

**To: - The State Securities Commission
- Hanoi Stock Exchange**

With the business results achieved in Quarter IV, 2024, specifically through the following key indicators: Unit: VND

Content	Quarter IV, 2024	Quarter IV, 2023	Fluctuation (24/23)
Net Sales	137.200.351.732	120.582.085.928	13,78%
Total accounting profit before tax	2.311.606.767	3.274.095.007	-29,40%
Profit after tax	1.487.218.497	2.429.448.535	-38,78%

Mechanics Construction And Foodstuff Joint-Stock Company (stock code MCF) would like to explain the 38,78% decrease in profit for Quarter IV, 2024 compared to the same period in 2023, which is due to the following reasons:

a) Foodstuffs:

Exported foodstuffs: In Quarter IV, 2024, the quantity sold was 1.584 tons, an increase of 54,39% compared to Quarter IV, 2023. The reason for this increase is that, in Quarter IV, 2024, shipping costs gradually stabilized, and customers focused on purchasing goods to meet year-end demand. In Quarter IV, 2024, the export rice business performed effectively, contributing to the company's overall profit.

Domestic foodstuffs: In Quarter IV, 2024, the quantity sold was 4.712 tons, a decrease of 8,77% compared to Quarter IV, 2023. The reason for this decrease is that the price of domestic rice remained high, leading to reduced purchases by traditional customers such as those producing rice cakes, noodles, and pasta due to slow consumption. Customers also demanded higher quality, and the rice market faced fierce price competition, resulting in only a small difference between buying and selling prices. However, this sector still brought in the main profit for the company in Quarter IV, 2024.

b) Mechanical Products:

In Quarter IV, 2024, the mechanical products sector's revenue was 3,674 billion VND, an increase of 28,10% compared to Quarter IV, 2023. Despite the increase in revenue, the mechanical sector did not have any large contracts; the majority of the work involved repairs, renovations, and upgrades to machinery and equipment within the company's system and for private external units, leading to low profit.

c) Concrete and Construction Materials:

In Quarter IV, 2024, the concrete sector sold 13.833 cubic meters, an increase of 3,54% compared to Quarter IV, 2023. The concrete business performed effectively and contributed to the company's overall profit in Quarter IV, 2024.

d) Packaging and Handicrafts:

Packaging products in Quarter IV, 2024, the quantity sold was 1,048 million units, an increase of 9,51% compared to Quarter IV, 2023. However, the business performance of this sector was low due to significant price competition from external private units. The company had to reduce prices sharply in order to sell the products.

Handicrafts in Quarter IV, 2024, sold 2 con't. This sector no longer brought profits to the company, and the Board of Directors decided to temporarily suspend production and business activities in this sector. The Company had to pay severance benefits to workers who left this sector, resulting in a loss of 1,078 billion VND in Quarter IV, 2024. This was the main reason for the 38,78% decrease in the company's profit compared to Quarter IV, 2023.

Unit: billion VND

No.	Items	Quarter IV, 2024	Quarter IV, 2023	Fluctuation (24/23)
	Mechanical Products			
1	a/ Revenue	3,674	2,868	28,10%
	b/ Cost of goods sold	5,545	2,349	136,06%
	c/ Gross profit	-1,872	0,519	-460,69%
	Gross profit/revenue (%)	-50,95	18,10	-381,49%
	Exported Foodstuffs			
2	a/ Quantity (Tons)	1.584	1.026	54,39%
	b/ Revenue	36,232	20,884	73,49%
	c/ Cost of goods sold	33,175	18,624	78,13%
	d/ Gross profit	3,057	2,26	35,27%
	Gross profit/revenue (%)	8,44	10,82	-22,00%
	Domestic Foodstuffs			
3	a/ Quantity (Tons)	4.712	5.165	-8,77%
	b/ Revenue	74,647	74,738	-0,12%
	c/ Cost of goods sold	69,433	69,519	-0,12%
	d/ Gross profit	5,214	5,219	-0,10%
	Gross profit/revenue (%)	6,98	6,98	0,00%
	Packaging			
4	a/ Quantity (Million units)	1,048	0,957	9,51%
	b/ Revenue	4,419	4,030	9,65%
	c/ Cost of goods sold	3,953	3,305	19,61%
	d/ Gross profit	0,466	0,725	-35,72%
	Gross profit/revenue (%)	10,55	17,99	-41,36%
	Concrete and Construction Materials			
5	a/ Quantity (m ³)	13.833	13.360	3,54%
	b/ Revenue	16,774	18,027	-6,95%
	c/ Cost of goods sold	14,383	15,760	-8,74%
	d/ Gross profit	2,391	2,267	5,47%
	Gross profit/revenue (%)	14,25	12,58	13,28%


Above is the report explaining the company's profit decrease in Quarter IV, 2024 compared to Quarter IV, 2023.

Respectfully submitted./.

Recipients:

- As above
- Archive: Office

GENERAL DIRECTOR



Le Trung Son

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