**DSP: Annual General Mandate 2024**

On April 24, 2024, Phu Tho Tourist Service JSC announced General Mandate No. 03/2024/HDQT/NQ as follows:

‎‎Article 1. Approve the Report on business results in 2023 and business plan for 2024:

Business results in 2023:

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| No. | Item | Plan 2023 | Results 2023 | Results 2022 | Absolute difference (Results-Plan) | Absolute difference (Results-Same Period) | Compared to Plan (%) | Compared to that in the same period (%) |
| 1 | Net revenue (internal revenue included) | 277,001,821,139 | 223,065,585,282 | 228,596,061,867 | -53,936,235,857 | -5,530,476,585 | 80.53% | 97.58% |
|  | Net revenue (internal revenue excluded) | 265,356,821,139 | 212,215,149,864 | 221,630,897,374 | -53,141,671,275 | -9,415,747,510 | 79.97% | 95.75% |
| 2 | Cost of goods sold | 287,286,527,824 | 245,241,455,185 | 268,393,318,827 | -42,045,072,639 | -23,151,863,642 | 85.36% | 91.37% |
| 3 | Gross profit from goods sales and services provision | -10,284,706,685 | -22,175,869,903 | -39,797,256,960 | -11,891,163,218 | 17,621,387,057 | 46.38% | 179.46% |
| 4 | Selling expense | 9,112,506,417 | 7,139,776,298 | 7,082,485,777 | -1,972,730,119 | 57,290,521 | 78.35% | 100.81% |
| 5 | General and administrative expense | 36,384,003,225 | 31,955,834,928 | 32,735,640,580 | -4,428,168,297 | -779,805,652 | 87.83% | 97.62% |
| 6 | Profit from business activities | -55,781,216,327 | -61,271,481,129 | -79,615,383,317 | -5,490,264,802 | 18,343,902,188 | 91.04% | 129.94% |
| 7 | Profit from financial activities | 58,539,772,816 | 62,855,272,789 | 37,689,462,262 | 4,315,499,973 | 25,165,810,527 | 107.37% | 166.77% |
| 8 | Other profits | 45,490,608 | 748,569,189 | 331,169,902 | 703,078,581 | 417,399,287 | 1645.55% | 226.04% |
| 9 | Total profit before tax | 2,804,047,097 | 2,332,360,849 | -41,594,751,153 | -471,686,248 | 43,927,112,002 | 83.18% | - |

In which:

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| No. | Unit | Target | Plan 2023 | Results 2023 | Results 2022 | Absolute difference (Results-Plan) | Absolute difference (Results-Same Period) | Compared to Plan (%) | Compared to that in the same period (%) |
| 1 | Dam Sen Park | Net revenue | 232,501,111,996 | 172,814,571,045 | 193,188,185,875 | (59,686,540,951) | (20,373,614,830) | 74.3% | 89.5% |
| Profit before tax | (33,793,655,664) | (43,352,957,301) | (59,301,767,012) | (9,559,301,637) | 15,948,809,711 | 78.0% | 136.8% |
| 2 | Phu Tho Hotel | Net revenue | 9,153,459,729 | 7,585,443,962 | 6,305,366,754 | (1,568,015,767) | 1,280,077,208 | 82.9% | 120.3% |
| Profit before tax | 457,907,017 | (841,856,030) | (1,786,326,359) | (1,299,763,047) | 944,470,329 |  | 212.2% |
| 3 | Vam Sat Tourist Area | Net revenue | 9,136,050,297 | 8,343,653,623 | 7,554,938,066 | (792,396,674) | 788,715,557 | 91.3% | 110.4% |
| Profit before tax | (1,156,790,609) | (2,144,078,685) | (2,373,289,136) | (987,288,076) | 229,210,451 | 54.0% | 110.7% |
| 4 | Tourist center | Net revenue | 26,211,199,117 | 34,321,916,652 | 21,547,571,172 | 8,110,717,535 | 12,774,345,480 | 130.9% | 159.3% |
| Profit before tax | 512,616,840 | 715,203,800 | (133,671,490) | 202,586,960 | 848,875,290 | 139.5% |  |
| 5 | Company Office | Net revenue |  |  |  |  |  |  |  |
| Profit before tax | (21,801,168,424) | (15,647,541,941) | (15,899,501,643) | 6,153,626,483 | 251,959,702 | 139.3% | 101.6% |
| Net revenue (internal revenue included) | | | 277,001,821,139 | 223,065,585,282 | 228,596,061,867 | (53,936,235,857) | (5,530,476,585) | 80.5% | 97.6% |
| Net revenue (internal revenue excluded) | | | 265,356,821,139 | 212,215,149,864 | 221,630,897,374 | (53,141,671,275) | (9,415,747,510) | 80.0% | 95.8% |
| Profit before tax | | | 2,804,047,097 | 2,332,360,849 | (41,594,751,153) | (471,686,248) | 43,927,112,002 | 83.2% | - |

‎‎Article 2. Approve the Report on the Supervisory Board’s activities in 2023.

‎‎Article 3. Approve the Proposal on the Audited Financial Statements 2023 by AASC Auditing Firm Company Limited.

‎‎Article 4. Approve the Proposal on business plan for 2024.

Unit: VND

|  |  |  |
| --- | --- | --- |
| No. | Content | Plan 2024 |
| 1 | Net revenue (internal revenue excluded) | 259,278,481,104 |
| 2 | Profit before tax | 3,087,404,099 |

‎‎Article 5. Approve the Proposal on remuneration for the Board of Directors and the Supervisory Board in 2023 and the plan to pay remuneration and operating expenses to them in 2024.

Plan to pay remuneration and operating expenses to the Board of Directors and the Supervisory Board in 2024 is as follows:

* The Board of Directors
* Total remuneration and operating expenses of the Board of Directors: VND1,008,000,000/year.
* The Supervisory Board
* Total remuneration and operating expenses of the Chief of the Supervisory Board: VND480,000,000/year.
* Total remuneration and operating expenses of members of the Supervisory Board: VND192,000,000/year.

The General Meeting of Shareholders authorized the Board of Directors to determine the payment method and approve the remuneration and operating expenses for each member of the Board of Directors and the Supervisory Board.

‎‎Article 6. Approve the Proposal on selecting an audit company for the Financial Statements 2024.

‎‎Article 7. Approve the Proposal on changing the business registration contents of Phu Tho Tourist Service JSC.

‎‎Article 8. Terms of enforcement.

The Annual General Mandate 2024 of Phu Tho Tourist Service JSC was prepared, announced, and approved before all shareholders attending the Meeting at 11:11 a.m. on April 24, 2024.

This General Mandate takes effect from the date of its promulgation. Members of the Board of Directors, the Supervisory Board, the Board of Management, and departments and units of Phu Tho Tourist Service JSC are responsible for implementing this General Mandate as per the provisions of law and the Company’s Charter.