**SKH: Explanation of fluctuations in profit after tax**

On March 25, 2024, Khanh Hoa Sanest Soft Drink Joint Stock Company announced Official Dispatch No. 26/CV-SKH on explaining fluctuations in profit after tax in 2023 as follows:

Unit: Million VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | 2023 | 2022 | 2023 Results/2022 Results |
| 1 | Revenue | 1,836,961 | 1,734,475 | 105.91% |
| 2 | Profit after tax | 106,924 | 87,679 | 121.95% |

In 2023, although the domestic and world economic status is volatile, being proactive and flexible in business operations, diversifying sales channels, building sales policies to support maintaining the distribution system and limiting competitors, the Company achieved revenue growth: Specifically, revenue in 2023 on the Separate Financial Statements reaches VND 1,836.961 billion (an increase of 5.91% compared to 2022).

In addition, the Company always focuses on applying many technical and technological innovations to reduce operating expenses and increase labor productivity. Along with the efficiency of the two subsidiaries, the Company's production and business results in 2023 are very positive: Profit after tax in 2023 on the Separate Financial Statements is VND 106.924 billion (an increase of 21.95% compared to 2022).