

No.: 04/TT-2022

HCMC, 26th March 2022

DRAFT

PROPOSAL

TO THE 2022 ANNUAL GENERAL MEETING OF SHAREHOLDERS

Re.: Approving 2022 business plan and targets

**To: GENERAL MEETING OF SHAREHOLDERS
PHAT DAT REAL ESTATE DEVELOPMENT CORPORATION**

- Pursuant to the Law on Enterprises No. 59/2020/QH14 dated 17th June 2020;
- Pursuant to the Circular No. 116/2020/TT-BTC guiding a number of Articles on public company governance;
- Pursuant to the Charter of Phat Dat Real Estate Development Corporation;
- Pursuant to the Meeting Minutes of the Board Meeting dated 28th February 2022;

The Board of Directors respectfully submits to the General Meeting of Shareholders (“GSM”) for consideration and approval the 2022 Business Plan and Targers as follows:

I. 2022 Business plan and targets:

1. Targets:

- Revenue from sales of goods and rendering of services (VAT excluded): VND 10,700 billion
(The target revenue from sales of goods and rendering of services does not include the revenue recorded from a part or all of the ownership transfer of the EverRich 2 and the remaining revenue of The EverRich 3. Upon satisfying legal requirements for transfer, the recognized revenue shall be deducted when judging the business results by planned.)
- Profit before tax : **VND 3,635 billion**
- Profit after tax : **VND 2,908 billion**

2. Strategic directions for 2022:

- Continuing the strategy for project development and investment, expand land banks and markets in potential areas from Ho Chi Minh City to new urban areas, especially the central coastal area and the economic hubs around Ho Chi Minh City such as Binh Duong and Ba Ria - Vung Tau.
- Expanding the land banks to meet the needs of residential real estate, industrial real estate and new sectors. New landholdings to be acquired need to satisfy the criteria of location, local development availability, legal certainty and quick deployment.
- Researching and investing in clean energy projects to diversify business lines. Residential real estate remains the core business while expanding into industrial real estate and renewable energy.
- Maintaining and promoting the criteria for project development that have made the brand and reputation of Phat Dat Company; promoting creative thinking in design and project development orientation so that the products may add more value to the culture and humanity as well as convenience and modernity to satisfy customer needs for urban living space and lifestyle.

- Implementing plans and measures to improve equity capacity, maintaining financial ratios that excel amongst other real estate businesses in the same segment.
- Implement convincing business investment policies and plans to attract domestic and foreign investors with project development and financial capacities. Researching and applying investment-cooperation in different forms, including cooperation in investment and development of projects, borrowing capital, or issuing convertible bonds.
- Continuing to restructure the Company's apparatus to increase the stability of the foundation and internal strengths. Building a corporate governance model according to modern standards, focusing on standards, functions, and duties of the organization, enhancing the efficiency of the operating mechanism between the Board of Directors and the Execution Board.
- Building a modern, humane working environment towards harmonious interests for all stakeholders, ensuring fairness and transparency, and building a professional business relationship with family spirit throughout the teams that are loving, involved, uniting, and helping each other for mutual development and success.
- Increasing the effectiveness of community - social activities, focusing on in-depth activities to enhance the value of societal contributions.

II. Authorize the BOD to:

1. Review and revise the business targets and strategic directions for 2022 following the real estate market conditions and the Company's operations.
2. Establish committees and subcommittees under the BOD.

III. The GMS approves:

1. The BOD may authorize the BOD Chairman or the Company's Legal representatives to perform necessary tasks within the scope of the aforementioned authorization.
2. To authorize the BOD Chairman to sign and decide the authorization content and sign dossiers/documents/agreements related to the aforementioned authorization of the GMS and the BOD.

Respectfully.

**ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN OF THE BOARD OF DIRECTORS**

Recipients:

- As stated above;
- Company archives

Attachments:

- Voting Ballot

NGUYEN VAN DAT