



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

No: 06/2025/CBTT/GLW-GTr  
Re: Explanation of Business  
Performance in 2024

Gia Lai, March 27<sup>th</sup>, 2025

**To:** State Securities Commission of Vietnam  
Hanoi Stock Exchange

**Company:** Gia Lai Water Supply and Sewerage Joint Stock Company  
**Address:** 388 Ly Thai To - Yen Do Ward - Pleiku City - Gia Lai Province  
**Telephone:** (0269) 3824 094 **Fax:** (0269) 3714 288  
**Stock Code:** GLW

Gia Lai Water Supply and Sewerage Joint Stock Company would like to explain the business performance in 2024, with after-tax profit increasing by 184% compared to 2023:

No.	Description	2024	2023	Change (%)
1	Revenue	71.833.657.748	58.712.857.419	22%
2	Cost of goods sold	47.552.816.091	45.715.202.855	4%
3	Selling and administrative expenses	11.305.496.578	11.256.091.261	0%
4	Other income	1.437.147.095	1.676.419.670	-14%
5	Financial income	1.274.820.108	2.165.271.785	-41%
6	Profit before corporate income tax	15.676.060.699	5.576.502.408	181%
7	Profit after corporate income tax	12.442.767.341	4.386.356.060	184%

**Reasons:** The significant increase in revenue from sales of goods and services in 2024 compared to 2023 is due to:

- The company invests in opening networks, increasing the number of customers, increasing water consumption, leading to increased revenue compared to 2023.
- The company do projects to reduce non revenue water (NRW), reducing the average rate of NRW by 5.3% in 2024 compared to 2023, resulting in lower production costs.
- The company adjusted retail water prices starting from December 2023.

Best regards.



**GENERAL DIRECTOR**

**NGUYEN THI HONG HANH**