

SAIGON AGRICULTURE
INCORPORATION
SAIGON PLANT PROTECTION
JOINT STOCK COMPANY

THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom – Happiness

No.: 69...../BVTVSG-TCKT
Re: Explanation of profit after tax fluctuations
Q4.2024

Ho Chi Minh City, January 25, 2025

To: Hanoi Stock Exchange

According to the provisions of Circular No. 96/2020/TT-BTC dated 26/11/2020, issued by the Ministry of Finance, which provides guidelines on information disclosure in the stock market. Saigon Plant Protection Joint Stock Company (Securities code: SPC) hereby explains the fluctuations in the profit after tax indicator for Quarter 4 of 2024:

Unit: VND

Items	Quarter 4 Year 2024	Quarter 4 Year 2023	Difference between 2024 and 2023	
(1)	(2)	(3)	(4)=(2)-(3)	(5)=(4)/(3)
1. SEPARATE FINANCIAL STATEMENTS				
Net revenue	88.440.522.733	235.068.071.002	-146.627.548.269	-62,38%
Cost of goods sold	68.775.809.850	180.650.513.462	-111.874.703.612	-61,93%
Gross profit	19.664.712.883	54.417.557.540	-34.752.844.657	-63,86%
Financial income	4.457.566	2.360.942.570	-2.356.485.004	-99,81%
Financial expense	6.632.607.864	5.363.620.617	1.268.987.247	23,66%
Selling expense	29.653.971.774	33.147.271.862	-3.493.300.088	-10,54%
G&A expense	3.961.852.028	7.584.649.302	-3.622.797.274	-47,76%
Profit after tax	-21.661.302.260	21.484.323.276	-43.145.625.536	-200,82%
2. CONSOLIDATED FINANCIAL STATEMENTS				
Net revenue	178,036,836,699	335,924,263,154	-157,887,426,455	-47.00%
Cost of goods sold	145,141,786,003	263,645,444,528	-118,503,658,525	-44.95%
Gross profit	32,895,050,696	72,278,818,626	-39,383,767,930	-54.49%
Financial income	1,255,485,617	4,934,344,036	-3,678,858,419	-74.56%
Financial expense	10,884,463,198	10,741,284,715	143,178,483	1.33%
Selling expense	40,350,754,239	44,430,714,638	-4,079,960,399	-9.18%
G&A expense	5,091,702,430	8,573,934,730	-3,482,232,300	-40.61%
Profit after tax	-22,135,832,606	23,285,844,528	-45,421,677,134	-195.06%

The profit after tax in the separate and consolidated financial statements for Quarter 4 of 2024 of SPC recorded losses of 21,6 billion vnd and 22,1 billion vnd, respectively, compared to profits of 21,4 billion vnd and 23,2 billion vnd in the same period last year:

- *The profit after tax in the reporting period was a loss, whereas the same period last year recorded a profit.*
- *The profit after in the reporting period changed by more than 10% compared to the same period.*

Reasons:

- Separate and consolidated net revenue reached only 88,4 billion vnd and 178 billion vnd, equivalent to 37,6% and 53% of the same period last year:
The plant protection product market experienced intense competition, and dealers no longer purchased large quantities as in the same period last year. Sales of key herbicide products declined compared to the same period last year.
- Gross profit in the separate and consolidated reports reached 18,8 billion vnd and 32,8 billion vnd, respectively, with gross profit margins of 21,3% and 18,5%. Compared to gross profits of 54,4 billion vnd and 72,2 billion vnd in the same period last year, with gross profit margins of 23,1% and 21,5%. Gross profits in Quarter 4 of 2024 for separate and consolidated reports were only 34,6% and 45,5% of those in Quarter 4 of 2023.
- Increase in land rental expenses by 5.098.003.416 vnd in 2024 due to the government adjusting the land rental unit price:
The land rental expense for 7.720,8 m² at the company's headquarters, Quarter 1 Nguyen Van Quy Street, Tan Thuan Dong Ward, District 7, will increase by 5.098.003.416 vnd in 2024, as recorded based on payment notices No. 20669/TB-CCTKVQ7NB, 20670/TB-CCTKVQ7NB, 20671/TB-CCTKVQ7NB, and 20672/TB-CCTKVQ7NB issued by the Ho Chi Minh City Tax Department on 08/11/2024.
- The gross profit mentioned above could not cover the operating costs of production and business activities, leading to operating losses in the separate and consolidated reports of 21,6 billion vnd and 22,1 billion vnd, respectively.

The above represents the company's full explanation of changes in corporate profit after tax for Quarter 4 of 2024.

Sincerely./.

Recipients:

- As above;
- File Archive: F&A Dept.

CHIEF EXECUTIVE OFFICER



Nguyen Quoc Dung