

Ho Chi Minh City, January 20, 2024

To: - The State Securities Commission
- Hanoi Stock Exchange

- Organization name: SAMETEL Joint Stock Company
- Head office: Street No. 1 – Long Thành Industrial Park – Đồng Nai Province
- Stock code: SMT

Pursuant to Circular 155/2015/TT-BTC dated October 6, 2015, and based on business performance results, SAMETEL Joint Stock Company hereby provides an explanation of the business performance results for Q4 2024 compared to the same period in 2023:

KEY BUSINESS INDICATORS

Indicator	Q4 2024	Q4 2023	2024/2023 Comparison
Net revenue from sales	39,269,251,848	48,977,570,156	-19.77%
Cost of goods sold	32,257,699,418	43,415,242,237	-25.70%
Financial expenses	575,607,154	1,404,104,901	-59.01%
Selling expenses	525,821,294	927,877,573	-43.33%
General and administrative expenses	955,528,068	1,818,551,554	-47.46%
Other income/loss	-1,223,540,515	770,000,961	-98.43%
Accounting profit before tax	3,752,879,312	2,222,694,427	258.9%
Corporate income tax	-	-	
Accounting profit after tax	3,468,182,154	2,000,424,984	73.37%

Explanation of Changes:

- Net sales revenue decreased by 19.77% compared to Q4 2023 due to the company restructuring its business lines, focusing solely on the electricity segment and cutting the telecommunications segment.
- Cost of goods sold decreased by 25.70%, corresponding to the decrease in revenue.



- Financial expenses decreased by 59.01% as the company reduced its debt.
- Selling expenses decreased by 43.33% due to the ongoing restructuring efforts.
- General and administrative expenses decreased by 47.46% as part of the company's restructuring.
- During the year, the company restructured its entire system, liquidating all equipment in unprofitable business segments.
- Post-tax profit decreased due to restructuring and cost optimization compared to the same period.

We hereby certify that the information disclosed above is truthful, and we take full responsibility before the law for the content disclosed.

GENERAL DIRECTOR

Vu Thị Phương

