



NHA BE WATER SUPPLY
JOINT STOCK COMPANY



SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom – Happiness

No.: **0095**/CNNB-KTTC

Ho Chi Minh City, January 20, 2025

Re: Explanation Regarding the
Q4/2024 Financial Report

To: - The State Securities Commission of Vietnam;
- Hanoi Stock Exchange.

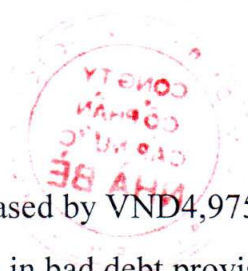
During the production and business period of Q4/2024, the after-tax profit of Nha Be Water Supply Joint Stock Company (NBW) amounted to VND6,924 million, reflecting an increase of VND1,376 million (+24.80%) compared to the same period last year, due to the following specific reasons:

1. Total Revenue and other income in Q4/2024 amounted to VND234,033 million, reflecting an increase of VND8,867 million (+3.94%) compared to the same period last year:

- ❖ Water revenue increased by VND10,181 million (+4.60%) due to higher sales volume and an average selling price increase of VND499.09/m³.
- ❖ Financial revenue decreased by VND1,059 million.
- ❖ Other revenue decreased by VND255 million, mainly due to the ceased production and business of the Sawanew bottled water activity as of 31 December 2024.

2. Total costs in Q4/2024 amounted to VND224,157 million, reflecting an increase of VND6,871 million (+3.16%) compared to the same period last year:

- ❖ **Cost of goods sold** increased by VND13,170 million (+9.27%), of which:
 - + The cost of purchasing clean water increased by VND12,404 million (+8.87%) mainly due to an increase in the purchase price from VND7,106.15/m³ to VND7,276.60/m³, and a slight increase in purchased volume.
 - + Other costs increased by VND766 million, due to the disposal of water industry materials.
- ❖ **Selling expenses** decreased by VND1,324 million (-2.95%) compared to the same period last year due to:
 - + The Q4/2024 employee salary and allowances expenses are lower by VND1,317 million compared to Q4/2023 due to the settlement of entire 2023 meal allowances in Q4/2023.
 - + Water loss prevention costs increased by VND4,115 million due to expenses related to detecting and repairing underground tanks.
 - + Other costs decreased by VND4,122 million due to reductions in expense of free water meter installations, regular meter replacements, and other cash-related costs.



❖ **Administrative expenses** decreased by VND4,975 million (-16.33%) due to:

- + A reduction of VND1,540 million in bad debt provisions.
- + A reduction of VND3,435 million in pending allocation costs and other cash-related expenses.

3. Corporate Income Tax increased by VND620 million due to an increase in pre-tax profit.

Nha Be Water Supply Joint Stock Company (NBW) commits that the information provided above is true and accurate and takes full responsibility before the law for the disclosed contents.

Recipient:

- As above;
- Filing:
 - + Administration Dept.,
 - + Accounts & Finance Dept.

DIRECTOR

Signed

LY THANH TAI