**C21: Explanation on fluctuation in profit**

On March 29, 2024, Century 21 Joint Stock Company announced Official Dispatch No. 16/2024/CV-C21 on explaining the profit after tax of the Consolidated Financial Statements 2023 changing by 10% or more compared to last year as follows:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Item | In 2023 | In 2022 | Difference | |
| Value | Rate |
| Total revenue | 96,095,937,563 | 75,945,159,968 | 20,150,777,595 | 26.53% |
| Total expenses | 79,688,533,011 | 73,006,387,920 | 6,682,145,091 | 9.15% |
| Profit before tax | 16,407,404,552 | 2,938,772,048 | 13,468,632,504 | 458.31% |
| Profit after tax | 14,106,892,321 | 1,652,196,752 | 12,454,695,569 | 753.83% |

* Revenue in 2023 increased by VND 11.351 billion (equivalent to 16.76%) over the same period last year, cost of goods sold decreased by VND 0.045 billion (equivalent to 0.15%), selling expenses decreased by VND 0.218 billion (equivalent to 4.03%), general and administrative expenses decreased by VND 1.588 billion (equivalent to 7.34%) over the same period in 2022.
* Financial revenue in 2023 increased by VND 9.160 billion (equivalent to 127.22%), financial expenses increased by VND 0.849 billion (equivalent to 9.82%) over the same period in 2022.
* Losses in joint ventures increased by VND 7.527 billion (equivalent to 120.98%) compared to the same period in 2022
* Other incomes in 2023 decreased by more than VND 0.361 billion (equivalent to 35.36%). Other expenses increased by more than VND 0.157 billion (equivalent to 68.47%) over the same period in 2022.

As a result, the profit after tax in 2023 increased by 753.83% over the same period in 2022.