |
| 6 | Other expenses | 500,000,000 | 64,000,000 |
| B | Clay Mine Project, Production Plant in Chau Duc (\*) | 157,694,240,757 | 56,840,694,365 |
| 1 | Suoi Rao Clay Mine Branch, Chau Duc |  | 10,494,304,000 |
| 2 | Chau Duc Brick and Tile Factory Branch |  | 17,759,863,413 |
| 3 | Project fund transfer costs |  | 2,000,000,000 |
| 4 | Road to Suoi Rao Clay Mine, Chau Duc |  | 9,721,002,903 |
| 5 | Land for the road leading to the factory (transfer from households) |  | 2,677,500,000 |
| 6 | Land of Suoi Rao Clay Mine, Chau Duc (transfer from households) |  | 9,342,553,000 |
| 7 | Operator house of Suoi Rao Clay Mine, Chau Duc |  | 177,402,164 |
| 8 | Factory premises leveling |  | 2,314,814,815 |
| 9 | Project Management Board expenses |  | 936,713,094 |
| 10 | Other Project Expenses |  | 1,416,540,976 |
|  | Total | 162,236,240,757 | 58,154,138,855 |

\* Financial investment:

(\*) Bonds of Joint Stock Commercial Bank for Foreign Trade of Vietnam. The Company currently owns 20,000 bonds as of December 31, 2023 (as of January 1, 2023: 20,000 bonds) with a par value of VND 100,000/bond, with a term of 6 years and an interest rate of 5.925%/year from December 6, 2023 to December 6, 2024 (from December 6, 2022 to December 6, 2023 is 8.1%/year).

1. Production and business plan for 2024

|  |  |  |
| --- | --- | --- |
| Target | Unit | Plan 2024 |
| 1. Production output | Brick (converted to standard) | 56,503,245 |
| II. Sale volume |  |  |
| - Brick for building | Brick (converted to standard) | 46,612,832 |
| - Decorative products | Brick (converted to standard) | 9,890,413 |
| - Colored tiles | Brick (converted to standard) | 2,050,000 |
| - Enameled products | Brick (converted to standard) | 459,000 |
| II. Business results |  |  |
| Net revenue (including other revenue) | VND | 196,094,793,341 |
| Profit before tax | VND | 29,467,631,335 |
| Profit after tax | VND | 23,574,105,68 |

1. Profit distribution plan in 2024

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Content | Rate of profit after tax (%) | Amount | Notes |
| I | Undistributed profits |  | 36,051,301,505 |  |
| 1 | Undistributed profit after tax from the previous year that are carried over |  | 12,477,196,437 |  |
| 2 | Profit after tax plan for 2024 |  | 23,574,105,068 |  |
| II | Distribution of profit after tax |  | 22,980,631,744 |  |
| 1 | Appropriation for investment and development fund | 2.0% | 471,482,101 |  |
| 3 | Appropriation for bonus fund | 20.0% | 4,714,821,014 |  |
| 4 | Appropriation for welfare fund | 2.0% | 471,482,101 |  |
| 5 | Appropriation for the bonus fund of the Executive Board, the Board of Directors, the Supervisory Board | 2.5% | 589,352,627 |  |
| 6 | Financial reserve fund: | 2.0% | 471,482,101 |  |
| 7 | Dividend payment of 2024 | 69.0% | 16,262,011,800 | 18% of charter capital |
| IV | Total undistributed profit after tax |  | 13,070,669,761 |  |
| 1 | Undistributed profit after tax of the previous year |  | 12,477,196,437 |  |
| 2 | Undistributed profit after tax in 2023 | 2.5% | 593,473,324 |  |

1. Development Investment Plan 2024:

\* Construction investment at My Xuan Manufacturing Factory.

Unit: Thousand VND

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No. | Content of works | Unit | Weight | Unit price | Total |
| A | Repair |  | 1 |  | 690,000 |
| 1 | Replace corrugated galvanized iron sheet on the factory roof | M2 | 1,000 | 190 | 190,000 |
| 2 | Minor repairs, yard foundation, leak proofing, etc. | System | 1 |  | 500,000 |
| B | New construction and investment |  |  |  | 4,100,000 |
| 1 | Wastewater and exhaust gas treatment system | System | 1 |  | 1,000,000 |
| 2 | Mini brick drying oven | Oven | 2 | 500,000 | 1,000,000 |
| 3 | 400 KVA generator | Item | 1 | 700,000 | 700,000 |
| 4 | Wire cutters | Item | 1 | 400,000 | 400,000 |
| 5 | High frequency quenching machine | Item | 1 | 100,000 | 100,000 |
| 6 | Extruder gearbox | Item | 1 | 400,000 | 400,000 |
| 7 | Others |  |  |  | 500,000 |
| Total (A + B) | |  |  |  | 4,542,000 |

1. Remuneration of the Board of Directors and the Supervisory Board in 2024.

The remuneration of the Board of Directors and the Supervisory Board in 2024 is: VND 912,000,000.

1. Approve the bonus level for the Board of Directors, the Supervisory Board, and the Company Secretariat, the Executive Board, including: The Board of Management - Chief Accountant - Heads and Deputy Heads of Production Workshop and Departments.

|  |  |
| --- | --- |
| Bonus content | Bonuses |
| a. Complete the profit plan 2024 | 2.5% of profit after tax |
| b. Exceed the profit plan 2024 | 40% of profit exceeding the plan (profit after tax) |

10. Approve the list of transactions with related companies.

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Company name | Address | Type of transaction |
| 01 | Phu My Xuan Company Limited | Code: 3500870374; Suoi Nhum Quarter, Hac Dich Ward, Phu My Town, Ba Ria - Vung Tau Province | Providing machinery and equipment rental services, factories and product sales |
| 02 | Dai Huu Corporation | Code: 1200948280, ADB Road, Tan Thanh Hamlet, Tan Ly Dong Commune, Chau Thanh District, Tien Giang Province | Providing spare parts and materials |
| 03 | Tan Quang Cuong - Binh Thuan Investment Joint Stock Company | Code: 3400518578; An Binh Village, Song Phan Commune, Ham Tan District, Binh Thuan Province | Providing spare parts and materials and buying and selling products |
| 04 | Gia Thy Investment Corporation | Code: 0302999130; 158- 158A Dao Duy Anh, Ward 9, Phu Nhuan District, Ho Chi Minh City | Product consumption |
| 05 | CTY TNHH DV TM HỌC MINH THÀNH (tentatively translated as Hoc Minh Thanh Service Trading Company Limited) | Code: 3501751524; 40/6/1B Le Hong Phong Street, Ward 4 Vung Tau City, Ba Ria - Vung Tau Province | Product consumption |
| 06 | Gia Thang Investment Construction Corporation | Code: 0313449611; 4th Floor - Gia Thy Building, 158-158A Dao Duy Anh, Ward 9, Phu Nhuan District, Ho Chi Minh City | Product consumption |

1. Choose an audit company in 2024.

The Supervisory Board is given the right to proactively consider introducing functional units on the list of audit companies for listed companies recognized by the State Securities Commission.

1. Authorize the Board of Directors based on the business results of the first six months of the year to adjust the business plan for the last six months of 2024 to suit the actual situation.
2. Approve election results for members of the Board of Directors and the Supervisory Board for the 2024 - 2028 term. The positions of Chair of the Board of Directors, Chief of the Supervisory Board, and Board of Management of the Company are as follows:

List of candidates for the Board of Directors:

|  |  |
| --- | --- |
| No. | Full name |
| 1 | NGUYEN VAN SON |
| 2 | DU QUOC TRUNG |
| 3 | NGUYEN HUU QUANG |
| 4 | NGUYEN THI PHUONG QUYEN |
| 5 | NGUYEN VAN HIEU |

List of candidates elected to the Supervisory Board:

|  |  |
| --- | --- |
| No. | Full name |
| 1 | NGUYEN THE DO |
| 2 | PHAM VAN HAU |
| 3 | LUU THANH BINH |

List of Chair of the Board of Directors, Chief of the Supervisory Board and the Company's Executive Board:

|  |  |  |  |
| --- | --- | --- | --- |
| No. | Full name | Position | Notes |
| 1 | DU QUOC TRUNG | Chair of the Board of Directors |  |
| 2 | PHAM VAN HAU | Chief of the Supervisory Board |  |
| 3 | NGUYEN VAN SON | General Manager | Legal Representative |
| 4 | NGUYEN VAN HIEU | Deputy General Manager |  |
| 5 | TRAN THI CANH | Chief Accountant |  |

The General Meeting of Shareholders unanimously agreed to approve the list of the Board of Directors, the Supervisory Board, positions of Chair of the Board of Directors, Chief Head of the Supervisory Board and the Board of Management.

The General Mandate was approved at 12:15 p.m. on April 26, 2024.