**NET: Explanation on the change in profit after tax**

On March 8, 2024, Net Detergent JSC announced Official Dispatch No. 05/2024/CV-NET on explaining the change in profit in the Financial Statements 2023 as follows:

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| --- | --- | --- | --- | --- |
| Target | In 2023 | In 2022 | Change | |
| VND | VND | VND | % |
| Net revenue | 1,809,652,847,760 | 1,529,909,122,362 | 279,743,725,398 | 18% |
| Net profit before tax from business activities (1) | 194,466,044,201 | 97,432,327,020 | 97,033,717,181 | 100% |
| Net revenue from financial activities (2) | 8,624,128,395 | 4,713,047,661 | 3,911,080,734 | 83% |
| Profit after tax | 178,434,758,238 | 88,155,063,012 | 90,279,695,226 | 102% |

(1) Net profit before tax from business activities is calculated as Gross profit minus Total selling expense and General and administrative expense.

(2) Net revenue from financial activities is calculated as Revenue from financial activities minus Financial expenses.

Profit after tax increased by 102% compared to the previous year mainly due to the fluctuation of the following targets:

* The company's Net profit before tax from business activities increased by 100%, due to the following factors:
* Net revenue increased mainly due to increased sales of laundry detergent, washing powder and dishwashing liquid products combined with the control of input raw material costs, helping to increase the Company's gross profit.
* The increase in gross profit was partly offset by a lower increase in operating costs, mainly advertising and promotion expenses. Advertising and promotion expenses increased with the goal of building and increasing brand recognition and promoting the Company's sales.
* Net revenue from financial activities increasing compared to the same period is mainly due to the optimization of cash flow from investment activities.