



Gia Lai Water Supply Sewerage Joint Stock Company  
Address: 388 Ly Thai To Street - Yen Do Ward - Pleiku City -  
Gia Lai Province

Tel: 0269 3871068  
Website: capthoatnuocgialai.com

No.: 04/2025/TTr-HĐQT

Gia Lai, April 01<sup>st</sup>, 2025

## PROPOSAL

Re: Approval of the 2025 Business Plan

**To: The 2025 Annual General Meeting of Shareholders of Gia Lai Water Supply Sewerage Joint Stock Company**

- Pursuant to the Law on Enterprises and related implementing documents;
- Pursuant to the Charter of Gia Lai Water Supply Sewerage Joint Stock Company.

The Board of Directors of Gia Lai Water Supply Sewerage Joint Stock Company (“Company”) respectfully submits to the Annual General Meeting of Shareholders 2025 for approval the Company’s 2025 business plan, including the following contents:

### I. 2025 BUSINESS PLAN

Indicator	Unit	Plan 2025	Actual 2024	2025 Plan vs 2024 Actual (%)
Clean water consumption volume	m <sup>3</sup>	8,141,617	7,619,103	106.86%
Average price	VND	8,512	8,511	100.02%
Water loss rate	%	26.5%	31.2%	85.12%
Pleiku city	%	29.3%	35.2%	83.23%
AyunPa town	%	14.0%	11.1%	126.05%
<b>Total revenue</b>	<b>Billion VND</b>	<b>81.29</b>	<b>74.55</b>	<b>109.05%</b>
Clean water revenue	Billion VND	69.30	64.84	106.88%
Construction revenue	Billion VND	7.95	6.99	113.75%
Relocation of water supply systems	Billion VND	2.50	0.83	299.78%
Financial revenue	Billion VND	0.90	1.27	70.86%
Other revenue	Billion VND	0.63	0.60	104.45%
<b>Total expenses</b>	<b>Billion VND</b>	<b>64.14</b>	<b>58.87</b>	<b>108.95%</b>
Direct costs	Billion VND	39.58	36.41	108.70%
Indirect costs	Billion VND	11.60	10.70	108.49%
Depreciation costs	Billion VND	12.96	11.75	110.24%
Financial expenses	Billion VND	0.00	0.00	0.00%
Other expenses	Billion VND	0.00	0.01	0.00%
<b>Profit before tax</b>	<b>Billion VND</b>	<b>17.15</b>	<b>15.68</b>	<b>109.41%</b>



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Indicator	Unit	Plan 2025	Actual 2024	2025 Plan vs 2024 Actual (%)
Corporate income tax expense	Billion VND	3.48	3.23	107.58%
Net profit after tax	Billion VND	13.67	12.44	109.89%
Dividend		The 2025 dividend will be decided at the 2026 General Meeting of Shareholders.		

## II. 2025 INVESTMENT PLAN

Alongside achieving the objectives to complete the proposed plan, the Board of Directors of Gia Lai Water Supply and Sewerage Joint Stock Company respectfully submits the investment plan for 2025, which includes the following main items:

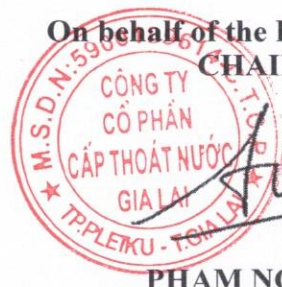
No.	Description	Unit	Total investment value (VND)
1	Replacing expired, dim, and standing meters	Package	1.800.000.000
2	Relocating meters from indoors to outdoors	Package	2.200.000.000
3	Upgrading the water supply network in 2025	Package	4.000.000.000
4	Expanding the water supply network in 2025 (Ly Thuong Kiet, Le Duan, Truong Trinh streets)	Package	12.300.000.000
5	Establishing DMA zones and reducing water loss	Package	4.700.000.000
6	Renovating and replacing pipelines in Pleiku (Project Management capital)		2.500.000.000
7	Painting and repairing Bien Ho plant and Pleiku Ro pump station	Package	800.000.000
8	Expanding the water supply network in 2025 (Chu A and An Phu communes)	Package	10.440.000.000
Total			38.740.000.000

We respectfully submit this for the General Meeting of Shareholders' review and approval.

### Recipients:

- As above;
- BOD Secretary.

On behalf of the Board of Directors  
CHAIRMAN

  
PHAM NGOC TIEN