**BLI: Annual General Mandate 2024**

On June 27, 2024, Bao Long Insurance Corporation announced the General Mandate as follows:

‎‎Article 1. Approve the Regulations on convening the Annual General Meeting 2024.

‎‎Article 2. Approve Proposal No. 12/2024/TT-HDQT dated June 06, 2024 by the Board of Directors on business results in 2023 and Audited Financial Statements 2023

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| Target | Plan 2023 (Million VND) | Results in 2023 (Million VND) | % Plan completion |
| Insurance fee | 1,610,000 | 1,520,822 | 94% |
| Ceding fee | (426,325) | (408,106) |  |
| Increase/(decrease) in fee reserve | (22,233) | 15,628 |  |
| Commissions from ceding and other revenue | 114,307 | 129,467 |  |
| Net revenue from insurance activities | 1,275,749 | 1,257,810 | 99% |
| Compensation expenses (including appropriation for compensation provision) | (593,860) | (632,143) |  |
| Collection of ceding compensation | 208,539 | 202,331 |  |
| Increase/(decrease) in large fluctuation reserve | (11,837) | (11,127) |  |
| Other expenses of insurance business activities | (619,726) | (581,192) |  |
| - Expenses for commissions | (166,735) | (192,282) |  |
| - Other expenses of insurance business activities | (452,991) | (388,910) |  |
| Total expenses of insurance business activities | (1,016,883) | (1,022,131) |  |
| Gross profit from insurance business activities | 258,866 | 235,680 | 91% |
| Profit from financial activities | 103,900 | 119,843 | 115% |
| General and administrative expense | (263,086) | (244,743) |  |
| Net profit from business activities | 99,680 | 110,779 | 111% |
| Other profits | - | 239 |  |
| Total profit before tax | 99,680 | 111,019 | 111% |

‎‎Article 3. Approve Proposal No. 19/2024/TT-HDQT dated June 12, 2024 by the Board of Directors on profit distribution plan 2023.

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| No. | Target | Amount (VND) | Explanation |
| 1 | Profit before tax | 111,018,609,228 |  |
| 2 | Corporate income tax from business activities | 22,081,203,053 |  |
| 3 | Profit after tax | 88,937,406,175 | = (1) - (2) |
| 4 | Appropriation for compulsory reserve fund | 4,446,870,309 | = (3) \* 5% |
| 5 | Retained profit after appropriation for mandatory reserve fund | 84,490,535,866 | = (3) - (4) |
| 6 | Remuneration for the Board of Directors and the Supervisory Board in 2023 | 1,254,870,309 | Implemented according to Proposal No. 18/2024/TT-HDQT dated June 12, 2024 |
| 7 | Retained profit | 83,235,665,557 | = (5) - (6) |

‎‎Article 4. Approve Proposal No. 14/2024/TT-HDQT dated June 06, 2024 by the Board of Directors on the business plan 2024 (Removing the content of Section IV: Authorization to the Board of Directors).

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| Target | Results in 2023 (Million VND) | Plan 2024 (Million VND) | Growth (%) |
| Insurance fee | 1,520,822 | 1,530,000 | 0.60% |
| Ceding fee | (408,106) | (374,402) |  |
| Increase/(decrease) in fee reserve | 15,628 | (13,743) |  |
| Commissions from ceding and other revenue | 129,466 | 116,549 |  |
| Net revenue from insurance activities | 1,257,810 | 1,258,404 | 0.05% |
| Compensation expenses (including appropriation for compensation provision) | (632,143) | (596,700) |  |
| Collection of ceding compensation | 202,331 | 161,218 |  |
| Increase/(decrease) in large fluctuation reserve | (11,126) | (6,040) |  |
| Other expenses of insurance business activities | (581,192) | (564,854) |  |
| - Expenses for commissions | (192,282) | (214,200) |  |
| - Other expenses of insurance business activities | (388,910) | (350,654) |  |
| Total expenses of insurance business activities | (1,022,131) | (1,006,377) |  |
| Gross profit from insurance business activities | 235,680 | 252,028 | 6.94% |
| Profit from financial activities | 119,843 | 75,700 | (36.8%) |
| General and administrative expense | (244,743) | (246,678) |  |
| Net profit from business activities | 110,780 | 81,050 | (26.8%) |
| Other profits | 239 | - |  |
| Total profit before tax | 111,019 | 81,050 | (27.0%) |

‎‎Article 5. Approve Proposal No. 18/2024/TT-HDQT dated June 12, 2024 by the Board of Directors on the remuneration plan for the Board of Directors and the Supervisory Board in 2024.

‎‎Article 6. Approve Report No. 02/2024/BC-HDQT dated June 06, 2024 by the Board of Directors on activities of the Board of Directors in 2023 and the plan 2024.

‎‎Article 7. Approve Report No. 14/2024/BC-BKS of the Supervisory Board on activities of the Supervisory Board in 2023 and the plan 2024.

‎‎Article 8. Approve Proposal No. 16/2024/TT-HDQT dated June 06, 2024 by the Board of Directors on selecting an independent audit company to audit the Financial Statements 2024.

‎‎Article 9. Approve Proposal No. 20/2024/TT-HDQT dated June 12, 2024 by the Board of Directors on the number of members of the Board of Directors for the term 2023-2028.

‎‎Article 10. Approve Proposal No. 23/2024/TT-HDQT dated June 20, 2024 by the Board of Directors on the dismissal of members of the Supervisory Board for the term 2023-2028.

‎‎Article 11. Approve Proposal No. 25/2024/TT-HDQT dated June 21, 2024 by the Board of Directors on the list of personnel nominated to join the Board of Directors and Supervisory Board for the term 2023-2028.

‎‎Article 12. Approve Proposal No. 22/2024/TT-HDQT dated June 12, 2024 by the Board of Directors on Regulations on nomination, candidacy, and election of members of the Board of Directors and the Supervisory Board for the term 2023-2028.

‎‎Article 13. Approve the results of the additional election of the Board of Directors for the term 2023-2028 as follows:

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| No. | Full name |
| 1 | Mr. Ha The Dinh |
| 2 | Ms. Nguyen Ho Thu Thuy |
| 3 | Ms. Trinh Thi Thanh |

‎‎Article 14.

Approve the results of the additional election of the Supervisory Board for the term 2023-2028 as follows:

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| No. | Full name |
| 1 | Mr. Nguyen Manh Hai |

‎‎Article 15.

This General Mandate takes effect from June 27, 2024. The General Meeting assigns the Board of Directors, Executive Board and relevant individuals to be responsible for implementing this General Mandate.

This General Mandate is published on Bao Long's website.