**XPH: Explanation on profit difference**

On 08/05/2017, Ha Noi Soap Joint Stock Company explained the Loss and 10% profit difference in Q1/2017 as follows:

- Due to the difficulty of business operation, new products of the Company is still in the market entering process thus the Company has suffered loss.

- The quantity of Outsourcing deal with Unilever reduced but the outsourcing price increased over the same period in 2016.