

**HANOI SOAP JOINT
STOCK COMPANY**

**SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness**

Number: *42* /XPHN-TCKT

Ha noi, date 25 month 02 year 2025

*About: Explanation of 2024 loss and
difference in profit after tax compared to
the same period in 2023*

Dear: HaNoi Stock Exchange

Hanoi Soap Joint Stock Company would like to sincerely thank the Department for supporting and helping us in the past time.

Hanoi Soap Joint Stock Company would like to explain the loss in 2024 and the reason for the difference in profit after tax compared to the same period last year as follows:

The Company's production and business situation in 2024 generally still faces many difficulties in finding consumer markets, leading to low sales volume and large fluctuations in input material prices, causing revenue to not cover costs.

Revenue in 2024 is higher than in 2023 but still very low compared to the plan. Expenses such as inventory provisions, sales expenses, and business management expenses in 2024 decreased significantly compared to 2023. Profit in 2024 was a loss of VND 7,167 million, a decrease of VND 11,354 million compared to 2023.

By this document, Hanoi Soap Joint Stock Company would like to explain to Hanoi Stock Exchange.

Best regards!

Recipient:

- *As above*
- *Save: VP, TC-KT.*



DIRECTOR

Le Viet Phuong