**DHN: Annual General Mandate 2024**

On June 26, 2024, Ha Noi Pharma Joint Stock Company announced the General Mandate as follows:

‎‎Article 1. Approve the report on the activities of the Board of Directors in 2023 and the direction for 2024.

‎‎Article 2. Approve the report on the activities of the Supervisory Board in 2023 and the direction for 2024.

‎‎Article 3. Approve the report on the results of production and business activities in 2023 and the production and business plan for 2024:

Result 2023

Unit: VND

|  |  |  |  |
| --- | --- | --- | --- |
| Content | Results 2023 | Plan 2023 | Completion of the business plan in 2023 |
| Revenue from goods sale | 89,968,716,872 | 85,983,777,691 | 105% |
| In which: |  |  |  |
| * Production and business of pharmaceuticals.
 | 87,770,255,205 | 83,513,595,874 | 105% |
| * Other business activities (outsourcing, medical equipment).
 | 126,382,888 | 500,000,000 | 25% |
| * Service
 | 2,072,078,779 | 1,970,181,817 | 105% |
| Gross profit | 33,788,725,475 | 33,440,139,508 | 101% |
| Revenue from financial activities | 3,944,890,452 | 3,785,280,447 | 104% |
| Sale expenses and general and administrative expense | 18,066,949,261 | 19,113,531,067 | 95% |
| Profit before tax from business activities | 19,666,666,666 | 18,111,888,888 | 109% |
| Profit after tax | 15,355,876,732 | 14,289,511,110 | 107% |
| Dividend rate | 20% | 19% | 105% |

Plan 2024

|  |  |  |  |
| --- | --- | --- | --- |
| Content | Results 2023 | Plan 2024 | Rate (%) |
| Revenue from goods sale | 89,968,716,872 | 85,452,266,817 | 94.98% |
| In which: Production | 87,770,255,205 | 83,470,485,000 | 95.10% |
| Other business activities (outsourcing, medical equipment) | 126,382,888 | 200,000,000 | 158.25% |
| Services (warehouse rental, electricity, scrap materials, etc.) | 2,072,078,779 | 1,781,781,817 | 85.99% |
| Profit after tax from production and business operations. | 19,666,666,666 | 18,333,333,333 | 93.22% |
| Profit after tax | 15,355,876,732 | 14,208,586,666 | 92.53% |
| Dividends | 20% | 20% | 100% |

‎‎Article 4. Approve the Proposal for the Audited Financial Statements 2023.

‎‎Article 5. Approve the remuneration plan in 2023 and the remuneration plan in 2024 of the Board of Directors and the Supervisory Board.

‎‎Article 6. Approve the Proposal for profit distribution in 2023 and the profit distribution plan in 2024:

Profit distribution in 2023

(Unit: VND)

|  |  |  |  |
| --- | --- | --- | --- |
| No.  | Targets | Plan 2023 (approved by the General Meeting of Shareholders) | Results in 2023 |
| Rate (%) | Amount | Rate (%) | Amount |
| 1 | Retained profit of previous year |  | 3,289,827,777 |  | 2,806,227,777 |
| 2 | Profit after tax this year |  | 14,289,511,110 |  | 15,355,876,732 |
| 3 | Total profit |  | 17,579,338,887 |  | 18,162,104,509 |
| 4 | Dividend payment |  |  |  |  |
| 4.1 | Dividend rate |  | 19% |  | 20% |
| 4.2 | Dividend payment |  | 11,952,710,000 |  | 12,581,800,000 |
| 5 | Appropriation for bonus and welfare fund | 3% of profit after tax | 429,000,000 | 3% of profit after tax | 460,000,000 |
| 6 | Investment and Development fund | 5% of profit after tax | 714,000,000 | 5% of profit after tax | 770,000,000 |
| 7 | Reward fund for exceeding the business plan |  | - | 20% of profit exceeding the plan. | 213,000,000 |
| 9 |  |  | 4,483,628,887 |  | 4,137,304,509 |

(\*) The "Retained profit from previous year" target as per Proposal No. 03/AGM-STC - 2023 dated May 16, 2023, was approved by the Annual General Meeting of Shareholders on June 6, 2023, excluding VND483,600,000, which is the amount of money appropriated for the fund for exceeding the business plan 2022. The fund for exceeding the business plan 2022 has been recognized and disbursed to members of the Board of Directors, the Supervisory Board, the Executive Board, and key management personnel as per Decision No. 17/QD-HDQT dated March 18, 2023, by the Board of Directors. This was reported to the Annual General Meeting of Shareholders in Proposal No. 02/DHDC TN- 2023 dated May 16, 2023, and approved by the Annual General Meeting of Shareholders on June 6, 2023.

Profit distribution plan for 2024

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No.  | Item | Plan 2024 | Results 2023  | Difference |
| Rate (%) | Plan 2024 | +/- | % |
| 1 | Retained profit of previous year |  | 4,137,304,509 | 2,806,227,777 | 1,331,076,732 | 47% |
| 2 | Profit after tax this year |  | 14,208,586,666 | 15,355,876,732 | (1,147,290,066) | -7% |
| 3 | Total profit |  | 18,345,891,175 | 18,162,104,509 | 183,786,666 | 1% |
| 4 | Dividend payment |  |  |  |  |  |
| 4.1 | Dividend rate |  | 20% | 20% |  |  |
| 4.2 | Dividend payment |  | 12,581,800,000 | 12,581,800,000 | - | 0% |
| 5 | Appropriation for bonus and welfare funds (\*\*) | 5% of profit after tax | 710,000,000 | 460,000,000 | 250,000,000 | 54% |
| 6 | Investment and Development fund. | 5% of profit after tax | 710,000,000 | 770,000,000 | (60,000,000) | -8% |
| 7 | Reward fund for exceeding the business plan | 20% of profit exceeding the plan | - | 213,000,000 | (213,000,000) | 100% |
| 9 | Profit remained for the next year |  | 4,344,091,175 | 4,137,304,509 | 206,786,666 | 5% |

(\*\*) Increase the appropriation for reward fund, and welfare plan in 2024 from 3% of net profit after tax (implemented in 2023) to 5% of net profit after tax; including: Reward fund at 3% of net profit after tax (equivalent to the implemented in 2023) and Welfare Fund at 2% of net profit after tax, additional expenditures for employee welfare, and company staff.

‎‎Article 7. Approve the Proposal for selecting the audit company for the Financial Statements 2024.

‎‎Article 8. Terms enforcement:

The full text of this General Mandate was approved at the Annual General Meeting 2024 of Ha Noi Pharma Joint Stock Company during the meeting and is effective from June 26, 2024.

The Board of Directors, the Supervisory Board, and the Executive Board are responsible for implementing this General Mandate and ensuring compliance with legal regulations and the Company's operational charter.

The meeting concluded at 11:00 a.m. on the same day.