



HANOI BEER ALCOHOL AND BEVERAGE JOINT STOCK CORPORATION  
HANOI BEER TRADING JOINT STOCK COMPANY  
183 Hoang Hoa Tham, Ba Dinh, Hanoi, Tel: 84 4 37281476, Fax: 84 4 37281106  
Website: biahoihanoi.com.vn, Stock code: HAT

Hanoi, day ... month ... year 2025

## PROPOSAL

*Re: Approval of the Business Targets for 2025*

**To: The 2025 Annual General Meeting of Shareholders**

Pursuant to:

- *The Law on Enterprises No. 59/2020/QH14, passed on June 17, 2020;*
- *The current Charter on the organization and operation of Hanoi Beer Trading Joint Stock Company;*

The Board of Directors respectfully submits to the General Meeting of Shareholders for approval the business targets for 2025 as follows:

No.	Target	Unit	2025 Plan
1	Total revenue and income	VND	1.571.990.387.873
2	Total profit before tax	VND	16.085.613.443
3	Total profit after tax	VND	12.868.490.755
4	Dividend payout ratio	%	20

Depending on market conditions, the Company will proactively adjust expenses in line with revenue to ensure the achievement or overachievement of the above targets.

Respectfully submitted to the General Meeting for consideration and approval.

**On behalf of the Board of Directors**

**Chairman**

**Mr. Nguyen Manh Hung**