



Hanoi, 16<sup>th</sup> May 2017

## PROPOSAL

### Re: The allocation of 2016 Fiscal Year's Profit After Tax and the 2017 Profit After Tax and Dividend Appropriation Plan

#### To: Baoviet Holdings Annual General Meeting of Shareholders in 2017

Pursuant to the Audited Financial Statement in the fiscal year 2016 and the Business Plan of Bao Viet Holdings in 2017;

The Board of Directors (“BOD”) of Baoviet Holdings (“BVH”) would like to submit to shareholders with the proposal on the allocation of profit after corporate income tax (“PAT”) in 2016 and the 2017 profit after tax and dividend appropriation plan of BVH as follows:

#### 1. The allocation of PAT in 2016

- Total PAT in 2016: **1,021,769,136,052 VND**

- Proposed allocation of PAT as follows:

+ Dividend payouts at 10% per par value of share (based on chartered capital of 6,804,714,340,000 VND): **680,471,434,000 VND**, equals to 66.6% of PAT.

+ Deduction of the Investment and Development Fund: **153,265,370,408 VND**, equals to 15% of PAT.

+ Appropriation to the social welfare fund: **10,217,691,361 VND**, equals to 1% of PAT.

+ Appropriation to bonus and welfare fund: **51,088,456,803 VND**, equals to 5% of PAT.

+ Remuneration of the BOD: **1,532,572,549 VND**, equals to 0.15% of PAT.

+ Remuneration of the Supervisory Board (“SB”): **247,198,888 VND**; equals to 0.02% of PAT.

+ Appropriation to bonus fund for BOD and SB: **3,065,307,408 VND**, equals to 0.3% of PAT.

+ Appropriation to bonus fund for Board of Management (BOM): **5,108,845,680 VND**, equals to 0.5% of PAT.

- Retained earnings: **116,772,258,955 VND**, equals to 11.43% PAT.



## 2. 2017 Profit after tax and dividend appropriation plan

According to the Development Strategy for the period of 2016 – 2020 of BaoViet Finance – Insurance Group submitted to the 2016 AGM, in the period of 2016 – 2020, BVH shall implement the reasonable policies on dividend payouts of at least 50% of PAT to re-invest in business development, increasing the accumulated values for shareholders;

According to Decree No 53/2016/NĐ-CP dated 13th June 2016 of the Government and Circular No 28/2016/TT-BLĐTBXH dated 01 September 2016 of the Ministry of Labor- Invalids and Social Affairs;

According to the business plan in the fiscal year 2017 of BVH,

BOD plans to allocate PAT in 2017 as follows:

- 2017 PAT is projected to be **1,025 billion VND**. Ratio of PAT over chartered capital (6,804.7 billion VND) is expected to be 15.1%.

- 2017 PAT is expected to be allocated as follows:

+ Estimated dividend payouts in 2016 of 12% per par value of share (chartered capital of 6,804.7 billion VND).

+ Estimated appropriation to Investment and Development fund: maximum 15% of PAT.

+ Estimated appropriation to social welfare fund of BVH: maximum 1% of PAT.

+ Remuneration of non-executive BOD: 20 million VND/person/month.

+ Remuneration of non-executive Supervisory Board: 10 million VND/person/month.

+ The budget for bonus and welfare fund of employees shall not exceed 03-month average realized payroll of employees.

+ The budget for bonus fund of managers shall not exceed one-and-a-half-month average realized payroll of executive managers.

The above proposal on the Allocation of PAT in 2016 and the 2017 profit after tax and dividend appropriation plan are to be proposed to the AGM for approval.

Respectfully submitted./.

### *Achieves:*

- As above;
- BOD; SB;
- CEO;
- *For filling:* Admin, General Secretary Dept.

**ON BEHALF OF THE BOD  
CHAIRMAN**

*(Signed and Sealed)*

**Dao Dinh Thi**

