

COMPILATION OF ANSWERS TO QUESTIONS SUBMITTED TO THE AGM AFTER DISCUSSION SESSION

Shareholder code	Question	Answer
048391	What is the situation of THI restructuring?	<p>Despite many difficulties due to declined market demand in 2023, after more than a year of restructuring, THIBIDI initially achieved positive results:</p> <ul style="list-style-type: none"> - Revenue: Net revenue in 2023 was VND 1,396 billion, reaching the planned target. In particular, industrial production revenue in 2023 reached the set target, recording a growth of 7% compared to the previous year. The average net revenue per employee increased from VND 4.3 billion in 2022 to VND 4.8 billion in 2023. - In 2023, the company continued to optimize its operations, thus sales and business management costs decreased in comparison with the previous year. The proportion of these indirect costs to the total net revenue of the company has decreased over the years of restructuring. - In 2023, thanks to the active implementation of sales activities and optimization of inventory management, THIBIDI's inventory balance decreased from VND 709 billion to VND 263 billion at the end of 2023. <p>Up to now, THIBIDI's restructuring work continues in the direction of Market expansion, cost optimization, focus on research and product improvements, and improvement of human resource quality.</p>
048391	Electrical segment: When will the implementation plan for the Eighth Power Development Plan (PDP8) be issued? What will the new mechanism for renewable energy be like? How does the Electricity Law help?	<ul style="list-style-type: none"> - GELEX and many investors of power projects expect regulations to be issued soon so that they can continue implementing renewable power projects. - The electricity purchase price mechanism in new projects may be the price negotiation and agreement mechanism, depending on electricity type and project scale. GELEX will closely follow regulations to evaluate the feasibility of project implementation when a specific mechanism is issued.

048391	Please present the divestment plan at GELEX Electric JSC?	<p>GELEX currently owns 79.99% of the capital in GELEX Electric JSC and has no plans to divest capital.</p> <p>In the near future, GELEX Electric JSC plans to issue an additional 10% of shares to increase capital and issue 5 million ESOP shares. Shareholders can refer to the specific content of the published documents of GELEX Electric JSC's Annual General Meeting of Shareholders.</p>
048391	Which construction material companies does VGC divest from? How much was the profit?	<p>In GELEX's general orientation, the Group will consider divesting from segments that are inefficient or less competitive in the long term to focus investment resources on key industries with rich growth potential. For specific information about this, shareholders can refer to the documents of Viglacera's Annual General Meetings of Shareholders.</p>
029455	When will GELEX delist from HEM (Hanoi Electromechanical Manufacturing JSC)?	<p>HEM's 2024 Annual General Meeting of Shareholders held on 15 March 2024 approved the cancellation of HEM's public company status. Accordingly, HEM is conducting procedures to cancel its status as a public company and cancel transactions on UPCOM. For specific information about this, shareholders can refer to the documents of HEM's 2024 Annual General Meeting of Shareholders.</p>