CÔNG TY CỔ PHẦN NHỰA BÌNH MINH ***BINH MINH PLASTICS JOINT STOCK COMPANY*** **BM PLASCO** -----oOo-----	**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM** ***SOCIALIST REPUBLIC OF VIETNAM*** **Độc lập - Tự do - Hạnh phúc** ***Independence – Freedom – Happiness***

TP.HCM, ngày 26 tháng 4 năm 2022
HCMC, Apr.26th, 2022

NGHỊ QUYẾT/ *RESOLUTION*
ĐẠI HỘI CỔ ĐÔNG THƯỜNG NIÊN NĂM 2022
ANNUAL GENERAL MEETING OF SHAREHOLDERS 2022

Căn cứ/*Pursuant to*:

- Luật Doanh nghiệp số 59/2020/QH14 có hiệu lực từ ngày 01/01/2021;
  The Law on Enterprises No. 59/2020/QH14 effective from January 01st, 2021;
- Điều lệ tổ chức và hoạt động của Công ty Cổ phần Nhựa Bình Minh ("Điều lệ công ty");
  The Charter of Binh Minh Plastics Joint Stock Company (the "Charter");
- Kết quả biểu quyết của Đại hội cổ đông thường niên năm 2022 (ĐHCĐ) vào ngày 26/04/2022,
  The voting results at the Annual General Meeting of shareholders (the "AGM") convened on Apr.26th, 2022,

ĐHCĐ Công ty Cổ phần Nhựa Bình Minh nhất trí thông qua Nghị quyết của ĐHCĐ 2022 với các nội dung chính như sau:
The AGM approves the Resolution of the AGM 2022 with contents as below:

1. **Vấn đề 1: Báo cáo tài chính và Báo cáo hoạt động năm 2021.**
   Proposal 1: The financial statements and business performance 2021.

   ĐHCĐ nhất trí thông qua Báo cáo tài chính năm 2021 đã được kiểm toán và các báo cáo hoạt động trong năm 2021 đã được trình bày trong ĐHCĐ, bao gồm Báo cáo của Hội đồng quản trị (HĐQT), Báo cáo của Tổng Giám đốc, Báo cáo của Ban Kiểm soát (BKS), trong đó các chỉ tiêu thực hiện chủ yếu như sau/ *The AGM ratifies the audited financial statements and the business performance 2021 represented at the AGM, including the Reports from The Board of Directors (BOD), General Director, and Control Board with following key indicators:*

   - Doanh thu/ *Revenue*: **4.564.938.031.907** đồng/ *VND.*
   - Lợi nhuận trước thuế/ *Profit before tax*: **268.200.896.745** đồng/ *VND.*
   - Lợi nhuận sau thuế/ *Profit after tax*: **214.376.817.966** đồng/ *VND.*

Đồng ý/ For:	*65.857.620 cổ phần/ share,*	*tỷ lệ/ ratio:*	*100,00%*
Không đồng ý/ Against:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

2. **Vấn đề 2: Kế hoạch phân phối lợi nhuận năm 2021.**
   Proposal 2: The appropriation of distributable profit 2021.

   ĐHCĐ nhất trí thông qua kế hoạch phân phối lợi nhuận và chi trả cổ tức của Công ty trong năm 2021 như sau/ *The AGM agrees with the appropriation of distributable profit and dividend as below:*

Đơn vị tính/ *Unit*: đồng/ *VND*.

TT ***No.***	**Hạng mục/ *Contents***	**Năm/ *Year* 2021** **(Đồng/ *VND*)**	**Tỷ lệ (%) LNST/** ***Ratio (%) on profit after tax***
1.	Tổng lợi nhuận sau thuế (LNST). *Profit after tax.*	**214.376.817.966**	100
2.	Chia cổ tức bằng tiền mặt tương đương 99,3% lợi nhuận sau thuế (2.600 đồng/CP), trong đó: *Cash dividend, equivalent to 99,3% of Profit after tax (2.600 vnd/share), including:* - Đã tạm ứng đợt 1 (1.250 đồng/CP) *First interim dividend (1.250 vnd/share)* - Dự kiến chi đợt 2 (1.350 đồng/CP) *The 2 expected dividend (1.350 vnd/share)*	**212.838.438.800** 102.326.172.500 110.512.266.300	99,3
3.	Trích thưởng năm 2021 cho HĐQT và BKS. Trong đó: *For bonus 2021 of the BOD and Control Board, in details:* - HĐQT/ *BOD* - BKS/ *Control Board*	**2.143.768.200** 1.715.014.560 428.753.640	1
4.	Tổng cộng/ *Total* (2) + (3)	**214.982.207.000**	100,3
5.	Bổ sung từ lợi nhuận chưa phân phối các năm trước. *Added from the retained earnings.*	605.889.034	0,3

Đồng ý/ For: *65.857.620 cổ phần/ share,* *tỷ lệ/ ratio:* *100,00%*
Không đồng ý/ Against: *0 cổ phần/ share,* *tỷ lệ/ ratio:* *0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain: *0 cổ phần/ share,* *tỷ lệ/ ratio:* *0,00%*

3. **<u>Vấn đề 3:</u> Kế hoạch sản xuất kinh doanh và đầu tư năm 2022.**
<u>Proposal 3:</u> The business and investment plan 2022.

ĐHCĐ nhất trí thông qua những chỉ tiêu chủ yếu của Kế hoạch sản xuất kinh doanh và đầu tư năm 2022 của Công ty như sau/ *The AGM concurs with the key indicators of the business and investment plan 2022:*

- Doanh thu/ *Revenue*: 5.680.000.000.000 đồng/ *VND*.
- Lợi nhuận trước thuế/ *Profit before tax*: 560.000.000.000 đồng/ *VND*.
- Lợi nhuận sau thuế/ *Profit after tax:* 448.000.000.000 đồng/ *VND*.
- Kế hoạch đầu tư/ *Investment*: 104.000.000.000 đồng/ *VND*.

Đồng ý/ For: *65.857.620 cổ phần/ share,* *tỷ lệ/ ratio:* *100,00%*
Không đồng ý/ Against: *0 cổ phần/ share,* *tỷ lệ/ ratio:* *0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain: *0 cổ phần/ share,* *tỷ lệ/ ratio:* *0,00%*

4. **Vấn đề 4: Chính sách cổ tức 2022.**
<u>Proposal 4:</u> The dividend policy for 2022.

ĐHCĐ nhất trí thông qua Chính sách cổ tức cho năm 2022 là tối thiểu 50% trên lợi nhuận sau thuế/ *The AGM concurs with the dividend policy for 2022: Minimum 50% of profit after tax.*

Đồng ý/ For:	*65.857.620 cổ phần/ share,*	*tỷ lệ/ ratio:*	*100,00%*
Không đồng ý/ Against:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

5. <u>Vấn đề 5:</u> Thù lao năm 2022 cho HĐQT và BKS.
<u>Proposal 5:</u> The remuneration 2022 of the BOD and Control Board.

ĐHCĐ nhất trí thông qua mức thù lao cho HĐQT và Ban Kiểm soát năm 2022 như sau/ *The AGM approves the remuneration 2022 of the BOD and Control Board:*

- Thù lao cho HĐQT/ *Remuneration of the BOD*: 4.544.000.000 đồng/ *VND.*
- Thù lao cho BKS/ *Remuneration of the Control Board*: 1.136.000.000 đồng/ *VND.*

Đồng ý/ For:	*65.857.620 cổ phần/ share,*	*tỷ lệ/ ratio:*	*100,00%*
Không đồng ý/ Against:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

6. <u>Vấn đề 6:</u> Thông qua việc sửa đổi Quy chế Nội bộ về Quản trị Công ty.
<u>Proposal 6:</u> Approve the Internal Regulation on Corporate Governance.

ĐHCĐ nhất trí thông qua việc sửa đổi Quy chế nội bộ về quản trị Công ty theo phương án do HĐQT trình/ *The AGM approves the Internal regulation on corporate governance Amendment following the BOD's preparation:*

Đồng ý/ For:	*64.581.120 cổ phần/ share,*	*tỷ lệ/ ratio:*	*98,06%*
Không đồng ý/ Against:	*1.276.500 cổ phần/ share,*	*tỷ lệ/ ratio:*	*1,94%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

7. <u>Vấn đề 7:</u> Thông qua Quy chế hoạt động của HĐQT.
<u>Proposal 7:</u> Approve the Operation Regulation of BOD.

ĐHCĐ nhất trí thông qua việc sửa đổi Quy chế hoạt động của HĐQT theo phương án do HĐQT trình/ *The AGM approves the Operation regulation of BOD Amendment following the BOD's preparation:*

Đồng ý/ For:	*64.581.120 cổ phần/ share,*	*tỷ lệ/ ratio:*	*98,06%*
Không đồng ý/ Against:	*1.276.500 cổ phần/ share,*	*tỷ lệ/ ratio:*	*1,94%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

8. <u>Vấn đề 8:</u> Thông qua Quy chế hoạt động của BKS.
<u>Proposal 8:</u> Approve the Operation Regulation of Control Board.

ĐHCĐ nhất trí thông qua việc sửa đổi Quy chế hoạt động của Ban Kiểm soát theo phương án do Ban Kiểm soát trình / *The AGM approves the Operation regulation of Control Board Amendment following the Control Board's preparation:*

Đồng ý/ For:	*64.581.120 cổ phần/ share,*	*tỷ lệ/ ratio:*	*98,06%*
Không đồng ý/ Against:	*1.276.500 cổ phần/ share,*	*tỷ lệ/ ratio:*	*1,94%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

9. **<u>Vấn đề 9:</u> Thông qua việc giảm bớt 1 ngành nghề đã đăng ký kinh doanh "Kiểm tra và phân tích kỹ thuật".**
<u>Proposal 9:</u> Approve cancelling a registered business "Technical Testing and Analysis".

ĐHCĐ nhất trí thông qua việc giảm bớt 1 ngành nghề đã đăng ký kinh doanh "Kiểm tra và phân tích kỹ thuật" / *The AGM approves cancelling a registered business "Technical Testing and Analysis":*

Đồng ý/ For:	*65.857.620 cổ phần/ share,*	*tỷ lệ/ ratio:*	*100,00%*
Không đồng ý/ Against:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

10. **<u>Vấn đề 10:</u> Lựa chọn công ty kiểm toán.**
<u>Proposal 10:</u> Auditor election.

ĐHCĐ nhất trí lựa chọn đơn vị kiểm toán cho Công ty năm 2022 là: Công ty TNHH KPMG/ *The AGM approves to re-elect KPMG Limited as auditor in 2022.*

Đồng ý/ For:	*64.581.120 cổ phần/ share,*	*tỷ lệ/ ratio:*	*98,06%*
Không đồng ý/ Against:	*1.276.500 cổ phần/ share,*	*tỷ lệ/ ratio:*	*1,94%*
Ý kiến khác/ Không có ý kiến/ Abstain:	*0 cổ phần/ share,*	*tỷ lệ/ ratio:*	*0,00%*

Nghị quyết của ĐHCĐ đã được thông qua tại ĐHCĐ năm 2022 của Công ty Cổ phần Nhựa Bình Minh với kết quả biểu quyết như trên./ *The Resolution of AGM has been approved by the 2022 AGM of BMP with the above voting result.*

Nghị quyết có hiệu lực từ ngày 26/04/2022. HĐQT Công ty Cổ phần Nhựa Bình Minh có trách nhiệm tổ chức, lãnh đạo Công ty thực hiện các nội dung của Nghị quyết này/ *The Resolution takes effect from Apr.26th, 2022. The BOD of Binh Minh Plastics Joint Stock Company is responsible to organize and lead the Company in order to exercise the contents of this Resolution.*

Nghị quyết này được đăng tải trên trang thông tin điện tử của Công ty Cổ phần Nhựa Bình Minh, và được công bố thông tin đúng theo các quy định pháp luật và Điều lệ Công ty/ *This resolution will be posted on Binh Minh Plastics Joint Stock Company website, and disclosed according to legal regulations and the Company's Charter.*

TM. ĐẠI HỘI CỔ ĐÔNG/ *ON BEHALF OF THE AGM*
CHỦ TỌA/ *THE CHAIR*

M.S.D.N: 0301464823 - C.T.C.P * CÔNG TY CỔ PHẦN NHỰA BÌNH MINH * QUẬN 6 - T.P HỒ CHÍ MINH

Ông/*Mr.* Sakchai Patiparnpreechavud

BINH MINH PLASTICS JOINT STOCK COMPANY BMPLASCO -----o0o-----	**THE SOCIALIST REPUBLIC OF VIETNAM** *Independence - Freedom – Happiness*

Ho Chi Minh City, dated April 26th, 2022

MINUTES OF THE ANNUAL GENERAL MEETING OF SHAREHOLDERS 2022 OF BINH MINH PLASTIC COMPANY (BMP)

I/. Time

Call to order at 08:30 - April 26th, 2022.

II/. Venue

BMP head office - 240 Hau Giang Street, Ward 9, District 6, Ho Chi Minh City.

III/. Attendees

- **The Board of Directors (BOD) members:** 05/05 members attending:
  1. Mr. Sakchai Patiparnpreechavud - BOD Chairman
  2. Mr. Nguyen Hoang Ngan - The Vice BOD Chairman - The General Director of BMP.
  3. Mr. Chaowalit Treejak - BOD Member - Deputy General Director of Finance & Administration
  4. Mr. Poramate Larnroongroj - BOD Member
  5. Mr. Phan Khac Long - BOD Independent member.
- **The Control Board (CB)**: 03/03 members attending:
  1. Mr. Nguyen Thanh Thuan - Head of the CB.
  2. Mr. Praween Wirotpan – CB member.
  3. Mrs. Nguyen Luu Thuy Minh – CB member.
- **The Audit Service Company:**
  Representative: KPMG Vietnam Co. Ltd.
- **The attendance of shareholders at the opening time of AGM:**

Number of attending shareholders:	*72 investors*
Number of attending shares:	*64.902.530 shares*
Proportion of shares:	*79,28 %*

IV/. Progress and contents of the AGM

A. OPENING THE AGM

- Organizer introduced the Presidium of the AGM, including 03 members:
  1. Mr. Sakchai Patiparnpreechavud - BOD Chairman - The Chair of the Annual General Meeting of Shareholders (AGM) 2022.
  2. Mr. Nguyen Hoang Ngan - The Vice BOD Chairman - The General Director of BMP.
  3. Mr. Phan Khac Long - BOD Independent member.

The list of the Presidium was approved by voting at the AGM with result:

For	:	*64.902.530 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

- Organizer introduced the Secretary of the AGM with 2 members:
  1. Mrs. Nguyen Ngoc Linh
  2. Mrs. Le Ngoc Thanh Truc

  The list of the Secretariat was approved by voting at the AGM with result:

  For : 64.902.530 shares, ratio: 100,00%
  Against : 0 shares, ratio: 0,00%
  Abstain : 0 shares, ratio: 0,00%

B. APPROVING THE AGENDA AND REGULATION OF THE AGM.

- **Mr. Phan Khac Long - Presidium**: Introduced the Agenda of the AGM.

  The AGM approved the agenda with result:

  For : 64.902.530 shares, ratio: 100,00%
  Against : 0 shares, ratio: 0,00%
  Abstain : 0 shares, ratio: 0,00%

- **Mr. Bong Hoa Viet:** On behalf of the organizers, introduced the Regulation of the AGM.

  The AGM approved the regulation with result:

  For : 64.902.530 shares, ratio: 100,00%
  Against : 0 shares, ratio: 0,00%
  Abstain : 0 shares, ratio: 0,00%

C. REPORT ON THE BUSINESS PERFORMANCE 2021 OF THE BOD AND GENERAL DIRECTOR

- **Mr. Nguyen Hoang Ngan - The Vice BOD Chairman - The General Director of BMP:** On behalf of the BOD, presented the Report of the BOD on operation results in 2021:
  - Evaluation of the BOD on the Company's activities;
  - Evaluation of the BOD on the BOD's activities;
  - Evaluation of independent BOD's member;
  - Evaluation of the BOD on the Company's Board of Management;
  - Orientation of the BOD on vision and development strategy.
- **Mr. Nguyen Hoang Ngan - The Vice BOD Chairman - The General Director of BMP:** On behalf of the General Director, presented the report of the Boad of Management:
  - Advantages and difficulties in 2021.
  - Business results and investment in 2021.

No	ITEMS	UNIT	PLAN 2021	ACTUAL		RATIO (%)	
				2021	2020		
A	*B*	*C*	*1*	*2*	*3*	*4=2/1*	*5=2/3*
1	Revenue	Bil VND	5.200	4.565	4.700	88	97
2	Sales volume	Ton	115.000	92.565	110.574	81	84
3	Profit before tax	Bil VND	657	268	657	41	41
4	Profit after tax	Bil VND	523	214	523	41	41
5	Investment	Bil VND	257	197		77	

- Evaluation of executive activities.
- Evaluation of the main factors affecting profit in 2021.
- Business and investment plan in 2022:

No	ITEMS	UNIT	PLAN 2021
A	*B*	*C*	*D*
1	Revenue	Bil VND	5.680
2	Sales volume	Ton	101.570
3	Profit before tax	Bil VND	560
4	Profit after tax	Bil VND	448
5	Investment	Bil VND	104
6	Dividend	%	At least 50% on profit after tax

D. REPORT OF THE CONTROL BOARD

- **Mr. Nguyen Thanh Thuan - Head of the CB:** Reported the CB's activities in 2021 and remuneration report of the BOD and CB.
  - Information about the CB members;
  - Activities of the CB;
  - Results of the inspection and supervision towards operations:
    - The implementation of Resolution of the AGM in 2021;
    - Activities of the BOD, Board of Management and shareholders;
    - Coordination amidst the CB, the BOD and Board of Management;
    - Verification of Financial Statements and other activities.
  - Operation plan of the CB in 2022.
  - Remuneration of the BOD and CB.

E. APPROVAL FOR THE PROPOSAL

The Presidium announced the number of shareholders, the number of shares and the proportion of attending shares at the present time:

Number of attending shareholders: 87 investors
Number of attending shares: 65.857.620 shares
Proportion of shares: 80,45% %

❖ **Mr. Nguyen Hoang Ngan - Presidium:** Presented and asked for the approval of each proposal as below:

1. **<u>Proposal 1:</u> The financial statements and business performance in 2021.**
The AGM acknowledged and ratified the audited financial statements and the business performance 2021 represented at the AGM with following key indicators:

- Revenue : 4.564.938.031.907 VND;
- Profit before tax : 268.200.896.745 VND;
- Profit after tax : 214.376.817.966 VND.

Details in audited Financial Statements 2021 and Business Activity Reports presented in the Annual Report 2021.

Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

2. **<u>Proposal 2:</u> The appropriation of distributable profit 2021.**
The AGM approved the appropriation of distributable profit and dividend as below:

Unit: VND.

Items	Contents	Year 2021 (VND)	Ratio (%)
1.	Total profit after tax	**214.376.817.966**	100
2.	Cash dividend, equivalent to 99,3% of profit after tax (2.600 vnd/share), including: - First interim dividend (1.250vnd/share) - Second expected dividend (1.350 vnd/share)	**212.838.438.800** 102.326.172.500 110.512.266.300	99,3
3.	Remuneration 2021 of the BOD and CB, in details: - BOD - CB	**2.143.768.200** 1.715.014.560 428.753.640	1
4.	Total (2) + (3)	**214.982.207.000**	100,3
5.	Added from the retained earnings.	**605.889.034**	0,3

Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

3. **<u>Proposal 3</u>: The business and investment plan 2022.**
The AGM approved key indicators of the business & investment Plan 2022 as below:

- Revenue : 5.680.000.000.000 VND
- Profit before tax : 560.000.000.000 VND
- Profit after tax : 448.000.000.000 VND
- Investment : 104.000.000.000 VND

Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

4. **<u>Proposal 4</u>: The dividend policy for 2022.**
The AGM approved the dividend policy for 2022 is Minimum 50% of profit after tax.
Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

5. **Proposal 5: The remuneration 2022 of the BOD and CB.**
The AGM approved the remuneration 2022 of the BOD and SB as below:
    - Remuneration for BOD : 4.544.000.000 VND.
    - Remuneration for the CB : 1.136.000.000 VND.

Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

6. **Proposal 6: Internal Regulation on Corperate Governance.**
The AGM approved the Internal regulation on corperate governance amendment proposed by the BOD. Details in the announced Corperate governance amendment.
Voting results:

For	:	*64.581.120 shares,*	*ratio: 98,06%*
Against	:	*1.276.500 shares,*	*ratio: 1,94%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

7. **Proposal 7: Operation regulation of BOD amendment.**
The AGM approved the Operation regulation of BOD amendment proposed by the BOD. Details in the announced Operation regulation of BOD amendment.
Voting results:

For	:	*64.581.120 shares,*	*ratio: 98,06%*
Against	:	*1.276.500 shares,*	*ratio: 1,94%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

8. **Proposal 8: Operation regulation of Control Board amendment.**
The AGM approved the Operation regulation of Control Board amendment proposed by the CB. Details in the announced Operation regulation of CB amendment.
Voting results:

For	:	*64.581.120 shares,*	*ratio: 98,06%*
Against	:	*1.276.500 shares,*	*ratio: 1,94%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

9. **Proposal 9: Cancelling a registered business "Technical Testing and Analysis".**
The AGM approved cancelling a registered business "Technical Testing and Analysis".
Voting results:

For	:	*65.857.620 shares,*	*ratio: 100,00%*
Against	:	*0 shares,*	*ratio: 0,00%*
Abstain	:	*0 shares,*	*ratio: 0,00%*

10. <u>Proposal 10:</u> Auditor election

The AGM approved to re-elect KPMG Limited as auditor in 2022:

Voting results:

For	:	*64.581.120 shares,*	*ratio:*	*98,06%*
Against	:	*1.276.500 shares,*	*ratio:*	*1,94%*
Abstain	:	*0 shares,*	*ratio:*	*0,00%*

F. DISCUSSION, Q&A AND APPROVAL FOR THE PROPOSAL

1. Shareholder code 3172 - Cathay Vietnam Life Insurance Company Limited (owning 50,000 shares) asked:

- *Revenue structure in Quarter 1 and the entire year 2022.*
- *The ability to transform expenses into selling prices, particularly in public investment projects and water plant expansion.*
- *In 2022, will it be possible to stabilize raw material supply in the face of rising basic chemical prices and problematic logistics situation especially for products which require raw material that major partners do not have in Vietnam such as HDPE and PPR?*

Mr. Nguyen Hoang Ngan - General Director answered:

- *In terms of revenue structure, around 90% of the Company's pipes and fittings are made of PVC, with the remaining 10% made of other materials such as HDPE and PPR, which are divided into three groups. In addition to the company's major products, there is a product group that accounts for a relatively minor percentage of sales, which is plastic sprayers. As a result, the revenue structure for the first quarter and the entire year of 2022 remains consistent with the three categories listed above. Although HDPE and PPR products have had a little faster growth rate in recent years, the absolute value of quantity and revenue has not changed.*
- *Whether the Company has the ability to convert costs into selling prices (can increase prices or not) depends greatly on the actual demand of the market. In the history of the plastic industry and Binh Minh Plastics, there has never been a price increase as many times as in 2021 and at this moment there is absolutely no reason for the Company to make the next price increase since the company's competitiveness will deteriorate in comparison to its competitors.*
- *The majority of the major manufacturers are scrutinizing one another, particularly during this period, to see how Binh Minh Plastic increases and decreases in order to balance their prices.*
- *Given the market's movements, the first quarter's outcomes, and the price movement of input materials in 2022, the Company has not yet made any plans for the conversion of costs to selling prices. If the company increases the selling price, the*

competitiveness will be worse which will affect revenue and output, and the desired profit will not be obtained if only the selling price element is targeted.

- *When cost is converted to selling price for public investment projects and water plant development projects, there is only possibility of price reduction, no chance to increase price. The company has a relatively good profit mainly from the construction segment, but with the mandatory bidding segment, the more public projects it participates in, the less profit it makes, even though it is possible to seek for more quantity.*
- *In terms of raw material supply: Besides the support from the Group, the Company has opportunities to access the domestic raw material supply such as TPC Vina, AGC. In addition, the Company has also expanded the supply from TPC Thailand, AGC Indo, Japan, Korea to be able to expand the scope of raw material supply.*

2. ***Shareholder code 2888 – Securities Joint Stock Company of Bank for Investment and Development of Vietnam (owns 199,174 shares) asked:***

- *What is the company's policy regarding price increases and decreases? Does the company's price adjustment policy keep up with the increase/decrease in PVC prices?*
- *How does the company evaluate input materials, specifically PVC, in 2022? Does the company have a risk management policy on inventory when PVC prices fluctuate , as they have recently?*

Mr. Nguyen Hoang Ngan - General Director answered:

- *Regarding the Company's policy of increasing and decreasing the selling price: Since the price of raw materials is one of the most important factors influencing the price of products, the Company is currently based on the price's forecasts, assessments of the Group, consultants, and suppliers to adjust the selling price policy. Furthermore, the Company also considers and evaluates the increase/ decrease selling price of other competitors in order to maintain its competitiveness on that basis since there are a number of other manufacturing companies that accept low profit margins in order to lower its competitive selling price.*

Mr. Sakchai Patiparnpreechavud answered:

- *With my personal perspective and experience in this field, I would like to share some information: In the first quarter of 2021, the blizzard event in Texas - USA had a strong impact on the supply of products. During that time, PVC prices at a large PVC factory in the United States increased abnormally, resulting in imports to Asia costing more than $2,000 per ton. Currently, PVC prices globally and especially in Asia remain high due to an imbalanced supply and demand market. The supply from new factories has not increased, but the market demand is increasing, such as infrastructure demand, construction growth. Therefore, I expect PVC raw material price to remain high but will be better than 2021.*

Mr. Nguyen Hoang Ngan - General Director also commented: *There will be two steps in risk management: the first will be to closely monitor raw material price* *fluctuations in the market in order to maintain inventory. Second, there are currently only two strategic suppliers of PVC raw materials in the domestic market. The company is thinking about expanding and evaluating other suppliers in the region, such as Thailand, Indonesia, and Japan, so in case if traditional suppliers are not available, there will be more backup options.*

3. Shareholder code 2209 – Tran Thi Diem My (owns 500 shares) asked:

- *How is the 2022 plan based on quantity, selling price, and oil price assumptions?*
- *What effect will a sharp increase in oil prices in 2022 have on the cost of goods sold of businesses? For example, if the price of oil rises by 1%, 5%, or 10%, how much will the cost of goods sold rise by?*

Mr. Nguyen Hoang Ngan - General Director answered:

- *The Company's quantity plan for 2022 is 101,570 tons, with different selling prices for each product category. The price of raw materials is usually related to the price of oil, but this does not imply that the price of oil is the deciding factor in adjusting the selling price. Specifically, in recent years, the price of oil has been very high but the price of raw material has not fluctuated; conversely, the price of oil has been low but the price of plastic raw materials has increased => The plastic price factor depends quite a bit but not only on the price of oil but also depends on supply - demand, as well as the fact that production plants are in maintenance phase. As a result, the Company's adherence to the business plan based on plastic raw material prices will be closer to reality.*
- *Currently, the Company is assessing the cost of capital and expenses based on the reality of the plastic materials being used at the time of week and month, rather than the fluctuation of oil prices.*

G. THE ANNOUCEMENT OF THE BOD ABOUT SOME CHANGES IN THE GROUP OF SENIOR MANAGERS

Mr Phan Khac Long – Presidium: Update to the AGM some changes in the group of senior managers:

- Mr. Nguyen Hoang Ngan - General Director of BMP will retire according to the regime from August 2022.
- Mr. Chaowalit Treejak - Deputy General Director (Finance - Administration) of BMP will replace Mr. Nguyen Hoang Ngan as General Director of BMP according to the resolution of the BOD.
- Mr. Hong Le Viet - Chief Accountant of BMP would like to resign from the position of Chief Accountant from April 25, 2022.
- Mr. Phung Huu Luan – Chief Finance Officer of BMP will replace Mr. Hong Le Viet as Chief Accountant of BMP according to the resolution of the BOD.

H. APPROVING THE RESOLUTION OF AGM AND MINUTES OF AGM

The Secrectary presented the minutes of the 2022 AGM for review.

V/. <u>Ending:</u>

- **Mr. Sakchai Patiparnpreechavud – The Chair of the AGM:**
  Delivered closing speech of the AGM in 2022.
  The AGM ended at 11:00AM on the same day.
  This minutes included 09 pages, were made in 02 copies, promulgated and publised on the Company's website and filed at the Company stipulated by law and the Company's charter.

SECRETARY		CHAIR OF THE AGM
Nguyen Ngoc Linh	**Le Ngoc Thanh Truc**	**Sakchai Patiparnpreechavud** ***The BOD Chairman***