**HPI: Annual General Mandate 2024**

On April 26, 2024, Hiep Phuoc Industrial Park Joint Stock Company announced General Mandate No. 06/2024/NQ-HIPC-DHDCDTN as follows:

Article 1: Approve the Audited Financial Statements for the year 2023 of the Company according to the contents of Proposal No. 01/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 2: Approve the Audited Report on the progress of using proceeds obtained from the additional share issuance from November 7, 2016 to December 31, 2023 according to the contents of Proposal No. 01/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 3: Approve Report No. 11/2024/BC-HIPC-TGD dated March 14, 2024 of the General Manager on the Business Performance in 2023 according to the contents of Proposal No. 02/2024/TTr-HIPC-HDQT dated April 3, 2024.

Business results in 2023:

Unit: Million VND

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Contents | Results 2022 | Plan 2023  | Results 2023  | Results 2023/Results 2022  | Results 2023 /Plan 2023  |
| 1 | Total revenue | 188,061 | 143,103 | 136,775 | 73% | 96% |
|  | * Land lease phase 1
 | 1,898 | 1,751 | 3,419 | 180% | 195% |
|  | * Land lease phase 2
 | 64,899 | 6,145 | 3,645 | 6% | 59% |
|  | * Clean water supplying
 | 46,606 | 50,642 | 46,675 | 100% | 92% |
|  | * Wastewater treatment
 | 24,992 | 25,750 | 25,423 | 102% | 99% |
|  | * Industrial dormitory
 | 4,389 | 4,559 | 4,424 | 101% | 97% |
|  | * Other services
 |  | 302 | 79 |  | 26% |
|  | * Revenue income
 | 42,183 | 51,130 | 110,737 | 263% | 217% |
|  | * Other incomes
 | 3,094 | 2,825 | 3,383 | 109% | 120% |
|  | * Land recovery
 |  |  | (61,010) |  |  |
| 2 | Total cost of goods sold | 122,858 | 71,722 | 34,644 | 28% | 48% |
|  | * Land lease phase 1
 | 607 | 502 | 608 | 100% | 121% |
|  | * Land lease phase 2
 | 66,185 | 6,145 | 2,623 | 4% | 43% |
|  | * Clean water supplying
 | 46,022 | 45,638 | 38,609 | 84% | 85% |
|  | * Wastewater treatment
 | 6,506 | 14,906 | 8,053 | 124% | 54% |
|  | * Industrial dormitory
 | 3,538 | 4,272 | 3,167 | 90% | 74% |
|  | * Other expenses
 |  | 260 |  |  |  |
|  | * Adjustment due to land recovery
 |  |  | (18,416) |  |  |
| 3 | Total expenses | 32,505 | 44,756 | 34,672 | 107% | 77% |
|  | * Financial expense
 | (4,032) | - | (33) | 1% |  |
|  | * Selling expense
 | 4,094 | 4,464 | 2,952 | 72% | 66% |
|  | * General and administrative expense
 | 31,734 | 39,403 | 30,633 | 97% | 78% |
|  | * Other expenses
 | 709 | 889 | 1,120 | 158% | 126% |
| 4 | Profit before tax: | 32,698 | 26,624 | 67,459 | 206% | 253% |
| 5 | Corporate income tax | 0 | 0 | 0 |  |  |
| 6 | Profit after tax | 32,698 | 26,624 | 67,459 | 206% | 253% |

Article 4: Approve Report No. 14/2024/BC-HIPC-HDQT dated April 1, 2024 of the Board of Directors on the Performance in 2023 according to the contents of Proposal No. 02/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 5: Approve Report No. 01/2024/BC-HIPC-BKS dated March 20, 2024 of the Supervisory Board on the performance in 2023 according to the contents of Proposal No. 02/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 6: Approve the Profit Distribution Plan for 2023 according to the contents of Proposal No. 03/2024/TTr-HIPC-HDQT dated April 3, 2024.

Do not make allocations to funds and do not pay dividends for 2023.

Reason:

Accumulated retained earnings as of December 31, 2022: VND (445,729,073,729)

Undistributed profit after tax for the year as of December 31, 2023: VND 66,741,646,738

Accumulated profit after tax for the year as of December 31, 2023: VND (378,987,426,991)

Article 7: Approve the Report on the implementation of remuneration for the Board of Directors, Supervisory Board, and Company’s Secretariat in 2023 and the Plan for remuneration of the Board of Directors, Supervisory Board, and Company Secretariat in 2024 according to the contents of Proposal No. 04/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 8: Approve the Business Plan for 2024 according to the contents of Proposal No. 05/2024/TTr-HIPC-HDQT dated April 3, 2023.

Unit Million VND

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Contents | Plan 2023 | Results 2023 | Plan 2024 | Plan 2024/Results 2023 | Plan 2024/Plan 2023 |
| (1) | (2) | (3) | (4) | (5) | (6) = (5)/(4) | (7) = (5)/(3) |
| 1 | Total revenue | 143,103 | 136,775 | 133,978 | 98% | 94% |
| 2 | Total cost of goods sold | 71,722 | 34,644 | 66,676 | 192% | 93% |
| 3 | Total expenses | 44,756 | 34,672 | 43,142 | 124% | 96% |
| 4 | Profit before tax: | 26,624 | 67,459 | 24,160 | 36% | 91% |
| 5 | Corporate income tax | 0 | 0 | 0 |  |  |
| 6 | Profit after tax | 26,264 | 67,459 | 24,160 | 36% | 91% |

Article 9: Approve the selection of the audit company for the Financial Statements for the year 2024 according to the contents of Proposal No. 06/2024/TTr-HIPC-BKS dated March 12, 2024.

Article 10: Do not approve the Charter of Organization and Operation (7th amendment) according to the contents of Proposal No. 07/2024/TTr-HIPC-HDQT dated April 3, 2024.

Article 11: This General Mandate was approved by the Annual General Meeting 2024 of Hiep Phuoc Industrial Park Joint Stock Company with the percentage of voting shares in favor of 74.62% and takes effect from the date of signing and issuance.

All shareholders, members of the Board of Directors, members of the Supervisory Board, members of the Executive Board and departments, teams, stations under Hiep Phuoc Industrial Park Joint Stock Company are responsible for implementing this General Mandate.