

No: 86/FiCO-CV

Ho Chi Minh city, March 31, 2025

Re: Explanation of the business results in the 2024  
Audited Consolidated Financial Statements

**TO: - THE STATE SECURITIES COMMISSION**  
**- HA NOI STOCK EXCHANGE (HNX)**

Pursuant to:

- The Securities Law No. 70/2006/QH11 dated June 29, 2006, of the National Assembly of the Socialist Republic of Vietnam;
- Circular No. 96/2020/TT-BTC dated November 16, 2020, of the Ministry of Finance guiding the disclosure of information on the securities market,
- Circular No. 68/2024/TT-BTC dated September 18, 2024, of the Ministry of Finance amending and supplementing some provisions of Circulars regulating securities trading, operations of securities companies, and information disclosure on the securities market.

The Fico Corporation-JSC (hereinafter referred to as the "Company") would like to provide an explanation for the post-tax profit on the 2024 audited consolidated financial statements as follows:

**1. The post-tax profit from corporate income tax for the reporting period has changed by 10% compared to the same period last year:**

Note	2024	2023	Difference (+); (-)	Rate
Profit after tax (Consolidated financial statements)	82,518,090,842 VND	55,608,658,715 VND	26,909,432,127 VND	48%

The post-tax profit of VND 82.52 billion in 2024 increased by VND 26.91 billion, equivalent to an increase of 48% compared to 2023. This increase is mainly due to the following reasons:

- ✓ Management Expenses: Decreased by VND 22.12 billion in 2024 compared to 2023, due to a lower allowance for doubtful receivables in 2024.
- ✓ Selling Expenses: Decreased by VND 4.53 billion due to cost-saving measures implemented by the units in response to market challenges.
- ✓ Financial Expenses: Decreased by VND 12.2 billion as the company's bank borrowings decreased compared to 2023.

- ✓ Share of profit from associates and joint ventures: Increased by VND 20.3 billion due to improved performance by joint ventures (Fico Tay Ninh Cement JSC and Tan Bach Viet Construction Investment Co., Ltd.).
- ✓ Corporate Income Tax: Reduced by VND 7.9 billion compared to the same period last year.
- ✓ However, due to market difficulties in general and the construction materials industry in particular, the Corporation's revenue decreased in 2024, leading to a reduction in gross profit from goods and services by VND 37.4 billion, which partially impacted the post-tax profit compared to the same period last year.

**2. The post-tax profit in the income statement of the Quarter 4 financial report published shows a variance of 5% or more compared to the audited report.**

Indicator	2024 Audited report	Preliminary Report (Accumulated for 4 Quarters)	Difference (+); (-)	Rate
Profit after tax (Consolidated financial statements)	82,518,090,842 VND	88,882,252,073 VND	-6,364,161,231 VND	-7.1%

The post-tax profit on the audited consolidated financial statements for 2024 decreased by VND 6.36 billion, or 7.1%, compared to the preliminary report for the full year 2024. This decrease is primarily due to the adjustments made by Phuoc Hoa Fico JSC, which increased the allowance for doubtful receivables by VND 2.4 billion, increased the provision for employee salaries by VND 4.9 billion, and reduced the corporate income tax payable by VND 0.9 billion.

This is our explanation regarding the increase in post-tax profit on the 2024 audited consolidated financial statements of the Fico Corporation -JSC.

We respectfully submit it to the State Securities Commission and the Hanoi Stock Exchange for consideration.

Sincerely,

**Recipients::**

- As above;
- Archive file.


**GENERAL DIRECTOR**  
  
**CAO TRUONG THU**