

**No : 187 /CV/IFS/2023**

**Dong Nai, 17th April 2024**

**To : - State Securities Commission (SSC)**  
**- Hanoi Stock Exchange (HNX)**

(Re: Explanatory for Business results of 1st Quarter 2024)

First we would like to thank you for your continued support.

We would like to provide the result of income statement for the 1st Quarter of year 2024 as following:

Unit: VND'000

Descriptions	1st Quarter 2024	1st Quarter 2023	Variance	YTD2024-Q1	YTD2023-Q1	Variance
Revenue from sale of goods	478,402,729	421,593,769	13%	478,402,729	421,593,769	13%
Deductions	31,280,403	26,396,488	19%	31,280,403	26,396,488	19%
<i>% of Deductions</i>	7%	6%		7%	6%	
<b>Net revenue</b>	<b>447,122,326</b>	<b>395,197,281</b>	<b>13%</b>	<b>447,122,326</b>	<b>395,197,281</b>	<b>13%</b>
Cost of sales	293,421,676	268,041,855	9%	293,421,676	268,041,855	9%
<i>Cost of sales %</i>	66%	68%		66%	68%	
<b>Gross profit</b>	<b>153,700,650</b>	<b>127,155,426</b>	<b>21%</b>	<b>153,700,650</b>	<b>127,155,426</b>	<b>21%</b>
<i>Gross profit %</i>	34%	32%		34%	32%	
Financial income	3,982,433	10,312,352	-61%	3,982,433	10,312,352	-61%
Financial expenses	32,010	58,653	-45%	32,010	58,653	-45%
<i>In which: interest expense</i>	-	-		-	-	
Selling expenses	85,812,409	86,660,145	-1%	85,812,409	86,660,145	-1%
<i>Selling expenses %</i>	19%	22%		19%	22%	
General and administration expenses	9,142,108	9,063,556	1%	9,142,108	9,063,556	1%
<b>Operating profit</b>	<b>62,696,556</b>	<b>41,685,424</b>	<b>50%</b>	<b>62,696,556</b>	<b>41,685,424</b>	<b>50%</b>
Other income	315,785	62,470	405%	315,785	62,470	405%
Other expenses	383,963	143,097	168%	383,963	143,097	168%
<b>Profit before tax</b>	<b>62,628,378</b>	<b>41,604,797</b>	<b>51%</b>	<b>62,628,378</b>	<b>41,604,797</b>	<b>51%</b>
CIT for the current year	8,864,448	7,436,893	19%	8,864,448	7,436,893	19%
Deferred CIT	3,751,572	4,629,059	-19%	3,751,572	4,629,059	-19%
<b>Profit after tax</b>	<b>50,012,358</b>	<b>29,538,845</b>	<b>69%</b>	<b>50,012,358</b>	<b>29,538,845</b>	<b>69%</b>
<i>Profit after tax %</i>	11%	7%		11%	7%	

In the first quarter of 2024, the company achieved a profit after tax of 50 billion VND, an increase of more than 69% compared to the first quarter of 2023. The company would like to explain as follows:

Net revenue increased by 13% over the same period as the Company continued to promote sales at the beginning of the year, focusing on key products and strategic products.

Cost of goods sold in the first quarter of 2024 decreased to 66% of net revenue compared to the same period last year of 68% due to price fluctuations of some key input materials.

Financial revenue decreased due to the impact of deposit interest rates decreasing according to the general level in the quarter.

Other income is mainly related to compensation from some suppliers, while other costs are related to disposal of defective goods and some other support costs.

Above are some main factors explaining the result of a difference of over 10% increase in business activities in the first quarter of 2024 compared to the same period last year.

Thanks and best regards.

**ONBEHALF OF THE COMPANY**

*(Signed and sealed)*

**Daisuke Hattori**  
**General Director**