

“Explanation for the Increase in Profit of the  
Separate Financial Statement for Q4 2024  
Compared to the Same Period”

*Thai Nguyen, Date 20, Month Jan, 2025*

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

According to Circular No. 96/2020/TT-BTC, issued by the Ministry of Finance on November 16, 2020, which provides guidelines on the disclosure of information in the securities market, companies are required to provide explanations for changes in post-tax profit exceeding 10% or for losses reported in quarterly financial statements compared to the same quarter of the previous year.

Regarding this matter, TNG Investment and Trading Joint Stock Company (TNG) hereby provides the following explanation of the changes in post-tax profit for Q4 2024 compared to Q4 2023 as presented in the company's financial statements:

- Post-Tax Accounting Profit for Q4 2023: VND 59,750,649,559
- Post-Tax Accounting Profit for Q4 2024: VND 74,567,169,433
- Increase: VND 14,816,519,874, equivalent to a 24.8% increase compared to the same period.

#### **Reasons for the Increase:**

The significant growth in post-tax profit for Q4 2024 compared to Q4 2023 is primarily attributed to the following factors:

##### **1. Revenue Growth:**

The company's main business activities experienced substantial revenue growth due to a focus on high-value, complex product lines and the expansion of export markets. Export orders to new markets contributed significantly to revenue growth.

##### **2. Cost Optimization:**

The company implemented various measures to improve production and management processes, optimizing raw materials and production costs. This included increased use of automated machinery, AVG technology, and robotics in production operations.

##### **3. Improved Labor Productivity:**

Investments in technology and workforce training enhanced labor productivity, minimized waste, and increased production efficiency.



**4. Reasonable Financial Policies:**

Tight financial management and effective use of resources reduced costs, contributing to improved profitability.

As a result, the company's profit increased significantly in Q4 2024 compared to the same period.

**Co-last recommitment:**

TNG Investment and Trading Joint Stock Company affirms that the content provided in this explanation is truthful and accurate.

**TNG INVESTMENT AND TRADING JSC**

**Receipt:**

- *As Above*
- *Save in a Document file.*

**Represent: Board of Shareholders**



**CHỦ TỊCH  
NGUYỄN VĂN THỜI**

