



**No.: 05/2016/TT- HĐQT**

*Ho Chi Minh City, 03 April 2017*

## THE 2015 ANNUAL GENERAL MEETING PROPOSAL

*Subject: The profit distribution for the fiscal year 2016*

*Pursuant to:*

- *The Law on Enterprises No.68/2014/QH13 issued by the National Assembly of the Socialist Republic of Vietnam on 26 November 2014 and the documents guiding the implementation of Law on Enterprise;*
- *The Law on Securities No.70/2006/QH11 issued by the National Assembly of the Socialist Republic of Vietnam on 29 June 2006 and Amendment, Law amending and supplementing a number of articles of Securities Law No.62./2010/QH12 issued by the National Assembly of the Socialist Republic of Vietnam on 24 November 2010 and some documents guiding the implementation of Securities Law;*
- *The tenth amendment of HSC Charter according to the AGM Resolution No.01/2016/NQ-ĐHĐCĐ dated 02 March 2017;*

Based on the Income Statement for the year 2016 of the Board of Management; report on the Company's activities of the Supervisory Board; the financial statements for the year 2016 audited by the independent audit firm and approved by The Board of Directors (*the "BOD"*); and the regulations on appropriation rate to funds as set forth in the Company's Charter, the BOD would like to submit the profit distribution plan to the Annual General Meeting of Shareholders (*the AGM"*) for your respective consideration and approval.

Profit after tax for the year 2016 is VND **304,530,981,303** the BOD would like to propose the profit distribution plan as follows:

*Unit: Vietnam dong*

| No  | ITEMS                                  | PERFORMANCE Y2016     |                 | PERFORMANCE Y2015     |                 |
|-----|--|-----------------------|-----------------|-----------------------|-----------------|
|     |  | % of profit after tax | AMOUNT (VND)    | % of profit after tax | AMOUNT (VND)    |
| I   | PROFIT BEFORE TAX                      |                       | 385,383,289,422 |                       | 271,500,191,481 |
| II  | PROFIT AFTER TAX                       | 100%                  | 304,530,981,303 | 100%                  | 213,310,100,261 |
| III | PROPOSED PROFIT AFTER TAX DISTRIBUTION | 93.47%                | 284,638,286,580 | 99.95%                | 213,207,524,078 |
| 1   | Appropriation to Equity Funds          | 20.00%                | 60,906,196,261  | 13.50%                | 28,796,863,535  |
|     | <i>Supplementary capital reserve</i>   | 5.00%                 | 15,226,549,065  | 5.00%                 | 10,665,505,013  |
|     | <i>Compulsory reserve fund</i>         | 5.00%                 | 15,226,549,065  | 5.00%                 | 10,665,505,013  |
|     | <i>Welfare and reward fund</i>         | 10.00%                | 30,453,098,130  | 3.50%                 | 7,465,853,509   |

| No | ITEMS  | PERFORMANCE Y2016     |                        | PERFORMANCE Y2015     |                        |
|----|--|-----------------------|------------------------|-----------------------|------------------------|
|    |  | % of profit after tax | AMOUNT (VND)           | % of profit after tax | AMOUNT (VND)           |
| 2  | Cash dividend payment  | 71.97%                | 219,164,125,600        | 85.25%                | 181,850,939,340        |
|    | <i>Interim dividend (5% of per value)</i>                                    | <i>20.88%</i>         | <i>63,577,684,000</i>  | <i>29.81%</i>         | <i>63,592,708,500</i>  |
|    | <i>Proposed final dividend (12% of per value) (*)</i>                        | <i>51.09%</i>         | <i>155,586,441,600</i> | <i>55.44%</i>         | <i>118,258,230,840</i> |
| 3  | Remuneration and budget for the Board of Directors and the Supervisory Board | 1.50%                 | 4,567,964,720          | 1.20%                 | 2,559,721,203          |
| IV | <b>RETAINED PROFIT (IV)=(II)-(III)</b>                                       | <b>6.53%</b>          | <b>19,892,694,723</b>  | 0.05%                 | 102,576,183            |
| V  | <b>RETAINED PROFITS OF AT THE BEGINNING OF THE YEAR</b>                      |                       | <b>361,590,912,211</b> |                       | <b>361,488,336,029</b> |
| VI | <b>TOTAL RETAINED EARNINGS AT THE END OF THE YEAR (VI)=(IV)+(V)</b>          |                       | <b>381,483,606,934</b> |                       | <b>361,590,912,211</b> |

(\*) Temporary figures and subject to the AGM's decision on the 2016 final dividend rate.

The BOD would like to submit to the AGM for your respective approval.

**For and on behalf of the Board of Directors  
CHAIRMAN**

**(signed and seal)**

**DO HUNG VIET**

**To:**

- As mentioned above;
- BOD Office for record