

**SOUTH BOOKS AND EDUCATIONAL
EQUIPMENT JOINT STOCK COMPANY**

Independence – Freedom – Happiness

No: 28...../SMN-KTTV

Ref: Explanations for the differences in the business results in the fourth quarter of 2024 compared to the same period in 2023

Ho Chi Minh City, January 20th, 2025

To:

- **State Securities Commission of Vietnam;**
- **Hanoi Stock Exchange.**

- *Based on Circular No. 155/2015/TT-BTC dated October 6th, 2015, issued by the Ministry of Finance regarding the guidelines for information disclosure on the securities market;*

- *Based on the actual situation at Southern Books and Educational Equipment Joint Stock Company;*

South Books and Educational Equipment Joint Stock Company (referred to as Southern Company), securities code SMN, provides explanations for differences in business results in the fourth quarter of 2024 compared to the same period in 2023 as follows:

Indicator	Fourth Quarter, 2024	Fourth Quarter, 2023	Difference	Rate of Increase /Decrease
1. Revenue from sales and service provision	39.889.963.690	48.091.520.341		
2. Revenue deductions	2.733.335.810	(2.350.023.368)		
3. Net revenue from sales and service provision	37.156.627.880	50.441.543.709	(13.284.915.829)	-26%
4. Cost of goods sold (COGS)	25.078.871.498	35.813.055.523		
5. Gross profit from sales and service provision	12.077.756.382	14.628.488.186		
6. Financial income	4.480.892.110	5.642.043.243	(1.161.151.133)	-21%
7. Financial expenses	92.246.640	(266.101.649)		
- Of which: Interest expenses	1.578.082	66.429.110		
8. Selling expenses	7.875.660.519	8.083.670.018		
9. Enterprise management expenses	7.339.896.103	10.434.412.997		
10 Net profit from business operations	1.250.845.230	2.018.550.063		
11. Other incomes	1.106.505.922	2.121.123.370		
12. Other expenses	716.227.213	1.461.705.804		
13. Other profits	390.278.709	659.417.566	(269.138.857)	-41%
14. Total pre-tax profit	1.641.123.939	2.677.967.629		
15. Current corporate income tax expenses	1.037.796.403	1.223.720.180		
16. Net profit after corporate income tax	603.327.536	1.454.247.449	(850.919.913)	-59%

Net revenue in the fourth quarter of 2024 decreased by VND 13,284,915,829, a decrease of 26%, compared to that of the fourth quarter of 2023.

Net profit after tax in the fourth quarter of 2024 decreased by VND 850,919,913 compared to that of the fourth quarter of 2023, a decrease of 59%, due to the difference in the sales timing and the arising costs in 2023 and 2024.

For the year ended December 31, 2024, net revenue grew by VND 16,239,411,135, an increase of 4% compared to the same period in 2023. However, net profit after tax decreased by VND 219,554,046, a drop of 2%, primarily due to the first round of textbook price reductions by Vietnam Education Publishing House in 2024.

South Books and Educational Equipment JSC respectfully reports. 

Recipients:

- As above;
- Accounting and Finance Department;
- Archived: Administration Department.

Chief Executive Officer



Đỗ Thị Mai Anh