

No.: 1408/2025/CV-THM

Ninh Binh, August 14th, 2025

Re: Explanation of difference in profit
after tax in the 2025 semi-annual
audited financial report

**To: - State Security Commission of Vietnam;
 - Hanoi Stock Exchange**

Pursuant to:

- *Circular No. 96/2020/TT-BTC dated November 16, 2020, issued by the Ministry of Finance, guiding disclosure of information in the securities market;*
- *The Company's 2025 Semi-Annual Audited Financial Report;*
- *The Company's Q2.2025 Financial Statement.*

Tu Hai Ha Nam Joint Stock Company (Stock code: THM) ("Company") would like to explain the case where the profit after corporate income tax ("LNST") in the business performance report of the reporting period (first 6 months of 2025) has a difference of 5% or more before and after review, changing from profit to loss and the profit after corporate income tax in the business performance report of the reporting period (first 6 months of 2025) changes by 10% or more compared to the report of the same period last year (first 6 months of 2024), specifically as follows:

1. Performance Results:

	Independent financial statements Quarter II/2025	Audited semi- annual financial statements 2025	Difference	Difference Ratio
Revenue	50.403.321.093	42.490.576.870	-7.912.744.223	-15,70%
Profit after tax from 01/01/2025 – 30/06/2025	635.686.624	(1.874.184.427)	-2.509.871.051	-394,83%

2. Causes of the fluctuation:

The main reason for the above difference in net profit after tax comes from 2 main differences:

- **Revenue** in the first 6 months of 2025 after review decreased by 7.91 billion, which is the value of some shipments (FOB) that the company issued invoices and shipped from the warehouse in the period from June 21, 2025 to June 30, 2025, but the date of loading the goods onto the ship was early July 2025. Therefore, after review, this revenue of 7.91 billion will be accounted for in the 3rd quarter of 2025 instead of being accounted for in the 2nd quarter of 2025 in the Company's published Independent Financial Statement. The decrease in revenue from these shipments leads to a corresponding decrease in cost of goods sold of 5.91 billion, causing Gross profit to decrease by approximately 2 billion VND (this decrease in cost of goods sold and gross profit will be accounted for in the 3rd quarter of 2025).

- **Management costs** increased by VND 595 million due to accounting for additional costs for VND 250 million of land rent for the first period of 2025 (previously, because it had not been paid, the company had not accounted for this

amount) and accounting for additional insurance costs for June 2025 of VND 345 million (when preparing the self-prepared Financial Report for the second quarter of 2025, there was no insurance notice for June, so the accountant had not accounted for it, leading to a shortage).

The above differences led to a decrease in the accumulated pre-tax profit for the first 6 months of 2025 by VND 2.6 billion (while the accumulated profit for the first 6 months of 2025 in the self-prepared Financial Report for the second quarter of 2025 before tax was VND 794 million, after tax was VND 635 million), causing the profit before and after corporate income tax to change from profit in the self-prepared report to loss in the audited report.

3. Business results for the first 6 months of 2025 compared to 2024:

	semi 2025	semi 2024	Difference	Difference Percentage
Profit after tax	(1.874.184.427)	(3,023,823,116)	1,149,638,689	+38,02%

4. Reasons for the difference in profit in the first 6 months of 2025 compared to 2024:

The main reasons for the difference in profit after tax in the first 6 months of 2025 compared to 2024 come from the following main factors:

- **Other profit increased** by more than VND 600 million, mainly due to the occurrence of VND 509 million in other income in the first half of 2025, which was the value of the batch of sewing machines donated by foreign partners.

- **Management expenses decreased** by more than VND 700 million, mainly due to a decrease in management salary expenses of VND 650 million (due to the reduction of some office staff and the transfer of office staff to the factory in the second quarter of 2025)

- **Sales expenses decreased** by more than VND 950 million, equivalent to a decrease of 48.92%, mainly due to many orders that customers proactively contacted and placed orders directly, and in early 2025, domestic processing orders increased and foreign orders decreased.

- **Financial expenses increased** by more than VND 300 million, mainly due to exchange rate difference losses of more than VND 240 million arising in the first 6 months of 2025 (due to VND devaluation)

- **Gross profit decreased** by more than VND 700 million, mainly due to revenue decrease of VND 4.2 billion (gross profit margin compared to the same period)

The above is the explanation of Tu Hai Ha Nam Joint Stock Company on the fluctuation of Profit after corporate income tax.

Sincerely,

Recipients:

- As stated above;
- Kept at Archive.

LEGAL REPRESENTATIVE
DIRECTOR



Nguyễn Thị Mai Hương