

Re: Explains the difference in after-tax profit of
3rd Quarter of 2025 and nine months of 2025

Ho Chi Minh City, 20 October, 2025

Dear: State Securities Commission
Hanoi Stock Exchange

Pursuant to the provisions of Circular 96/2020/TT-BTC on information disclosure, Tan Phu Vietnam Joint Stock Company explains the difference in after-tax profit of 3rd Quarter of 2025 and nine months of 2025 as follows

Items	3rd QUARTER of 2025	3rd QUARTER of 2024	Difference between 3rd QUARTER of 2025/2024	% Difference	Accumulated for the 9- months period of 2025	Accumulated for the 9- months period of 2024	Difference between the 9-months period of 2025/2024	% Difference
	Million VND	Million VND	Million VND	%	Million VND	Million VND	Million VND	%
Revenue from sale of goods and rendering of services	742,441	748,328	(5,887)	-0.8%	2,371,442	2,276,207	95,235	4.2%
Deductions	4,567	5,073	(506)	-10.0%	21,726	15,387	6,339	41.2%
Net revenue from sale of goods and rendering of services	737,874	743,255	(5,382)	-0.7%	2,349,716	2,260,820	88,896	3.9%
Costs of goods sold and services rendered	583,041	616,032	(32,991)	-5.4%	1,953,254	1,895,230	58,024	3.1%
Gross profit from sale of goods and rendering of services	154,833	127,223	27,610	21.7%	396,462	365,590	30,872	8.4%
Finance income	11,255	9,513	1,742	18.3%	32,557	26,040	6,516	25.0%
Finance expenses	31,022	25,995	5,027	19.3%	94,442	83,090	11,352	13.7%
- In which: Interest expenses	28,435	15,281	13,154	86.1%	87,648	50,661	36,987	73.0%
Selling expenses	65,113	73,645	(8,532)	-11.6%	178,500	214,158	(35,658)	-16.7%
General and administrative expenses	21,916	25,086	(3,170)	-12.6%	65,476	67,442	(1,966)	-2.9%
Operating profit/(loss)	48,037	12,010	36,027	300.0%	90,600	26,941	63,660	236.3%
Net profit before tax	49,404	12,069	37,335	309.4%	90,731	27,353	63,378	231.7%
Current corporate income tax expense	9,586	2,434	7,152	293.8%	19,826	5,544	14,282	257.6%
Net profit/(loss) after tax	39,818	9,635	30,184	313.3%	70,905	21,809	49,096	225.1%

1. Accumulated profit after tax of 3rd Quarter of 2025 reached VND 39.8 billion, an increase of VND 30.1 billion compared to the same period in 2024.

Primarily due to in 3rd Quarter, The company is restructured the customer list, promoted measures to optimize production and reduce operating costs, as a result, gross margin of 3rd Quarter of 2025 increase by **VND 27.6 billion** (equivalent to a **21.7%** increase) and selling expenses decreased by **VND 8.5 billion** (equivalent to a **11.6%** decrease), thereby significantly improving business efficiency over the same period in 2024.

2. Accumulated profit after tax of nine months of 2025 reached VND 70.9 billion, an increase of VND 49.1 billion compared to the same period in 2024, primarily due to: This result reflects a positive and sustainable improvement in production and business activities from the beginning of the year to now. The company has maintained effective cost control, while improving productivity and product structure, restructuring the customer list, as a result, gross margin of nine months of 2025 increase by **VND 30.9 billion** (equivalent to a **8.4%** increase) and selling expenses decreased by **VND 35.7 billion** (equivalent to a **16.7%** decrease).

We hereby certify that the information disclosed above is true and take full legal responsibility for the content of this disclosure.

Recipient

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THE PERFORMER

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