

**No.: 05/2018/TT- HDQT***Ho Chi Minh City, 09 April 2018*

## THE FY2017 ANNUAL GENERAL MEETING PROPOSAL

*Subject: FY2017 profit distribution plan**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 eleventh amendment of HSC Charter according to the AGM Resolution No.01/2017/NQ-ĐHĐCĐ dated 24 April 2017;*

Based on FY2017 Income Statement of the Board of Management; report on the Company's activities of the Supervisory Board; FY2017 Financial Statements audited by the independent audit firm to be approved by the Board of Directors (*the "BoD"*) and the regulations on appropriation rate to funds as set forth in HSC Charter, the BoD would like to submit FY2017 profit distribution plan to the Annual General Meeting of Shareholders (*"the AGM"*) for your respective consideration and approval.

The profit after tax for the fiscal year 2017 is VND **554,059,163,742**, the BoD would like to propose the profit distribution plan as follows:

*Unit: VND*

No	ITEMS	FY2017 PERFORMANCE		FY2016 PERFORMANCE	
		% of profit after tax	AMOUNT (VND)	% of profit after tax	AMOUNT (VND)
I	PROFIT BEFORE TAX		692,600,803,982		385,383,289,422
II	PROFIT AFTER TAX	100%	554,059,163,742	100%	304,530,981,303
III	PROPOSED PROFIT AFTER TAX DISTRIBUTION	65.21%	361,302,249,226	93.47%	284,638,286,580
1	Appropriation to Equity Funds	14.60%	80,893,588,970	20.00%	60,906,196,261
	<i>Supplementary capital reserve (*)</i>	2.30%	12,743,836,298	5.00%	15,226,549,065
	<i>Compulsory reserve fund (*)</i>	2,30%	12,743,836,298	5.00%	15,226,549,065
	<i>Welfare and reward fund</i>	10.00%	55,405,916,374	10.00%	30,453,098,130

No	ITEMS	FY2017 PERFORMANCE		FY2016 PERFORMANCE	
		% of profit after tax	AMOUNT (VND)	% of profit after tax	AMOUNT (VND)
2	Cash dividend payment	49.11%	272,097,772,800	71.97%	219,164,125,600
	<i>Interim dividend (6% of per value)</i>	14.03%	77,742,220,800	20.88%	63,577,684,000
	<i>Proposed final dividend (15% of per value) (**)</i>	35.08%	194,355,552,000	51.09%	155,586,441,600
3	Remuneration and budget for the Board of Directors and the Supervisory Board	1.50%	8,310,887,456	1.50%	4,567,964,720
<b>IV</b>	<b>RETAINED PROFIT (IV)=(II)-(III)</b>	<b>34.79%</b>	<b>192,756,914,516</b>	<b>6.53%</b>	<b>19,892,694,723</b>
<b>V</b>	<b>RETAINED PROFITS OF AT THE BEGINNING OF THE YEAR</b>		<b>381,483,606,934</b>		<b>361,590,912,211</b>
<b>VI</b>	<b>TOTAL RETAINED EARNINGS AT THE END OF THE YEAR (VI)=(IV)+(V)</b>		<b>574,240,521,450</b>		<b>381,483,606,934</b>

(\*) According to Circular 146/2014/TT-BTC issued on 06 October 2014, the Company is required to make annual appropriation to the Supplementary capital reserve and Compulsory reserve fund at 5% of the profit after tax of the Company for each reserve in each of its profitable year until the accumulated balance of each reserve reaches 10% of the Company's Charter capital. HSC only makes appropriation to the Supplementary capital reserve and Compulsory reserve fund at 2.3% in the fiscal year 2017.

(\*\*) Temporary figures depending to the AGM's decision on the FY2017 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

DO HUNG VIET

**To:**

- As mentioned above;
- BoD Office for record