

No: ~~12~~/2026/CV-FGL

Gia Lai, March...<sup>20<sup>th</sup></sup>..., 2026

“Re: Explaining the difference in consolidated profit after tax of 10% or more compared to the same period last year”

**To: HANOI STOCK EXCHANGE**

Pursuant to Point a, Clause 4, Article 14, Chapter III of Circular 96/2020/TT-BTC, issued on November 16, 2020, and effective from January 1, 2021, by the Ministry of Finance, providing guidelines on information disclosure in the securities market, Gia Lai Coffee Joint Stock Company would like to provide an explanation regarding the variance of 10% or more in the consolidated profit after corporate income tax for the reviewed financial statements for the fiscal ended as of December 31, 2025, compared to the same period in 2024.

**Unit: VND**

Item	31/12/2025	31/12/2024	Variance	% Increase/ (Decrease)
Profit after corporate income tax	(13,267,109,669)	(20,475,052,795)	7,207,943,126	35.20%

The consolidated profit after corporate income tax of Gia Lai Coffee Joint Stock Company for the reviewed financial statements for the fiscal ended as of December 31, 2025, increased by 35.20% compared to the same period in 2024 due to the following factors:

- **Reduction in Production Costs:** Coffee production costs for the 2025-2026 crop year decreased by **VND 1,615,739,746** compared to 2024. This reduction is attributed to land rent exemptions for 2024 and 2025 under **Government Decree No. 87/2025/ND-CP** (issued April 11, 2025) and **Decree No. 230/2025/ND-CP** (issued August 19, 2025), which provided a 30% reduction in land rent to support business operations. No such land rent reduction decrees were in effect during 2024.
- **Asset Disposal for Replanting:** In the 2025 fiscal year, the Company demolished aging plantations to facilitate coffee replanting. This resulted in a **VND 6,897,560,204** reduction in the carrying value of these assets—a decrease of **VND 1,854,479,504** compared to the VND 8,752,039,708 recorded in 2024. The variance is due to a smaller replanting area in 2025 compared to the previous year. The total value of this asset reduction was fully recognized as a loss in 2025.
- **Decreased Finance Costs:** Interest expenses in 2025 were **VND 1,118,907,073** lower than in 2024, primarily because the Company successfully settled a portion of its maturing long-term loans.
- **Absence of Non-recurring Losses:** In 2024, the Company recognized a loss of **VND 2,043,157,576** following the write-off of inefficient replanting and windbreak projects (transferring work-in-progress costs to losses). No such expenses were incurred in 2025.

By this official letter, Gia Lai Coffee Joint Stock Company respectfully submits an explanation to the State Securities Commission regarding the increase in net profit after tax in the reviewed financial statements for the fiscal year ended as of December 31, 2025, which has changed by 10% or more compared to the same period in 2024.

**Recipient**

- Board of Directors,  
Supervisory Board;
- Finance and Accounting  
Department;
- Filed in the Office.

**GIA LAI COFFEE JOINT STOCK COMPANY**

  
  
**TỔNG GIÁM ĐỐC**  
*Nguyễn Công Tiến*