

**HANOI SOAP
JOINT STOCK COMPANY**

No. 246/XPHN-TCKT

*Re: Explanation of losses in the third quarter of
2025 and the difference between profit and loss
compared to same period in 2024*

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Hanoi, 20 October 2025

To: HANOI STOCK EXCHANGE

Hanoi Soap Joint Stock Company would like to sincerely thank you for your support and help in the past time.

Hanoi Soap Joint Stock Company would like to explain the loss in the third quarter of 2025 and the reasons for the difference in profit and loss compared to the same period last year as follows:

The production and business situation of the Company in the 3rd quarter of 2025 still faces many difficulties due to the influence of the world economy, causing the price of input materials to fluctuate abnormally while the sales volume is low, making revenue not compensate for costs.

Revenue in the 3rd quarter of 2025 increased much more than in the 3rd quarter of 2024 due to the Company's strong implementation of commercial business. Selling expenses and business management expenses in the 3rd quarter of 2025 increased slightly compared to the 3rd quarter of 2024. Profit in the 3rd quarter of 2025 was a loss of 1,031 million (a decrease of 95 million VND) compared to a loss of 1,126 million VND in the 3rd quarter of 2024. Accumulated profit from the beginning of the year to the end of the 3rd quarter of 2025 is 744 million VND.

With this official letter, Hanoi Soap Joint Stock Company would like to explain to the Hanoi Stock Exchange.

Thank you very much!

Recipients:

- As above;
- Filed: Admin office, F&A Dept.,



DIRECTOR

Le Viet Phuong